



Union Minister for MoRTH and MSMEs, Shri Nitin Gadkari at ASSOCHAM webinar on Challenges and Opportunities in HAM and BOT. Also seen in pic: (LtoR): Mr. B K Goenka, Past President, ASSOCHAM; Mr. Deepak Sood, Secretary General, ASSOCHAM; Mr. Vineet Agarwal, President, ASSOCHAM; Mr. Ashutosh Chandwar, Chairman, National Council on Underground Construction and Tunneling, ASSOCHAM and Mr D K Sen, Chairman, National Council, Roads and Highways, ASSOCHAM.

## “Govt. Plans for Huge Infra Push allocating \$1.4 trillion”

— Nitin Gadkari  
Hon'ble Union Minister for Road Transport and Highways



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## *Need to focus on the MSME sector*




*With the declining trends of the COVID pandemic, the government needs to focus its attention on reviving smaller business.*

**T**he situation is a lot different than the lockdown that we witnessed last year where the government had imposed a total lockdown on the movement of almost all the goods and services. There was a major disruption in the supply chain as most of the workforce had left fearing the safety of their families and to be close to them. This time, however, the government has ensured that the movement continues and has left the decision to impose the lockdown on the respective state government. States which have witnessed a surge in the number of cases too have resorted to a lockdown in a calibrated manner. Though the situation is a lot better this year as compared to last year from the supply side, the consumer sentiments are still down as people are not spending, so the demand for goods and services is low.

The government now needs to concentrate its efforts on micro, small and medium enterprises. They are the second-largest employment generators in India and the backbone of most developing economies. These small and medium businesses are plagued by liquidity issues as their revenue stream has come down. Many of them are finding it difficult to even pay salaries to their staff during the pandemic. The government needs to focus all its attention on saving this sector. The central and various state governments need to ensure that their working capital requirement is taken care of. Though the union government has taken several steps in this regard, a lot more still needs to be done. The finance minister in the GST council meeting also ensured that the ease of doing business sentiments is adequately addressed.







*The government now needs to concentrate its efforts on micro, small and medium enterprises. They are the second-largest employment generators in India and the backbone of most developing economies.*

Another important thing that the government needs to address is to increase its spending on medical infrastructure. There are several parts of the country that lacks basic medical facilities. By concentrating its efforts on developing medical infrastructure in the country, the country would be ready for the third wave of the pandemic and at the same time lift the consumer sentiments. Also, the government is also taking steps to kick-start several stalled infrastructure projects. This would also help in generating employment and give a boost to the economy.

On the positive side, India has already kick-started the mass vaccination drive and has managed to inoculate around 20 crore people which is a remarkable achievement. The COVID 19 graph is rapidly declining in India due to the collaborative efforts taken by the government and the people alike. The Indian Economy has also started accelerating in Jan- March quarter despite the resurgence in the pandemic and amid broad-based improvement across sectors. Going forward, we expect the trend to continue and the industry is certainly optimistic about a faster economic recovery.

*Vineet Agarwal  
President, ASSOCHAM*



## *Collaboration between the Industries, Centre and states are at an optimum level now*

**O**n occasions when the country really needs, it has been seen that there are collaborative efforts to fight a common cause between all the stakeholders like the central and the state government along with Industry bodies. This was seen in the month of May when the coastal regions of Maharashtra, Goa, Gujarat, Karnataka, and Kerala were severely impacted due to cyclonic storms and heavy monsoons due to the advent of Cyclone Tauktae. It is also been witnessed now when all stakeholders are preparing for Cyclone Yaas and ways to minimize its impact.

ASSOCHAM, as an apex industry body has always been at a forefront of all such activities playing an important role in offering valuable suggestions on key issues and offering collaborations or help wherever possible. Recently, we were also a part of the meeting convened by a high-powered panel comprising Union Ministers, senior government officials, and representatives from various central and state agencies to review preparations for Cyclone Yaas.

The union railway ministry, under whose chairmanship all the stakeholders' Commerce & Industry, Consumer Affairs, Food & Public Distribution, and Industry representatives were assembled, appraised that due to the efforts taken by the central and state government, orderly planning, relief, and rehabilitation measures in wake of Cyclone Tauktae was possible. A similar kind of planning is getting done as part of preventive measures to tackle potential adversities due to the cyclone now.

The government is taking all necessary measures to ensure a zero casualty situation. The Railways have assured that they have made elaborate plans and have kept a lot of rescue equipment on standby like accident relief trains, medical relief vans, electric tower wagons, and well-equipped diesel locomotives at strategic locations to

tackle trouble spots. Coaching trains have been canceled in a large measure so that nobody is caught in the cyclone. Food, water, medical aid has also been kept ready at important stations.

As an industry body, we have assured the government our full support and also assured that our member Industries would keep support staff on standby to coordinate with authorities to ensure rescue and help can reach on time.

We will ensure proper coordination with all the agencies concerned so that the relief material gets properly channelized and the real beneficiaries receive it post-cyclone also.

There is also a need for more use of technology to help get more real-time and proper information on the cyclone and its path. We commend the government for being proactive and convening such meetings which are helpful for the industry to prepare itself in view of such calamities.

As an Industry body, ASSOCHAM strongly believes that India would soon get on track with its economic growth aspirations. Experts believe that the economy would grow at 10 per cent this year, on the back of a 60 per cent (year on year) increase witnessed in exports due to traction in sectors such as engineering goods, gems & jewelry, petroleum products, drugs and pharma, ready garments and spices. The Government has taken adequate steps and is working on ways to reduce the number of compliance issues faced by the industries. There is a need now to enhance the use of digital technology to tap global opportunities. Small and Medium businesses that are based in tier II and Tier III can increase their revenues substantially by using digital tools. This is also the time for India to increase investments in upgrading skillsets.

*Deepak Sood,  
Secretary General, ASSOCHAM*

# HAM & BOT Projects: Challenges and Opportunities

HAM project by its very nature requires long term funding i.e. more than 15 years and hence linking the short term interest rates for a long term tenure project is a structural issue that needs a relook as the Concessionaires also suffered losses on account of lockdown.



Union Minister for MoRTH and MSMEs, Shri Nitin Gadkari at ASSOCHAM webinar on Challenges and Opportunities in HAM and BOT. Also seen in pic: (LtoR): Mr. B K Goenka, Past President, ASSOCHAM; Mr. Deepak Sood, Secretary General, ASSOCHAM; Mr. Vineet Agarwal, President, ASSOCHAM; Mr. Ashutosh Chandwar, Chairman, National Council on Underground Construction and Tunneling, ASSOCHAM and Mr D K Sen, Chairman, National Council, Roads and Highways, ASSOCHAM.

**A**SSOCHAM organized a Webinar on Challenges and Opportunities in HAM & BOT Projects on April 23, 2021. The Webinar was Inaugurated by Shri Nitin Gadkari, Hon'ble Union Minister for Road Transport and Highways, Govt of India. Industry Speakers included; Mr Vineet Agarwal, President, ASSOCHAM,

Mr B K Goenka, Past President, ASSOCHAM, Mr D K Sen, Chairman, National Council, Roads and Highways, ASSOCHAM, Mr Vinod Agarwal, Co-Chairman, National Council on Roads and Highways, ASSOCHAM, Mr TVS Reddy, Co-Chairman, Roads and Highways, ASSOCHAM, Shri Ashutosh Chandwar, Chairman,

National Council on Underground Construction and Tunneling, ASSOCHAM and Mr Deepak Sood, Secretary General, ASSOCHAM.

Following major issues and suggestions emerged from the discussions:

**Mr Nitin Gadkari**, Hon'ble Minister





1st Row: Mr Vinod Agarwal, Co-Chairman, National Council on Roads and Highways, ASSOCHAM, Shri Nitin Gadkari, Hon'ble Union Minister for Road Transport and Highways, Govt of India; Mr. Deepak Sood, Secretary General, ASSOCHAM; Mr. B K Goenka, Past President, ASSOCHAM

2nd Row: Mr. Vineet Agarwal, President, ASSOCHAM; Mr. Ashutosh Chandwar, Chairman, National Council on Underground Construction and Tunneling, ASSOCHAM; Mr D K Sen, Chairman, National Council, Roads and Highways, ASSOCHAM; Mr TVS Reddy, Co-Chairman, Roads and Highways, ASSOCHAM

of Road Transport and Highways and MSME during an interactive meeting with ASSOCHAM members said that a well-developed infrastructure enhances level of economic activity, creates additional fiscal space by improving revenue base of the Government, and ensures quality of expenditure focused on productive areas. The COVID-19 pandemic has caused a slowdown in India, but its inherent resilience and capabilities will help it transform into a new India with an accelerated growth path fueled by infrastructure. The Government has given a massive push to economy by allocating about \$1.4 Trillion for infrastructure to be invested until 2025. The highways sector in India has been at the forefront of performance and innovation and the government has successfully rolled out several projects on the Hybrid Annuity Model (HAM) for building National Highways to speed up the construction of roads in the country by renewing interest of private developers.

The Minister informed that the Ministry is setting up a committee under the chairmanship of Mr K. Venkataramanan to reduce the dependency on steel and cement to

reduce the cost of construction and look for alternatives.

Mr Gadkari stated that all steel - whether produced from ore, billets, pellets, or melting of scrap - would be allowed to be used for National

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**The COVID-19 pandemic has caused a slowdown in India, but its inherent resilience and capabilities will help it transform into a new India with an accelerated growth path fueled by infrastructure.**

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Highway construction, as long as it meets the standards required for specific grades of steel. The steel proposed to be used would be tested in NABL-accredited laboratories as a third-party check before approval. He informed that his ministry has managed to achieve three world

records recently. "Firstly, we have managed to achieve a record by constructing 37 km of road per day during 2020-21. Secondly, the construction of a 2.5 km four-lane concrete road was achieved in a matter of 24 hours. Our ministry also achieved a record by constructing a 26 km one-lane road in 24 hours flat. This is due to the efforts put by our engineers, contractors, and workers,"

Mr Gadkari added that the Ministry has constructed 13,327 KM of National Highways up to March 2021 as compared to 10,237 Km in March 2020. "The award figure is 10,965 km during this period as compared to 8,948 km in the previous year. This kind of performance was never done earlier," He also mentioned that the Ministry has decided that all lanes in the fee plazas on National Highways shall be declared as "FASTag lane of the fee plaza" with effect from midnight of 15th February 2021. "As per NH Fee Rules 2008, any vehicle not fitted with FASTag or vehicle without valid, functional FASTag entering into the FASTag lane of the fee plaza, shall pay a fee equivalent to two times of the fee applicable to that category. This has been done



to further promote fee payment through digital mode, reduce waiting time and fuel consumption and provide for a seamless passage through the fee plazas," He informed.

**Mr Vineet Agarwal**, President, ASSOCHAM stated that the Complexities of infrastructure development need to be understood to ensure that the supporting frameworks are effective. "Lack of infrastructure is the primary growth constraint and government looks to the private sector to partner in developing the same. Designing effective co-working models between the public and private sectors would be a step towards efficient delivery," he said.

Sharing his perspective, **Mr Deepak Sood**, Secretary General, ASSOCHAM explained that the highways sector in India has been at the forefront of performance and innovation and the government has successfully rolled out several projects on the Hybrid Annuity Model (HAM) for building National Highways to speed up the construction of roads in the country by renewing interest of private developers. "Public-Private-Partnership (PPP) and Build Operate and Transfer (BOT) model is attracting the interest of growing

thrust towards privatization and private sector participation in the development of public infrastructure projects in India," he said.

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**Mr Balkrishan Goenka**, Past-President, ASSOCHAM stated that the government has given relief to PPP- Toll projects by giving extra time for Toll collection due to pandemic. "However, for HAM

projects the only way to compensate for the losses due to the pandemic is to compensate for the cost incurred for interest during construction. A request is that interest on debt amounts outstanding at the beginning of March 2020 be compensated at the MCLR plus 1.25 for a period of 6 months," said Mr Goenka, Chairman, Welspun Group.

**Mr D K Sen**, Chairman, Roads and Highways Council, ASSOCHAM mentioned that keeping the momentum in infrastructure is important as it contributes heavily to the economic growth along with creating a large workforce. Under the present Government the sector has seen a great transformation as INR 20 lac crore will be spend in next 5 years. He suggested that some part of road projects should be constructed through concrete so as to fully utilize the large number of equipments for making concrete roads.

**Shri Vinod Agarwal**, Co-Chairman, Roads & Highways Council, ASSOCHAM stated that Hybrid Annuity Model (HAM) is an interesting model, since it can be widely applied to many diverse sectors and blends some financing with performance risk transfer. HAM project by its very nature requires long term funding i.e. more than 15 years and hence linking the short term interest rates for a long term tenure project is a structural issue that needs a relook as the Concessionaires also suffered losses on account of lockdown. Shri Agarwal also added that presently there are not many financial structures available to the road projects; the primary form of finance is the bank finance in the form of a Rupee Term loan.



# Construction of Jetties: Opportunities in IWAI Projects

About 60 jetty locations (in UP, Bihar, Jharkhand & WB) have been identified between Varanasi-Haldia stretch of NW-1 and will be constructed based on the outcome of detailed comprehensive study covering all aspects.

JMVP-II (Arth Ganga), a technically and financially World Bank assisted project, has been conceptualised with the concept to boost the regional water transportation activities. Under JMVP-II, construction of community jetties & Ro-Ro terminals for the promotion of transportation of goods, passengers, tourists along & across the river through mechanised country boats between Varanasi - Haldia in National Waterway-1 (NW-1) have been envisaged.

In this regard, tentatively about 60 jetty locations (in UP-, Bihar-, Jharkhand- & WB) have been identified between Varanasi-Haldia stretch of NW-1. These community jetties shall be constructed based on the outcome of detailed comprehensive study covering the technical, social & environmental, traffic aspects duly fulfilling the obligations of World Bank. Prior to construction of the jetties, to sensitize the stakeholders and taking their inputs/ suggestions in respect of type of jetty, traffic, cargo including institutional arrangements of post jetty construction, a webinar was organised by ASSOCHAM at the behest of IWAI on April 6, 2021.

## Key Highlights

### 1. Overview of JMVP-II progress

JMVP technically a World Bank project, is aimed to develop Ganga National Wa-



Presentation by Shri A.K. Mishra, Director (Technical) and Project Director, IWAI on JMVP-II

terway 1 as committed, sustainable and safe mode of navigation. Phase II focuses on generating sustainable income stream for community at large. The components of Phase II include Fairway

Development, Enhancement of River information system, Modernisation of existing Navigational lock at Farakka.

The development under the JMVP (River Ganga) can be envisaged in 3 broad categories:

- Domestic and Regional Trade,
- Local Community Enhancement and
- Passenger Movement Facilitation.

Two multimodal terminals (Varanasi

## List of Speakers

1.	Dr. Amita Prasad, IAS Chairperson, IWAI	10.	Capt. Sandeep Mehta President, Adani Ports & SEZ
2.	Shri Ashutosh Gautam Member (Technical) & Dy Project Director, JMVP-II, IWAI	11.	Shri Arun Maheshwari Jt. MD & CEO, JSW Infrastructure
3.	Shri A K Mishra Director (Technical) and Project Director, IWAI	12.	Shri R.U. Singh CEO, TCI Seaways
4.	Cdr. Mahendra Kumar Chief (Hydrography), IWAI	13.	Capt. Sanjeev Khanijo VP, TCI Seaways
5.	Shri Ravi Kant Chief Engineer, JMVP	14.	Shri Anil Devli CEO, INSA
6.	Shri Anjaneyulu Dodde, IAS MD – Tourism, Govt. of Jharkhand	15.	Shri Gautama Dutta MD, Marinetek
7.	Shri R.P. Khare Ex-Member (Technical), IWAI	16.	Shri Sherry George Director, Silver Bay Marine Gear
8.	Shri Dilip Kumar Gupta MD & Director (Projects), Sagarmala Development Co. Ltd.	17.	Shri Farzaan Khateeb Litmus Marine Innovation Pvt. Ltd.
9.	Capt. James Braganza Captain of Ports (Goa)	18.	Dr. A.K. Keshari Professor, Dept. of Civil Engineering, IIT Delhi



*Capt. Sandeep Mehta, Chairman, ASSOCHAM National Council on Logistics and President, Adani Ports and SEZ addressing the gathering.*

and Sahibganj) have been dedicated to the nation. The terminal at Haldia is on the verge of completion, and Kalughat would be used as an intermodal terminal. Logistics hubs will be developed near the terminals in form of freight villages.

60 locations have been identified to develop floating terminals, Ro-Ro terminals and community jetties to transport agricultural produce. Ferry terminals and Tourist based terminals will work towards passenger movement facilitation.

**Timeline for development of NW-1:** Under the instruction of Hon'ble MoPSW, IWAI is directed to establish 30 jetties by the month of August 2021.

- UP – Rajghat, Assi Ghat and Samneghat (at Varanasi), Mjhoua, Bhaauli, Ujjarghat, Birpur, Ghazi-pur, Kaithy.
- Bihar – Bateshwarsthan, Simariya, Kargola, Kahalgaon, Sultan-ganj, Matihani, Barli, Hasanpur/Raslpur, Kangaghat, Digha/Danapur, Buxar
- Jharkhand – Samdaghat
- West Bengal- Botanical Garden, Ktwa/Maliari, Hazarduari, Farakka, Kabilpur/ Gnagpara, Behrampore, Narkelbari, Maganpara, Natwardeep/Mayapur, Princeghat

It is proposed that the inauguration of these jetties would be done by Hon'ble PM of India. The study for locations and awarding of contracts is to be done on urgent basis. The proposed locations for Ro-Ro terminals are Buxar-Saraiakota, Bakhtiyar-

pur-Hasanpur, Kahalgaon-Tintanga, Samdaghat-Manibari and Rajmahal-Manikchak.

Waterways movement constitutes 30% of Bangladesh trade, 7% of US trade while only 2% in India. While commercial viability and profitabil-

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**Under JMVP-II,  
construction of  
community jetties  
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for the promotion  
of transportation of  
goods, passengers,  
tourists along & across  
the river through  
mechanised country  
boats between Varanasi  
- Haldia in National  
Waterway-1 (NW-1)  
have been envisaged.**

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ity matters to businesses but cost of emissions, env. Pollution, are not factored in business model. Ministry of Coal, Textiles, Fertilisers, Food Grains did not find movement by waterway routes economically viable.

IWAI has taken various steps to pro-

mote the use of waterways like reducing the Water Charges on routes. It was also allowed the use of private jetties and jetty cabs in the sector. As part of the introduction of Urban Water Transport, IWAI could bring in smaller ships and boats on the routes which are already being used in the states of Kerala, Assam, and West Bengal. There are a few roadblocks to the development considering the environmental impact of these and the hesitance of smaller businesses to shift to waterways as a primary mode of transport. Studies are ongoing by various states to determine the impact of waterway usage on fisheries. There need to be checks put in place to ensure proper operation and maintenance of vessels on various routes. The Maritime India Vision for 2030 claims the doubling of cargo which currently stands at 76 million tonnes/annum. There have been portals like PANI launched for quicker clearances of cargo at ports and improve the ease of doing business. Dr. Amita Prasad emphasised on waterways being a feasible option for moving cargo should the users agree to switch ensuring full support from IWAI in resolving the issues that may come along the transition path. Countries like USA have published that 7% of their logistical needs are covered by waterways and India should also follow the path by achieving a minimum of 5% movement of goods through water.

**2. Floating Jetty solutions and Technical Aspects**

**HDPE pontoons** are said to have easy



Dr. Amita Prasad, IAS, Chairperson, IWAI sharing her perspective on the initiatives and future of Inland Waterways for India.

installation and simple operation, can be assembled directly at the site. The environmental impact from these is also minimal considering these are not permanent structures and do not corrode. The floating pontoons can be of custom size to suit the riverbed and can be shifted as the waterway meanders over the year. HDPE pontoons are ideal for low depth river banks, with horizontal variation in water level in addition to vertical variations. HDPE solution is environment friendly, has low installation costs and almost nil maintenance cost. Ideally suited for turnkey floating HDPE solutions as modules could be connected through pins.

- Each module dimension is 50 cm x 50cm x 40cm, per module weight is just 7 kgs.
- Each module or cube can withstand weight of appx 90kg and has anti skid surface.
- Base material virgin HDPE with additives provide tensile strength and enhances life of product.
- Withstood test of time for stability under severe monsoon currents.
- Unlike steel pontoons need not be dismantled prior to monsoon and reinstalled post monsoon.
- These can withstand the impact of larger vessels.
- In terms of design these have flak walled cubes that allow the water

to seep through and prevents debris to form embankment.

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## Two multimodal terminals (Varanasi and Sahibganj) have been dedicated to the nation. The terminal at Haldia is on the verge of completion, and Kalughat would be used as an intermodal terminal.

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- Can be installed in single/ double layer configuration.
- Life of product is 5-7 years.
- In Hud-Hud cyclone out of 176 only 10 modules were damaged. This depicts durability of the structure

**Concrete structures** are corrosion free, low maintenance, unsinkable but slightly more expensive than the steel pontoons which are suited better for sweet water. Concrete pontoon are ideally suited for seawater projects and RoPAX operations - installed at 45 urban transport metro terminals

in Kerala. These are heavy and stable structures. As up to a certain size, they can be assembled directly at the site.

- Concrete pontoons are made of homogenous structures. Core is made of expandable polystyrene (waterproof light material) with tested tolerance of 2% and outer casing is of reinforced steel and galvanised rebars. Concrete material is of improved slack cement which does not allow chlorides and sulphates to cause corrosion.
- The fabrication of these structures takes 2-3 weeks however the designing can take longer as one would need to factor the depth, size, kind of vessels that would dock, weight carrying capacity of the vessels and mobility based on change in the flow over seasons. Design also depends on is decided on the basis of nature of energies – water flow, wind speed, soil types. Moorings need special designs.
- Have specific gravity of 0.5 (if 1 mt free bar is to be maintained, pontoon will have 1 mt depth).
- Concrete pontoons established at Goa experience 30-40 knots of wind currents in south -west monsoon. These structures stood rock-hard with no drift.
- Suitable for larger vessels ranging between 1000-1500 metric tonnes EWT.



- Concrete thickness varies as per the load factor – Normal Block thickness is around 100mm to 200 mm.
- Smallest size monolithic block is of 12mt x 3 mt (weighing 18 tons) could be transported from factory to site of installation. Next block size is 20mt x 6mt. The monolithic blocks can be added end-end to give length or side to side to give width.
- These are permanent structures and thus used for permanent installations. It is recommended not to use concrete pontoons at places where river could dry as pontoon will sit on the sand.
- Given the fact that these have 50 years maintenance free life (no chipping, painting or dry-docking requirement), these cost lesser than steel pontoons however, in terms of size to size blocks, these would be costlier than steel pontoons.
- Concrete pontoons have integral fendering system to take impact of vessel. Damage would be possible only in cases of high magnitude steel vessel hitting at 90 degree. Superficial damage could be fixed at site. In case of major damage it needs to be disconnected and towed away.

## Key Action Points

- Studies to be carried out across the route by respective states for environmental impact and by educational institutes like IIT to assist IWAI. Since the technical knowledge of experts can be leveraged to research about the location, structure, channel, turbulence, and bank protection, they can engage in an MoU with IWAI and

- use various research techniques in addition to satellite imaging to best develop these routes.
- An economic feasibility check to be carried out to calculate the economic benefit/stress that will impact the operators on this route should they decide to switch from Road/Rail to Water transport. Feasibility of what can and can-

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**HDPE pontoons are said to have easy installation and simple operation, and can be assembled directly at the site. The environmental impact from these is also minimal considering these are not permanent structures and do not corrode.**

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not be moved basis existing and planned infrastructure will help make this choice a more informed one for the service providers.

- Industry requests:
  - Last mile connectivity and ease of doing business: Consider a single-window for clearance for goods.
  - Provision of subsidy for limited time until break-even is attained and business is commercially viable.
  - Clarification - who will main-

tain Channel depth - Developer (IWAI) or Jetty operator

- Information regarding - scale of cargo movement, expected revenue, type of vessels requirement on particular sectors.
- Building warehouses along the route and using it as hub and spoke model
- IWAI would be deciding the technical requirements of the jetties that need to be installed along with their locations. This would help finalise the design in consultation with the prospective service providers that were present during the webinar to have the setup ready for inauguration by 13.08.2021 based on the timelines shown in the presentation.
- Sagarmala Development Company Limited has promised their support for this project when it comes to infrastructure development along the route, or any expert advise related to specialised infrastructure.
- Waterways movement constitutes 30% of Bangladesh trade, 7% of US trade while only 2% in India. While commercial viability and profitability matters to businesses but cost of emissions, env. pollution, fuel costs road congestion, loss of life in accidents are not factored in business model. Various departments of Government including Coal, Textiles, Fertilisers, Food Grains did not find movement by waterway routes economically viable. Industry and Govt need to collaborate and should try and resolve any difficulties faced with the usage of waterways instead of completely discounting it. This will also aid the goal of 5% transportation by water based on the Maritime India Vision 2030.

# India-Israel: Collaboration in AgriTech Sector

Agriculture and Water Technology have been the bedrock of India-Israel relations, which was acknowledged by both the Prime Ministers during their meetings in 2017 and 2018.



*First Row (From L to R): Ms. Aarati Sharma, Director (International Division), ASSOCHAM; Ms Anitha Nandhini, Deputy Chief of Mission, Embassy of India, Israel; Mr. Danny Hacohen, VP - Business Development, Evigence Sensors; Mr. Dharani Koganti, Assistant Vice President, Invest India; Mr. Dushyant Thakor, Vice President, Invest India*

*Second Row (From L to R): Ms. Joyshree Das Verma, Honorary Consul in North-East India; Mr. Karnik Gulati, Manager, Coinmen Consultants; Mr. Krishnath Mahamulkar, SBU Head – Central, Netafim; Ms. Natasha Zangin, Counsellor, Head of Economic & Commercial Mission, The Israeli Economic & Commercial Mission, Embassy of Israel, New Delhi; Shri Parshottambhai Rupala, Minister of State, Ministry of Agriculture & Farmers Welfare, Government of India; Mr. Sagar Kaushik, President Global Corporate & Industry Affairs, UPL*

*Third Row (From L to R): Mrs Rony Yedidia-Clein, Deputy Chief of Mission, Embassy of Israel, India; Mr. Sanjay Naithani, Chief Agronomist, ICL India; Mr. Shrikant Gurav, Product Development Lead, Adama; Ms Shubhra, Trade Advisor, Agriculture, DAC & FW, Ministry of Agriculture & Farmers Welfare, Govt. of India; Mr. Vijay Sardana, Techno-Legal Expert on Bio-economy & Advocate, Delhi High Court; Mr. Tejinder Singh, Senior Trade Officer Economic & Commercial Mission, Embassy of Israel,*

**A**SSOCHAM (The Associated Chambers of Commerce of India) together with **Economic & Commercial Mission, Embassy of Israel in India** held a webinar on collaboration between India and Israel in the agriculture technology sector.

Representatives of business of both countries, the Embassy of India in Israel, Embassy of Israel in India and the economic and commercial mission of Israel in India shared their experience developing synergies between India and Israel in the Agritech sector.

The webinar was graced by the presence of **Hon'ble Minister of State, Ministry of Agriculture & Farmers Welfare, Government of India; Mr Parshottambhai Rupala** who delivered the special remarks. Appreciating the outreach efforts of ASSOCHAM and Embassy of Israel in India in organizing this timely webinar **the hon'ble Minister stressed the following areas for enhancing collaboration between the two countries in the agritech sector: India and Israel Cooperation in Waste Water Management, Setting up Center of Excellence for marketing of Agri products, and**

importance of an integrated program for technology and FPO for small and marginal farmers, so that the farmers can sell their products first and farm them later on, as Israel model, rather than farm first and sell later."

**Sagar Kaushik, President Global Corporate & Industry Affairs, UPL** welcomed the participants from India and Israel and highlighted the areas in which the two strategic partners can collaborate. He stated that India and Israel cooperation in Agritech sector is important for transformation in Indian agriculture.

**Natasha Zangin, Counsellor, Head of Economic & Commercial Mission, The Israeli Economic & Commercial Mission, Embassy of Israel, New Delhi** greeted the participants of the webinar. "Cooperation between Israel and India started with traditional sectors like Agriculture and Chemicals. As we move further, we see cooperation in sectors like Cyber, Digital Health, Medical Devices, Smart Cities, Smart Mobility, and Water Management Solutions" she said.

**Mr Dushyant Thakor, Vice President, Invest India and Mr Dharani Koganti, Assistant Vice President, Invest India** in his address said that Invest India has been actively working with important strategic partners like Israel. Under the aegis of the partnership between Invest India and Invest in Israel, India-Israel Global Innovation Challenge was initiated, which aims to bring together the startups from both the countries from key areas such as Agriculture and Water Technology. The objective of this initiative is to benefit small-scale farmers from both sides by sharing the best practices, technology, and expertise."

"The Embassy of Israel is working closely with Central and State governments in promoting bilateral cooperation in Agritech and Water Technologies. We welcome the participation of Mr. Parshottam bhai Rupala, Minister of State, Ministry of Agriculture and Farmers Welfare, Government of India, who has visited Israel in 2018 and witnessed first-hand the agriculture and water management technologies Israel offers. His participation will inspire greater collaboration between Indian

and Israeli companies in this sector", said **Mrs. Rony Yedidia-Clein, Deputy Chief of Mission, Embassy of Israel, India**

"Agriculture and Water Technology have been the bedrock of India-Israel relations, which was acknowledged by both the Prime Ministers during their meetings in 2017 and 2018. Collaboration between startups is the key to foster mutual growth in the Agriculture sector. This is further encouraged by the collective initiatives such as the I4F fund,

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## **Cooperation between Israel and India started with traditional sectors like Agriculture and Chemicals. As we move further, we see cooperation in sectors like Cyber, Digital Health, Medical Devices, Smart Cities, Smart Mobility, and Water Management Solutions**

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which is a cooperation between the Department of Science and Technology (DST), Government of India, and the Israel Innovation Authority, Government of Israel to promote, facilitate and support joint industrial R&D projects, between companies from India and Israel to address the challenges in the agreed focus sectors such as Water and Agriculture.", **Ms Anitha Nandhini,**

**Deputy Chief of Mission, Embassy of India, Israel**

"Agriculture is one of the 'agreed' focus sectors between India and Israel. Enhancing the cooperation in this sector will benefit both nations. Water and Water Management is one of the major challenges in the Indian agriculture sector. This is another area of collaboration between India and Israel, which would help India in addressing the water crisis. Cooperation in the areas like mechanization and technological advancement in agriculture is one such area, which will reinvigorate India-Israel bilateral cooperation.", **Ms Shubhra Agarwal, Trade Advisor, Agriculture, DAC & FW, Ministry of Agriculture & Farmers Welfare.**

**Mr. Karnik Gulati from Coinmen Consultants** made a presentation on Doing Business in India covering the topics like economic overview of India, how to set up a company in India, Tax regulations, FDI policies in agriculture sector among others.

**Mr Vijay Sardana, Techno-Legal Expert on Bio-economy & Advocate, Delhi High Court** in his closing remarks said that India's development agenda is huge. It presents a vast economic opportunity for Israeli companies and they should explore relevant business opportunities in India

Five companies from Israel made presentations and highlighted possible areas of collaboration between India and Israel in the following subsectors: **Smart Irrigation, Smart Packaging, Crop Protection, Fertilizers & chemical products.**



# NEP 2020: A Plethora of Opportunities



University, Rajasthan Ms. Ranjita Raman, CEO, Jaro Education and Dr. Archana Mantri, Vice Chancellor, Chitkara University Chandigarh. The webinar was attended by more than 500 participants across the country. The following issues were discussed during the webinar:

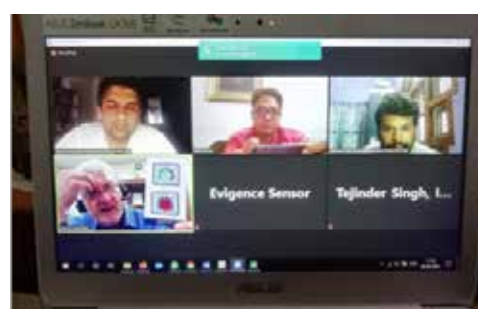
- NEP 2020 and flexible pathways to learning.
- Evolution of NEP 2020 and its importance in current times.
- Restructuring Education institute and role of State Government
- Impact of NEP 2020 on Higher Education
- Opportunities arising due to NEP 2020.
- Reforms in school education brought by NEP 2020.
- Scope of Executive Education in NEP

**A**SSOCHAM National Council on Education has organized a webinar on “NEP 2020: A PLETHORA OF OPPORTUNITIES” on 4th May 2021. The webinar was supported by Chitkara University, KIIT, Poornima University, JIMS and Shri Khushal Das University.

The eminent panelists were Prof. N. V. Varghese, Vice Chancellor, National Institute of Educational

Planning and Administration (NIEPA), Dr. Madhu Chitkara, Pro Chancellor, Chitkara University, Chandigarh Prof. Sasmita Samanta, Pro Vice Chancellor, Kalinga Institute of Industrial Technology (KIIT) Bhubaneswar, Dr. Amit Gupta, Chairman, Jagannath International Management School, New Delhi Mr. Rahul Singhi, Co-Founder & Director, Poornima University, Rajasthan Mr. Dinesh Juneja, Chairman, Shri Khushal Das

## Glimpse of B2B Meetings



The webinar was moderated by Mrs Aarati Sharma, Director, International Division, ASSOCHAM. The main webinar was followed by prescheduled matchmaking / B2B meetings between Indian and Israeli companies. The webinar received an overwhelming response and was attended by over 150 Indian companies. ASSOCHAM intends to organize more such sessions with our major trading partners.

# India-Georgia: Opportunities for Collaboration

**The participants emphasized upon the signing of an India-Georgia Free Trade Agreement (FTA), which will be a key player in cementing trade and investment ties.**

International Division, ASSOCHAM, along with POTI Free Industrial Zone (FIZ), Georgia, organized a webinar on March 12, 2021, focused on collaboration between India and Georgia to deliberate on areas of mutually beneficial trade and investment collaboration between India and Georgia.

Focus sectors of the webinar were Textiles, Automobile Parts, Manufacturing, Mining, and Pharmaceutical. One of the important highlights of the webinar was participation of H.E. Mr. K.D. Dewal, Ambassador of India to Georgia and Armenia, Embassy of India to Armenia and Georgia. The Indian Ambassador stressed on enhancing the cooperation between the two countries on the economic as well as the cultural front.

Another highlight of the event was participation of H. E. Mr. Archil Dzuliashvili, Ambassador of Georgia to India. He explained how significant the cultural exchanges are to enhance the cooperation between India and Georgia. He also emphasized on the signing of an India-Georgia Free Trade Agreement (FTA), which will be a key player in cementing trade and investment ties.



**The participation of Indian states, Maharashtra and Karnataka brought the industrial perspective to the deliberations. Both the states showcased the industrial and investment climate in their respective territories.**

The participation of Indian states, Maharashtra and Karnataka

brought the industrial perspective to the deliberations. Both the states showcased the industrial and investment climate in their respective territories.

The discussions are going on and the opening of the Indian Embassy in Georgia is anticipated, as the relations between the two countries are flourishing. This will significantly boost the bilateral relations between the two nations.

ASSOCHAM has signed an MoU of cooperation with POTI Free Industrial Zone (FIZ), wherein both the partners have pledged to build constructive initiatives to enhance the cooperation between both countries by promoting trade and cross investments.

# India-Europe Food & Agro: A Virtual Exhibition

In the COVID-19, where countries are struggling to sustain the required food supplies and the India - Europe Food & Agro Virtual Exhibition provided an excellent opportunity for Indian manufacturers and suppliers to tap the emerging markets.



**A**SSOCHAM with the support of Ministry of Commerce & Industry, Government of India has organized a Virtual Exhibition "India - Europe Food & Agro" held from 22nd to 24th March, 2021.

The objective of this Expo is to connect Indian Food Manufacturers and Suppliers with buyers and traders of food and agri-foods in the European region.

The total food demand in Europe is huge and major demand originates from Eastern Europe.

In the COVID-19, where countries are struggling to sustain the required food supplies, and the India -

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**More than 40 Indian Exhibitors have participated in the virtual exhibition and showcased their products. 150 buyers from Czech Republic, Denmark, France, Germany, Hungary, Italy, Netherlands, Poland, Romani, Spain, UK. etc. also participated the expo.**

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Europe Food & Agro Virtual Exhibition provided an excellent opportunity for Indian manufacturers and suppliers to tap the emerging markets, network and showcase their products and profiles to potential buyers in the European region online.

More than 40 Indian Exhibitors has participated in the virtual

exhibition and showcased their products. 150 buyers participated the expo from Czech Republic, Denmark, France, Germany, Hungary, Italy, Netherlands, Poland, Romani, Spain, UK. Etc.

H.E. Mr. Pradeep Kumar Rawat, Ambassador of India to Netherlands has also motivated the participants through his video address.



# Knowledge Management: Virtual Meet for Entrepreneurship Development

There is a direct relation between entrepreneurial activity and economic development. Governments across the globe are highly recognizing the positive impact of new businesses on the employment levels and other social and economic growth.



With many countries facing economic challenges across the globe, it has become important that greater entrepreneurial activity be incorporated by the governments. There is a direct relation between entrepreneurial activity and economic development. Governments across the globe are highly recognizing the positive impact of new businesses on the employment levels and other social and economic growth. Entrepreneurs and businesses form an essential part of the society. Entrepreneurs play an important role in bringing up the society in terms of financial and human resources.

The students of the present generation look out to become their own bosses and aspire to invent new things. Entrepreneurship must be made

a part of education just as science, mathematics, technology and language form a part of education.

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**Entrepreneurs and businesses form an essential part of the society. However, entrepreneurs play an important role in bringing up the society in terms of financial and human resources.**

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Keeping this important aspect in mind ASSOCHAM the apex body of industry & commerce of India organized “Knowledge Management Virtual Meet on Entrepreneurship

Development” on 10th April 2021 at 6 PM.

Event started with Welcome Address by Mr. Bharat Jaiswal, Regional Director ASSOCHAM.

Key Note Address was given by Ms. Nisha Oraon Singhmarr, IRS, Director, Depat. Of Agriculture, Govt. of Jharkhand.

Industry leaders also shared their views on the subject, namely:

Mr. CB Chakraborty, Vice President, Amway India Pvt. Ltd

Mr. Sanjai Singh, Director, Centre of Technology & Entrepreneurship Development

Mr. Sandip Mukherjee, CO-Chairman JSDC, FAD Development Council

The event was mainly focused on college students and it was well attended by over 130 students & entrepreneurs.

# IP CONCLAVE & IPTSE AWARDS: Third Edition

Continuing with the legacy of past couple of years of successful launch of an IPTSE (Intellectual Property Talent Search Examination), The Associate Chambers of Commerce and Industry of India organized virtual award ceremony of 3rd Edition of IPTSE & an IP Conclave on 28th April, 2020.

Launched in July 2018, IPTSE is the first & one-of- its-kind annual 'IP Olympiad' for Intellectual Property Rights in India that tests the knowledge of an individual on

patents, designs, copyright, designs, geographical indications, and trade secret. IPTSE, 3rd edition is supported by several organizations that believe in knowledge-based economy such as ERICSSON, ASSOCHAM, several educational institutes and different Government bodies including Ministry of Science & Technology, National Research Development Council (NRDC)

## THE EVENT IN FIGURES

- The summit was attended with over 500 participants across globe.

- 18 speakers from various domains of industry, academia and government.

Key personalities presenting national and global perspective:

- Dr. Anil Sahasrabudhe, Chairman, AICTE
- Mr. John Cabeca, US Intellectual Property Counsellor
- Dr. Ajai Garg, Sr. Director, Ministry of Electronics & Information Technology
- Ms. Monica Magnusson, Vice President – IPR, Ericsson

## Glimpse of the Summit:



*Dignitaries: Dr. Anil Sahasrabudhe, Chairman, AICTE, Dr Sheetal Chopra, Course Coordinator, IPTSE – an IP Olympiad & Chair - National IPR Council, ASSOCHAM, Ms. Monica Magnusson, Vice President – IPR, Ericsson, Mr Nilesh Puntambekar, Sr. Manager – IP & Innovation for India and Southeast Asia, Emerson Electric Co., Mr. Sandeep Singhai, Principal Scientist at CSIR-Central Scientific Instruments Organisation*



*Dignitaries: Mr John Cabeca, US Intellectual Property Counsellor, South Asia, Dr Sheetal Chopra, Course Coordinator, IPTSE – an IP Olympiad & Chair - National IPR Council, Mr Sandeep Singhai, Principal Scientist at CSIR-Central Scientific Instruments Organisation, Mr Nilesh Puntambekar, Sr. Manager – IP & Innovation for India and Southeast Asia*



*Dignitaries: Dr Ajai Garg, Senior Director, Ministry of Electronics & Information, Dr Sheetal Chopra, Course Coordinator, IPTSE – an IP Olympiad & Chair - National IPR Council, Mr John Cabeca, US Intellectual Property Counsellor, South Asia, Dr. Anil Sahasrabudhe, Chairman, AICTE*



*Dignitaries: Ms. Monica Magnusson, Vice President – IPR, Ericsson, Chopra, Course Coordinator, IPTSE – an IP Olympiad & Chair - National IPR Council, Mr. Sandeep Singhai, Principal Scientist at CSIR-Central Scientific Instruments Organization, Mr Manoj Dawane, Founder & CEO-VTION Media Analytics*



*Dignitaries: Dr Yashwant Dev Panwar, Head, Technology Information, Forecasting & Assessment Council, Mr Savio D'Souza, CEO, Topinvento.com, Start up, Mr. Urban Fjellestad, Head of Marketing & Communications, IPR & Licensing, Ericsson*

# L2Pro IP E-Learning Platform: A Workshop

Disseminating intellectual property knowledge among innovators is crucial for encouraging creativity and entrepreneurship, leading to an overall increase in the country's innovation climate. In this regard, Qualcomm and the Centre for Innovation, Intellectual Property and Competition (CIIPC) at National Law University Delhi (NLUD) have collaborated with the Cell for IPR Promotion and Management (CIPAM) of the Department for Promotion of Industry and Internal Trade (DPIIT), Government of India to create the L2PRO IP e-learning platform. Under his initiative ASSOCHAM organized an workshop cum interactive session on "L2Pro IP E-LEARNING PLATFORM" on 20th April, 2021 from 11am -12:30pm as an Outreach Partner.

ASSOCHAM IPR Department is also supporting L2PRO and partnered for outreach and capacity building amongst youth, innovators, entrepreneurs and small and medium industries (SMEs). L2PRO or Learn to Protect, Secure, and Maximize Your Innovations has been designed to educate Indian start-ups, Micro, Small, and Medium Enterprises (MSMEs), and innovators on the fundamentals of Intellectual Property.

## The Event in Figures

- The workshop was attended



with over 500 participants across globe.

- 18 speakers from various domains of industry, academia and government.

Eminent Speakers: Dr. Hemang Shah, Co-chairman ASSOCHAM IPR council, ASSOCHAM & India Engineering Lead, Qualcomm Technology; Mr. Anirban Mukerji, Head Qualcomm for Good India and Indonesia; Ms. Pearl Sobti, Assistant Vice President, CIPAM; Mr. Prakash Balekundri, Patent Counsel, Qualcomm India Pvt. Ltd; Ms. Mini Srivastava, Assistant Professor/ Internships and Placements Coordinator, Amity Law School Noida, Amity University; Ms. Runjhun Tandon, Assistant Dean and Head IPR Cell Lovely Professional University

## Other Speakers:

- Ms. Vinita Krishna, Faculty at School of Management and Entrepreneurship, Shiv Nadar University
- Dr. Bhupesh Sharma, Manager, Shriram Institute for Industrial Research, Delhi
- Mr. Nayaz Ahmed, Chief Operating Officer JUIncubator
- Mr. Arjun Bala, GINSERV technology Business Incubator
- Mr. Nitin Mali, Manger, MITCON Consultancy and Engineering Services Ltd
- Mr. Awadhesh Srivastava, Assistant Professor & Manager, TBI-KIET
- Mr. Alok Nikhil Jha, Chief Operating Officer at IIITD Innovation & Incubation Centre.
- Prof. Tabrez Ahmad, Vice-Chancellor, GD Goenka University



# People-Government-Private Partnership To Contain Covid

The real threats are vaccine hesitancy, and complacency in observing COVID appropriate behaviour such as wearing masks, hand washing at frequent intervals, and maintaining social distancing protocols.



**J.C. Chaudhry**

The second wave of Corona has hit the world. The Covid cases in the US are rising again, after months of progress. There is a sharp spike in cases also in large parts of Europe, as a result, much of that continent has been forced back to lockdown once again. As for India, which is witnessing the second wave, there has been a sudden increase in infections from February this year. Today our daily caseload has already crossed 2 lakhs.

As of now, it is not clear how the second wave will affect our economy. If you look back, India's GDP went down by 24.4% in the quarter ending June 2020. There were about two consecutive quarters of contraction. But in October-December quarter, we saw the GDP grow, though just by 0.4%. The global funding agencies like IMF

and rating agencies like Moody's predict that the country will record double-digit GDP growth in 2021. The government too is optimistic about a 'V-shaped' recovery.

However, the battle is far from over. Although data suggest that the current variants are not as bad as the ones that caused the first wave in terms of mortality rate, their rate of transmission proves to be more intense.

The government is doing its best to contain the second wave. On January 16, 2021, it rolled out its vaccination drive. The target is to give two vaccine shots to about 25 crore people by July 2021. As of mid-April, over 100 crore people were vaccinated already. Luckily, India has a large vaccine manufacturing base. The vaccine manufacturers including SII and Bharat Biotech, have an installed capacity to manufacture 8.2 billion doses of different vaccines per year. We have the capacity to produce 10 crore doses of Covishield and 1 crore doses of Covaxin per month, now. And the manufacturers concerned are fast scaling up. The presence of public and private healthcare systems also have adequate capacity to administer vaccines.

But the real threats are vaccine hesitancy, and complacency in observing Covid appropriate behaviour such as wearing masks, hand washing at frequent intervals, and maintaining social distancing protocols. The adverse event after immunisation is just 0.18%. The minor side effects such as fever or body pain can be seen after any vaccination. So there is no basis for vaccine hesitancy, as the vaccine is completely safe and effective.

People need to understand that "Vaccine will be the last nail in the coffin of Covid-19", to quote the Union Health Minister Mr Harsh Vardhan. It should not only be the efforts of the government but also community engagement is important for vaccination to be successful. For having a successful drive there should be willingness among people to get vaccinated. In addition to getting vaccinated, we also have to follow Covid appropriate behaviour, and thus help the economy fully recover and flourish. We need nothing sort of a new form of people-government-private partnership to emerge victorious.

(The writer is CMD, Aakash Educational Services Limited (AESL))

# Webinar: A Story Through Light

What's important is how one takes the spectator through this imaginary journey for giving him a experience of lifetime! We fail to understand that like light a box filled with darkness is a gift too!

Speaker for the day was Mr. Abhijit Salunke, Collage Artist, Light Storyteller. As a Light Story artist he was fascinated by light and darkness as deep into the darkness one stands for long wondering, hysterical, startled, fearing, dreaming, doubting, as one goes through an imaginary world unseen, unfelt before! He was telling a tale through light in



a space through the available resources of nature and man made is one of the challenging and creative processes one goes through but eventually what's important is how one takes the spectator through this

imaginary journey for giving him a experience of lifetime! We fail to understand that like light a box filled with darkness is a gift too!

Mr. Prakash Bharjatiya, Director, Education, ISLE gave brief about ISLE and about coming webinar and give vote of thanks. The webinar was attended by more than 228 participants across the country.

# Healthcare Industry: Opportunities and Challenges



Energy Performance Contracting (EPC) is a means to deliver infrastructure improvements to facilities that lack energy engineering skills, manpower or management time, capital funding, understanding of risk, or technology information. EPC is a service in which a customer can get a set energy efficiency projects implemented by an Energy Service Companies (ESCOs) through contractual arrangement. The investors, creditors or utilities are also a part of the project.

While the concept of ESCOs is very popular in the western countries, the growth of the ESCO industry

in India is yet to take place. Lack of technical expertise to undertake comprehensive energy efficiency measure is a major barrier to EPC in India. The barriers to EPC market in India are -

1. Lack of knowledge on the performance contracting route for energy efficiency improvements
2. Lack of true ESCOs who understand the ESCO concept and who can bring in third-party financing for the projects
3. Allocation of risks, services contracted (e.g. maintenance and operation), length of the contract, split of savings between client and ESCO over the

contract, degree of monitoring and verification of savings felt necessary etc

4. Enormous growth potential for ESCO activity in India has been estimated given financial and policy support. ASSOCHAM GEM Council is also coming up with a special certification program which would be dedicated towards upgrading existing inefficient buildings to highly efficient buildings using energy efficient and smart technologies.

The webinar was attended by more than 300 participants across the country.

# Mission Green: Challenges and Opportunities in Odisha

**GEM program has been designed for SEZ, Large Campus Developments, Housing, Commercial Offices, Hotels, Colleges, Universities, Schools and Factory buildings and related developments.**



Chapter) Chapter on 9 March 2021.

The eminent panelists were, Shri Asit Kumar Tripathy, IAS, Chairman, Western Odisha, Development Council (WODC) and Shri Nikunja Bihari Dhal, IAS, Principal Secretary, Department of Energy, Government of Odisha.

Prof. S. S. Ray, installed as the Chairman, Prof. Sangram Mohanty, Co-Chairman, Mr. M. K. Iqbal, Secretary, Mr. Neeraj Arora, Treasurer, Dr. Sudha Panda, Program Chair, Mr. Ramesh Swain, Advisor, Mr. Mahendra Gupta, Advisor, Mr. N. K. Singh, Advisor, Ar. Bishnu Mohan Sinha, Executive Member, Ar. Bharati Mohapatra, Executive Member, Er. Subash Sahoo, Executive Member, Er. N. K. Parida, Executive Member, Er. P. K. Lenka, Executive Member of the GEM Odisha Chapter.

The webinar was attended by more than 300 participants across the country.

**A**SSOCHAM has launched GEM Sustainability Certification Rating Program to complement in India's Sustainability Movement and take it to the next level. GEM program has been designed for SEZ, Large Campus Developments, Housing, Commercial Offices, Hotels, Colleges, Universities, Schools and Factory buildings and related developments. The program is based upon the latest version of BEE ECBC 2017 and NBC 2016 and includes all aspects of Sustainability, Energy and Water Efficiency, Fire safety, Indoor

Air Quality, Daylight, Fresh Air and Human Comfort.

ASSOCHAM has formed a National Council for Green and Eco-friendly Movement (CGEM) which coordinates the GEM Sustainability Certification Rating Program.

In this reference, ASSOCHAM GEM Green Building Council, has organized a webinar on "Mission Green Challenges and Opportunities in Odisha" and installed it's 9th (Curtain Raiser of ASSOCHAM GEM Odisha State





# Technology Trends In Lighting Automation

Speaker for the day was Mr. Biju John, CEO – iTvis Innovations Pvt. Ltd. & Founder – Roshni Bazaar. He said lighting is now emerging into sustainable automation from simple ON-OFF Sensors technology to IOT wireless systems are now trending in the industry. Sustainability, Reliability, Safety & Wellness is very well managed with lighting automation.

He talked about the latest trends in lighting like, Sensor Technologies, EEL & BEL (Emotional Effective



Lighting & Biological Effective Lighting) Technologies, LMS (Lighting Management Systems), IOT in lighting, UVGI (Ultraviolet Germicidal Irradiation) Technologies,



Fire Escape Lighting Technologies etc.

Mr. Prakash Bharjatiya, Director, Education, ISLE gave brief about ISLE and about coming webinar and gave vote of thanks.

The webinar was attended by more than 200 participants across the country.

# Railway Station Areas into 'Railopolis'

As you are aware the redevelopment of Railway Stations is a priority agenda of the GOI aimed at transforming Railway Station Areas into 'Railopolis' – a mini smart city with mixed use development where one can live, work, play and ride.

IRSDC was launched the National Webinar series for stakeholder consultation for the codes for Station Redevelopment including commercial development in railway land (under section 11 of the Railway Act 1989) on 19th April 2021 at 4:00 pm. The final codes after consultation are targeted for adoption on 28th May 2021.

While developing these codes, IRSDC



has adopted the Form Based Codes approach, issued by MoHUA, GOI to prepare a comprehensive set of Codes, Guidelines and Norms to plan railway land area on principles of TOD. These enabling codes provide norms applicable for Layout Planning, Property Development

Cards, Architectural Design, Green Buildings, and Railway Heritage Assets.

Towards this aim, IRSDC has initiated a structured consultation process for finalizing and adopting these codes.



Indian Railway Stations Development Corporation (IRSDC1) is the nodal agency to develop Railway land entrusted to them by the Ministry of Railways (MoR), Government of India (GoI). IRSDC aspires its Station Redevelopment including Commercial Development to conform to principle of Transit Oriented Development (TOD) and Green Building Codes and hence has adopted a Form Based Codes (FBC) approach for planning and designing.

Conventional codes restrict or controls:

- (a) Landuse Classification
- (b) Area and Height Limitations
- (c) Parking Spaces
- (d) FAR and Ground Coverage in developments.

It results in segregated land-uses and longer trip distances. FBC on the other hand, regulates building forms, its relationship with Urban

Environment and performance of its spaces and features. The advantage of FBC-based development is flexibility of mixed (land and building) uses which make development relevant, sustainable and market responsive. Here, compliances are related to construction standards to promote and protect health, safety and general welfare of the occupant and environment across its life cycle (100 years) assuming building use to change from time-to-time. As codal formalities are regulatory in nature, these FBCs are ideal for development projects with longer horizon year.

The “Codes for Station Redevelopment” also referred as “Codes for Commercial Development of Railway Land” is a comprehensive set of codes drafted with the following order of decreasing priority-

1. Safety Standards, like fire regulations, earthquake related controls, etc. are non-negotiable.

2. Passenger and user comfort.
3. Environmental conservation (Natural and man-made heritage).
4. Overall aesthetics.

While preparing these codes and where parameters had implications on multiple set of priorities, the above order of priorities have guided in taking decisions.

These codes have been prepared over a period, after thorough research, site studies, study of best practices, study of other similar national, international codes and tested through sample application on station development works. In principle, these codes follow the normative framework of area planning and building design recommended by Urban and Regional Development Plans Formulation and Implementation Guidelines, National Building Codes, National Transit Oriented Development Policy.



# NISHCHAY – V: Role of Architects in Sustainable City Design



**C**ouncil has organized a webinar on “NISHCHAY – V “Role of Architects in Compact and Sustainable City Design” Friday, 30 April 2021 at 04:00 PM IST.

The webinar was organized in association with the Axis Collages this was 5th in series.

Objective - Ecosystem degradation and environmental urban development create a new trend in the context of global ecological crisis. This trend involves the need to shift urban facilities to

sustainable development, which in turn is linked to the necessity to modernize urban environment in the view of comfort, economy, and ecological compatibility. The design of sustainable cities plays a natural catalytic role for change and improvement of the environment quality. This webinar analyses sustainable development strategies and methodological principles of sustainable architecture in particular, which served as a basis to define a set of core principles of establishing architectural solutions of energy-efficient buildings such as urban, architectural and

planning, design concepts as well as the principles of the use of renewable energy. The eminent speakers were Ar. Anupam Mittal, Chairman ASSOCHAM GEM UP State Chapter, Mr. Adarsha Kapoor, Principal Urban Designer at Creative Footprints & Director at OSMS Pvt. Ltd., Ar. Glory Srivastava, Program Chair, GEM UP Chapter, Dr. Ashish Malik, Director, Axis Colleges, Ar. Roopsi Gupta, Asst. Professor, Axis Colleges (Moderator)

The webinar was attended by more than 200 participants across the country.

## Interactive session with Indonesia



**A**SSOCHAM is organizing an Interactive session with H.E. Mr. Ferdy Nico Yohannes Piay, The Chargé d’affaires for The Embassy of the Republic of Indonesia.

Indonesian Embassy delegation visited Kolkata office and met Ms Perminder Jeet Kaur, Director, East & North East and members of ASSOCHAM to explore cooperation

across sectors. Industry Members have highlighted their various issues in front of H.E. Mr. Ferdy Nico Yohannes Piay and he assured them that he would consider the problems.



# National Council on Roads & Highways: First Virtual Meeting

In the national infrastructure pipeline, road sector is the second biggest beneficiary after power with INR 20 lakh crore spending plan by FY 2025, which is about INR 5 Lac crore per annum.



Mr. D.K. Sain, Chairman of the Council welcomed all the participants and felt privileged to chair the council at a time when India has embarked on the journey to become a US \$ 5 trillion economy. He assured his commitment to drive the council and requested all the members for their support and valuable suggestions on different aspects of roads and highways industry. The journey to begin from US\$ 2.3 trillion economy to achieve US\$ 5 trillion economy is a long journey, but it is noticeable that 50% of GDP growth will be coming from the infrastructure sector, for which about INR 111 lakh crore will be spent in next four years and roads will play a major role in this journey.

In his presentation, he mentioned

that in the national infrastructure pipeline, road sector is the second biggest beneficiary after power with

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**The journey to from  
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INR 20 lakh crore spending plan by FY 2025, which is about INR 5 Lac

crore per annum. Roads are the second largest network globally with 59 lakh km, of which National Highways account for 2% of total road network and carry 40% of total traffic and 65% of commercial traffic. As road traffic is heavily loaded, there is need to improve road infrastructure for faster economic growth.

The sector has a capex budget of INR 1.73 Lakh crore this year of which INR 1.22 Lac cr will come from NHAI and INR 0.51 lac cr will come from other sources. This is 40% of of INR 5 Lac cr , which is centrally driven another 40% will come from states and remaining 20% from private sector. NHAI will award 8500 kms this year which is double of last year. Road



completion target is of 11000 kms. this year which is about 32Kms per day. The major outlay is for states like Tamil Nadu, Kerala, West Bengal and Assam. InVit of INR 5000 crores for 5 operational roads have been announced and another 12 highways have been planned to be monetised. There is emphasis on ATMS implementation and for new 4 & 6 lanes. The Government has announced labour portal on construction workers and NHAI is strengthening dispute resolution mechanism. Export of iron ore has been stopped and import duty on steel has been reduced, which will bring down the cost.

Initiatives for Growth drivers like digital advancement has already begun with Fastag made mandatory, which will increase freight traffic. Now 100% FDI in road sector is allowed which will bring a lot of money in this sector. Govt has also come up with policy reforms in BOT and HAM projects. The Government has made about 30 changes as a part of reforms agenda. NHAI is seriously working on addressing key industry issues and there is now emphasis on adoption of innovative technologies, design and material.

However, there are some focus areas and challenges like INR 97000 cr debt service liability for NHAI

will burden future project funding. Therefore, there is need for faster asset monetisation and bring private investment. Further, there are about 888 projects which are delayed. This will require better project monitoring mechanism. There is need for single window clearances, QCBS

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**Initiatives for Growth drivers like digital advancement has already begun with FasTag made mandatory, which will increase freight traffic. Now 100% FDI in road sector is allowed which will bring a lot of money in this sector.**

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implementation and policy revision in BOT and HAM projects. All such timely initiatives and proactive action will bring positive effect in the sector.

Mr Vinod Kumar Agarwal, Co-Chairman of the Council appreciated the efforts and action taken by the Government in recent past. However, there are some issues which are arising due to lack of clarity in some

of the GST provisions. As a result, contractors and concessioners' are receiving notices and the industry is not able to understand as how to go about it. He suggested ASSOCHAM should take up this matter with the Ministry. The second issue which is hampering the growth of the industry related to high rise of prices of raw material like steel and cement. There should be some mechanism by which prices do not escalate too high. The Government should allow new plants and encourage new entrepreneurs in this segment so as to ensure sufficient availability of these raw materials. Govt schemes like InVit needs inventors' confidence. This would require clear, simple and transparent rules so as to decide risk factor in a project. Mr Agawal was requested to send draft letter on these suggestions to ASSOCHAM for taking up with the Government.

Mr Sandeep Reddy, Co-Chairman of the Council suggested having a strong single window clearance system for speedy implementation of projects. Further, the coordination between Centre and States should improve because the Centre has embarked on huge infrastructure plan but the implementation part is not vibrant as the same remains with states. Hence, centre should make a mechanism where states move implementation faster.

Ms Pooja Ahluwalia from Primus Partners gave a presentation highlighting ASSOCHAM's functional priority on identified 4 pillars and emphasised on deciding 3-4 themes by the council on key areas which would be focused during the Year. It was decided that a sample Template for the same would be sent to members for their views, which will help them identifying priority themes and setting the agenda of council for the Year.

During the floor participation, following major suggestions were made:

The current procurement system is highly leaned towards least priced quotations or bids. INFRACON portal is not effective as many CVs of experts and individuals are fabricated as no one can find out which one is right or wrong. Even one individual can have multiple CVs. As a result unrealistic lower prices are quoted to grab the Job. Despite the fact that a particular work can not be done below a certain cost, prices as low as 40% are quoted. Under such mechanism, quality of work is compromised. Hence, there should be some minimum cut off price below which no one can bid for a job. Since the Ministry is a single point authority, QCBS should also be uniform.

Currently, many agencies are engaged for carrying out the investigation and checking the roughness of pavement and road surface. But it is a matter of concern to note that different agencies are giving different results for the same project. Therefore, there should be some regulatory authority to monitor the authenticity of investigating agencies.

Alternatively, only those agencies should be assigned the investigation job who can give reliable data, else the whole exercise of investigation will be mis-leading for road users.

During the Covid, Govt had announced some measures for performance guarantee. But now the performance guarantee and security which is about 22% is substantially high. Overall Bank Guarantee exposure should be 10%. As contractors are already providing performance security, provision of advance retention money should be done away with.

There have been good number of initiatives and circulars about adoption of new technologies but practically nothing has happened at the ground level. There is resistance at the bottom line of implementing authorities. ASSOCHAM should keep one focus area on use of new technologies. The Government should make it compulsory to apply new technology, design and material in certain projects. It was decided that a small group of 4-5 members could discuss and present its findings and suggestions at the next webinar for wider discussion on the subject. Mr Manpreet Sethi was requested to lead the group along with prof. Dharamvir and few more members who could give their valuable suggestions on the subject.

Keeping in view the climate change and its impact, guidelines for extreme environment impact areas should be revised. Mr Shushil Gupta was requested to give more details about the issues involved and suggestions in this specific segment, so that views of other members could also be taken up on this specific subject.

It is always good practice to adopt best international tools. For example Japan is using RAP-Recycle Asphalt Payment up to 70%. Though many people in our Govt and private sector are aware about new technologies but there is huge problem in its applications. There is need to train and encourage all people who are engaged in this area.

Reliability of quality control data is a question mark. Hence, there should be some mechanisms under which payment of bills are clubbed with quality of work.

There seems to be mis use of overlays as despite the good condition of some of the roads, overlays are being done without milling on it. There are some old mindset people who prefer overlaying instead of recycling.

In the Post covid scenario raw material has become costly and also there is uncertainty of its uninterrupted supply. The Government should consider giving some relief to the contractors. Inverted GST structure is an important issue and there is need for rationalising of GST on input and output. GST paid on advances against work contract is not justified and it should be abolished. Tax at source should be removed as it blocks cash flows.

Mr D K Sen informed the Sad demise of Mr Patankar, former member, technical, NHAI and a members of this Council who contributed immensely. Members of the council conveyed condolences and kept one minute silence as a mark of gratitude and prayed the almighty to rest the departed soul in peace.



# Insulating Capital Market from Technical Glitches - Way Forward

There are major areas to look into like functioning and management of exchange itself, why technology failed and not able to recover fast, why disaster recovery management system failed to respond and who is responsible.



ASSOCHAM organized a Webinar on 'INSULATING CAPITAL MARKET FROM TECHNICAL GLITCHES -THE WAY FORWARD' on March 4, 2021. Mr. Lav Chaturvedi, Chairman, National Council on Capital Market, ASSOCHAM delivered the Welcome Address. Other Key Panelists included Mr. Vijay Sardana, Commodity Market Expert & Member - CDAC, SEBI, Techno Legal Expert and Advocate Delhi High Court; Mr. Parag Jain, Securities Market Regulatory Expert (Former SEBI Division Chief); Mr. Sandeep Bhardwaj, Chief Executive Officer - Retail Broking, IIFL Securities; Mr. Neehar Pathare, Vice President – ICT & Chief Information Security Officer, 63 Moons Technologies Ltd.; Mr. V. Balasubramaniam, Managing

Director & CEO, India International Exchange (IFSC) Ltd.; Mr. Abhishek

Mr. Naveen Mathur, Director - Commodities & Currencies, Anand Rathi Shares & Stock Brokers Ltd.

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**Crisis management is an important situation and there are standard operating procedures to follow and so, it looks like communication was poorly handled.**

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Gupta, Principal Associate, MZM Legal; Mr. Narinder Wadhwa, Managing Director, SKI Capital;

Mr. Lav Chaturvedi informed that today's topic is of great importance in current time where online is a major tool to operate. In this regard we will be discussing the glitches which persist in the capital market industry. NSE started mobbing at 11.40 and after few minutes market falls down, after that there was 24 hrs of conjuncture. So we would like to highlight some key points which have emanated and participants are interested in getting some solution going forward. There was a glitch in an online system, and how these glitches can be addressed upon. He requested each panel member to throw some light and most

important some guidance to our participants to what exactly to be done to mitigate this kind of situation to cater retail interest.

Mr. Vijay Sardana said that there are major areas to look into like functioning and management of exchange itself, why technology failed and not able to recover fast, why disaster recovery management system failed to respond and who is responsible.

Mr. Parag Jain, Securities Market Regulatory Expert (Former SEBI Division Chief) said that crisis management is an important situation and there are standard operating procedures to follow and so, to me it looks like communication was poorly handled.

Mr. Sandeep Bhardwaj, Chief Executive Officer - Retail Broking, IIFL Securities said that we should look that such incident should not happen in future. To should get this issue known holistically and to what extent the retail investor impacted by that. We need to understand that what happens and what are probable solutions to avoid that. There is complex infrastructure and requires regularly audited and SOPs to run.

Mr. Neehar Pathare, Vice President – ICT & Chief Information Security Officer, 63 Moons Technologies Ltd., said that they have created Greenfield financial markets and ecosystems ventures across India, Middle East, Africa and Southeast Asia. As a basic human nature, people get complacent, and you need to be on guard and keep pushing them back to be active to understand the technology. The smallest component in the entire architecture

should be configured and fine tuned for dynamic changing environments. This can be achieved by repeated audits, completing audit and doing them, benchmarking them with the




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**We need to understand what happens and what are probable solutions to avoid that. There is complex infrastructure and requires regularly audited and SOPs to run.**

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standards like ISO 27,000 and ISO 20,000 ideas best practices. These actually prepare you for a high level of readiness and give you complete systematic reports with the top management should show interest and look at review.

Mr. V. Balasubramaniam, Managing Director & CEO, India International Exchange said that small accident or any small weakness in the entire systems can actually create a big impact so we have to look at it more from a risk management angle in

terms of how we have to approach it. We have to go through certain sampling which can reveal certain disruptions and the whole issue is how do we cope up with that, how do we mitigate it as these are sophisticated infrastructures. When SEBI itself envisage interoperability as a solution, which came in, two, three years back, which has been in debate for almost a decade. I think that was actually the right direction in which we should all actually mitigate such a technology glitch.

Mr. Abhishek Gupta, Principal Associate, MZM Legal said that such type of grievances related to investors involved in financial market are covered under minor losses. In this context if you refer to technical glitch around which stock market revolves, even the smallest of ventures may result in massive stakeholders. The glitches can happen that result in loss, some of which are bonafide and some are not. Technical glitches are not entirely predictable and hence not preventive but we need to have fat recovery system.

Mr. Narinder Wadhwa, Managing Director, SKI Capital said that any technologies are prone to malfunctioning. In last four years we have seen nine glitches in the exchanges. We need to introspect and suggest to the regulators so that there are less chances of such glitches in the future. Such incidents undermine the investor confidence in our market, hence needed to be addressed on priority.

The Webinar was attended by 175 representatives of industry and found the discussion very informative.

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# Way Forward for Real Estate, Housing and Urban development: First Virtual Meeting

During COVID, people have realized the need of their own home. A large percentage of query generation during pandemic was from the first time homebuyers.



The First virtual meeting of the National Council on Real Estate, Housing and Urban Development was held on 26th March 2021 from 4:00 PM to 5:00 P.M.

The meeting was chaired by Mr Pradeep Aggarwal, Chairman of the Council along with Mr Ravi Ahuja, Co- Chairman of the Council. Mr Ahuja also moderated the discussions.

Mr. Pradeep Aggarwal in his welcome address mentioned that there has been a drastic change in the Real Estate sector due to COVID, which has changed the dynamics of this sector and made it different from the previous real estate. The profile of home buyers have shifted from investment purpose buyers to first time home buyers for own use purpose.

During COVID, people have realized the need of their own home. A large percentage of query generation during pandemic was from the first time homebuyers. There has been a positive for the real estate sector from the last 6 months onwards. The sector is now witnessing positive sentiments. However, to make the real estate sector a vibrant one, suggestions of

all members who are participating in this meeting will be certainly be very much valuable.

Mr. Ravi Ahuja, Co-Chairman, Real Estate Council suggested that all states should introduce concessions on stamp duty benchmarking Maharashtra's initiative on the same. This was seconded by other members of the council.

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**There has been a drastic change in the Real Estate sector due to COVID, which has changed the dynamics of this sector and made it different from the previous real estate.**

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Ms. Pooja Ahluwalia from Primus Partners through a brief presentation shared the priority and structure on which ASSOCHAM is moving now. ASSOCHAM aspires to create a channel to become next generation knowledge architect. To achieve

these desired goals, each Council is expected to identify 3-4 themes and pursue the set agenda.

Following major issues and suggestions emerged from the discussion:

- It is a good idea to decide few key themes to be pursued by the Council. For this, a sample, based on the assumed response of members may be circulated seeking suggestions from all the members.
- The State of Maharashtra has taken good initiatives by reducing stamp duty, the same may however be extended for next 6 Months. ASSOCHAM may send a representation to the Government of Maharashtra on the subject. All the states should adopt this model of Maharashtra. Some States has adopted but some has not yet. Maharashtra surely is the best state in this regard. Hence, a suitable representation for stamp duty reduction should also be sent to all State Governments.
- Stamp Duty under the 1899 Act, had two components; Revenue generation and Cost of Administering the transfer

deeds. In the last 120 years, the situation has completely changed. ASSOCHAM should propose a system of very low stamp duty by explaining that the national benefit of movement of real estate (presently restricted due to stamp duty cost) is much more than revenue benefit. If we reduce the stamp duty to below 0.5 % we will lose Rs. 100/- as Stamp Duty Revenue, but national benefit (economic gain) will be more than Rs. 500/- (plus greater recovery of taxes). Dr Arun Mohan and Mr Himashnshu Goyal were requested to help in this context.

- During the post-pandemic situation, we need 2% extra FAR within multi-unit, residential complexes, as a separate unit, separate from the residential towers where (new) work-spaces can be constructed for use by flat-owners (residents) as 'work stations' and other (work) facilities. 2% extra FAR for crèche and pre-primary school. This 5% extra FAR will be available as an appendage only to the existing flat owners, built and maintained by their contribution.
- Affordable housing has been a biggest driver in real estate market. Affordable housing has become bigger segment in real estate as home loans are at the lowest and CLSS Benefits under PMAY are available. As the Govt. policies are supporting it, more and more developers should begin an affordable housing segment under their brand names. The deadline for 'housing for all' by 2022 needed to be extended till 2030.
- To increase engagement of this council with our members and the industry and the other



stakeholders, Council should identify 3-4 key areas like source of funding, technology, business development and few specific programmes should be organized by tying up with few financial institutions. Month wise area specific discussion and action plan would make an impact in broader sense.

- Stamp duty in Maharashtra especially at the time of purchase of Apartment whereas in NCR areas the stamp duty is levied at the time of registration of property or at the time of handover of the property. So, this is the major difference between Maharashtra and other states.
- Keeping in view the pandemic scenario and looking at operational factors, there is need to have a long-term approach for the cities of India in next 10 years down the line. We are now creating high density areas with insufficient infrastructure for it. Therefore, the Council could decide a theme on this approach to pursue at a larger perspective.
- Human safety is a priority in today's time as we have lost balance with environment. We should look in to The

United Nations SDGs model to take a holistic approach. All the companies globally have volunteered to take up one of the goals.

- Awareness about earthquake safety is lacking in India to a great degree, which is a major sustainability issue. Hence, the Council could take up this as one of the themes and pursue with the Government for implementation. Mr Sandeep Shah evinced his interest to assist ASSOCHAM in taking this agenda forward.
- Real estate sector across the country is under stress, Govt. has formed SWAMIH fund under SBI Cap for projects stalled due to lack of Chairhari fund so as to help in completing the stalled projects. The Government funding is available for those projects which are viable.
- Adoption and implementation of new technology for completion of projects will help reduce the time line and cost for construction of projects. There is need to propagate the benefits of use of modern technologies in real estate projects.
- The meeting ended with a thanks to Chair and Chair.



# National Rail Plan: Fast Tracking India towards AtmaNirbhar Bharat

**Railways has come out with National Railway Plan, which lays emphasis to increase the market share of Indian Railways from present 28% to 42% by FY 2031.**



**A**SSOCHAM organized a Webinar on 'National Rail Plan-Fast Track India towards Atma Nirbhar Bharat' on March 10, 2021. Welcome Address was given by Mr. Vivek Lohia, Chairman, National Council on Railways, ASSOCHAM. Other Key Panellists included Mr. Anshul Gupta, General Manager, North East Frontier Railway; Mr. V Shanker, Executive Director - Planning, Ministry of Railways; Mr. Sushil Nowal, Senior Vice President – Logistics & Planning, JSW Steel Limited; Dr. Manoj Singh, Executive Director- Traffic Transportation (Freight), Ministry of Railways; Mr. Manish Puri, MD, RailRunner Innovations Private Limited; Mr. Surendra Khare, Sr.GM, Jindal Rail Infra Ltd; Mr. Nanduri Srinivas, Director – Operations & Business Development, DFCCIL; Mr. Saurabh Sood, Managing Director, GATX India; Mr. Lalit Tejwani,

CMO, Hind Rectifiers Limited; Mr. Amit Agarwal, Vice President

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**The plan will help in reducing cost of rail transport by 30% - across the cost spectrum, bringing the infrastructure and business planning on same platform and lastly the target under national rail plan will focus on data points – commodity to customer migration.**

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– Sales Marketing & Service, Amber Enterprises Pvt Ltd.; Mr.

Subodh Kumar, Sr. GM, Welspun Enterprises Limited; Mr. C L Sah, General Manager, RITES Ltd. and Mr. Mangal Dev, Director, Hitachi India Pvt Ltd. Mr. K N Ramesh, Co - Chairman, National Council on Railways, ASSOCHAM & Executive Director, BEML Limited gave the Concluding Address. The Session was moderated by Mr. Sanjeev Kumar, Co- Chairman, National Council on Railways, ASSOCHAM & COO, Progress Rail Innovations Private Limited.

Mr. Vivek Lohia said that Rail sector has vast scope for growth. Railways has come out with National Railway Plan, which lays emphasis to increase the market share of Indian Railways from present 28% to 42% by FY 2031. It seeks to serve passengers and attract them from alternative modes of transportation. The overall long-term rail development plan has

been stated and efficiencies in the railway infrastructure has been identified under this plan. The plan prioritizes the projects and evaluates the funding requirement and the financial strategies for Indian Railways. Steps like DFCs enabling private participation in railways, introduction of high-speed rails, new and improved technologies and forward looking policies will not only help Indian Railways increase its market share compared to alternative modes of mobility like road and water transport but also completely transform Indian Railways to a truly world class transportation system counted amongst best in the world. The freight cost in India is significantly higher around 7% and global average is 3%, so there is a significant scope of reduction of this cost for Indian economy to move towards 5 trillion benchmarks. The national rail plan is in right direction towards achieving this road map.

Mr. V Shanker said that as other sectors like aviation has become competitive, there was need to create a plan to make railways also competitive. The huge unmet demand gradually led to roads, which led to fall in the share of railways. There is a need to increase railway share from 28 % to 45% and also to reduce the overall cost of logistics. The objective of Plan is to create demand to bring in surge in capacity, infrastructure and also enhance rail freight share ahead of its demand. Also to develop capacity by 2030 that will cater to growing demand up to 2050.

The objective is to provide an overall long term rail development plan in passenger and freight

areas, to assess present and future modal share of railways; to study the rail infrastructure deficiencies and future Infrastructure requirements, demand forecast and its implication on congested network; identifications of options, evaluation and prioritization of projects and finally to assessment of funding requirements and financing strategies. The plan will help in reducing cost of rail transport by 30% - across the cost spectrum, bringing the infrastructure and business planning on same platform



and lastly the target under national rail plan will focus on data points – commodity to customer migration.

Mr. Anshul Gupta, General Manager, North East Frontier Railway said that the focus is on how demands are changing by increasing supply through infrastructure development with a special focus on northeast frontier region. To ready with forthcoming demand by 2030, we should be able to create an infrastructure not only to meet the existing and forthcoming demand but also demand which will be arising in 2050. The Railways can become growth driver for Indian economy if we follow these guidelines. On North East Frontier

Railway, speeds are very low and modal shares is about 26 % because of lot of infrastructure bottlenecks in this railway zone. Under this plan in next 10 to 15 years north east region will be super hub of economic activities.

Mr. Sanjeev Kumar said that the kind of exercise that Government has done with National Rail Plan has probably done for first time in history of Indian Railways. It is very futuristic as industry members appreciate vision and intent of the Government. We are talking about developing capacity infrastructure in such a manner that we build the capacity by 2030 and that will cater to growing demand by 2050. It is a great initiative because most of the time we see any infrastructure sector as we start building the capacity once the demand has come up as in case of roads, real estate, office infrastructure or any other infrastructure sector seen demand driving the capacity. Looking at the various funding options and work done by Indian Railways if we achieve 60%, it is great achievement. It is actually transit capacity enhancement and service provision. It will increase predictability of customers whether it is freight customers or passengers for increase of speed.

Following major issues and suggestions emerged during the discussions:

- If Railways can help in developing tourism circuits with the help of private sector, lot of economic activity can be generated in north east area. Lot of economic and industrial activities have started with Sikkim as it is now hub of

pharmaceuticals and heavy engineering industry are being set up. The demand will increase in next few years and how north east region and other areas/ sections of railways meet with this demand should be the focus areas of National Rail Plan.

- Safety is important for Indian Railway as Train Collision Avoidance System (TCAS) will come in big way for North East Frontier Railway and similarly TCAS will be implemented on entire railway network by 2024. It is indigenous technology and already RDSO has come with plan for more vendors. It is joint venture of Railway, RDSO and private industry and even foreign technology providers from Russia, Japan and Europe have shown interest to tie up with RDSO to manufacture technology in India
- There is need to achieve target of doubling model share and there is need to focus on additional commodities and increasing share of containers in domestic space as there are multiple ways of doing with pricing. Pricing is one way that railways can look and sector is constantly engaged with railways on trying to achieve right price to attract more traffic on to rail.
- There is need to use new technology and wagons which are bimodule in nature like the wagons which work as road vehicles as well as rail vehicles. This is a trial which has been done on Indian Railway system and some Companies are looking to bring this technology to India for future. These ideas are important to increase the containerization.

- The National Rail Plan is extremely ambitious plan which looks at lot of investments in infrastructure whether it is in the form of new freight corridors and new terminals. This will provide ample opportunities to the private sector.
- Railways need to look forward for possibly different and new modern models for private partnership and evolve models for different type of projects whether the project is for development of terminals or

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### **On North East Frontier Railway, speeds are very low and model shares is about 26% because of lot of infrastructure bottlenecks in this railway zone.**

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it is for rolling stock. There is appetite for taking up terminals and rolling stock and should be looked for encouragement of private participation.

- It is recommended to modify policies for providing opportunity to firms by placing developmental orders to help in establishing and developing technological capabilities of firms. Government of India's initiative to increase local content for developing local suppliers for technological development is essential.
- There should be a system under which nodal agencies resolve all queries. To do away with

procedural delay an efficient and transparent manner, a single window channel in is needed which may be done through digital platform.

- A centralized agency should be created to efficiently address and evaluate new ideas for implementation and arrange requisite report on such ventures.
- Dedicated Freight Corridor is looking forward for the facilities which will be developed by the partners. In this regard DFC has already identified terminals as key points and in first phase of development there is opportunity for private freight terminals. There is lot of response which is coming for development of freight terminals on DFC land. DFC will be coming up with multi modal logistics park in Rewari and Kanpur and also in other places where land is in possession of DFC. It will be establishing benchmarks logistic parks which are multimodal logistic parks and terminals which will serve as benchmarks for industry to start.
- The Railway sector is required to increase cost competitiveness with the freight policies or bringing additional commodities or bringing specialized vehicle for wagons in the system. If the challenges of cost and competence of the rail sector are resolved, it will enable people to move larger proportion of goods on this network.

The Webinar was attended by 150 representatives of industry and found the discussions very informative.



# National Council on Green Mobility: First Virtual Meeting

Due to COVID there is a great interest in the clean environment and health and EV mobility can contribute to that and we need to see how total integration can be done with respect to the new business models and a total cost ownership.



The First Meeting of the National Council on Green Mobility of ASSOCHAM was held through video conferencing.

Mr Nishant Arya, Chairman of the Council welcomed all the participants and mentioned that it is an exciting time when ASSOCHAM has introduced a new structure, which will enable the Council to work in more efficient and effective manner. It will help members in their global outreach through multiple offices of ASSOCHAM. Green mobility is one of the focus areas of ASSOCHAM through which different policy interventions and Government representations can be taken up. All important areas of EV eco system like battery manufacturing, power electronics, component manufacturers, OEMs, funding agencies, software companies, charging infrastructure, urban planning bodies are important areas. There are multiple stakeholders who are part of the discussion and that will make a holistic effort to drive green mobility towards its successful implementation. We need



to look forward to a clear policy and roadmap for EV companies to look at a longer perspective and with clear support of different academy and start ups. Due to COVID there is a great interest in the clean environment and health and EV mobility can contribute to that and

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**Green mobility is one of the focus areas of ASSOCHAM through which different policy interventions and Government representations can be taken up.**

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we need to see how total integration can be done with respect to the new business models and a total cost ownership which is emerging now.

Ms Pooja Ahluwalia from Primus

Partners gave a presentation highlighting ASSOCHAM's functional priority on identified 4 pillars and emphasised on deciding 3-4 themes by the council on key areas which would be focused during the Year. It was decided that a sample Template for the same would be sent to members for their views, which will help them identifying priority themes and setting the agenda of council for the Year.

Mr Naveen Munjal, Co-Chairman of the Council informed that there are number of issues which could be taken up with at the Centre, state and municipal level. Under FAME II, there is need to have monetary support for some area and non-monetary support for some other areas. He made several valuable ideas and suggestions.

**During the floor participation, following major suggestions were made:**

- There is need for awareness campaign for EV sector under Swachh Bart mission, which requires further push by the council to so as to take the whole



sector forward.

- FAME-II has not been a very successful policy, therefore, there is need to increase the subsidy which has been earmarked under the Scheme.
- Under FAME-II Scheme, battery swapping facility should be included at least for Taxis.
- Given the adverse effect of COVID pandemic on the sector, Phased manufacturing programme (PMP) should be extended for another one year.
- Green Cess is another factor, which includes a cess on polluting vehicles and using such funds for faster adoption of green mobility sector. CSR benefits should be extended to EV sector and financial support should be provided to those employees and employers who adopt electric mobility.
- Some of the states have waved off Road Tax for EV but some of them have not done so. Therefore, all states should wave off Road Tax for EV.
- There are issues related to GST in the EV sector. There is 5% GST on batteries which come with the vehicle but GST at the rate of 28% will be applicable when it is sold separately. There should be parity and GST applicability should be 5% for all cases.
- Again, loading of service tax on battery swapping is 18%, which should come down at 5%.
- Priority lending is a big factor, which is actually a big

hindrance for electric mobility. When we look at it lending is not happening at a large scale and any meaningful scale in this sector.

- EV policy in states has to be more customers centric. Mass public procurement scheme like that

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**We need to look forward to a clear policy and roadmap for EV companies to look at a longer perspective and with clear support of different academy and start ups.**

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of Andhra Pradesh should be announced by other states. States should also look at introduction of public transport at big scale.

- Introduction of Bus Fleet project was earmarked earlier but it has not really taken off in a meaningful matter.
- From business standpoint of view, no organisation should be polluting and they all should come under the mandate of clean vehicles. Therefore, all companies, states and local Government should start using more and more electric vehicles. There should be exemption open permit for E3 & 4 vehicles.
- The focus on PLI scheme which the Govt has laid with the automobile sector is getting about 75000 cr of which 57000 cr will go to automobile and 18000 for battery . This will go a long way. The Govt is also inviting suggestions on the same. So it would be great to have members thoughts on these segments of FAME, PMP and funding, among others.
- An evaluation of EV policy of 14 states, which have deployed EV policy, was done by WRI that shows that lot of policy advocacy and engagement with State Govts is needed. It will be good to take up priority points. Some States like Maharashtra, Karnataka, Tamil Nadu , Delhi, and Telengana are very actively looking for EV development. Investment in this sector is also happening in Southern Region. Niti Aayog has prioritised some states for EV adoption. Members requested WRI to provide further details and their expertise on the subject.
- On the production side there is lack of standardisation for 2 and 3 vehicles. There should be minimum standards prescribed for this sector so

that manufacturing companies can invest and plan for future capabilities.

- Charging infrastructure should be at par with road infrastructure and NHAI should earmark charging facilities at every toll booth by allocating suitable land for this purpose as cost of electricity and cost and availability of land are major components of charging facilities. Whenever there is any town planning, charging infrastructure should be a part of it.
- The Govt should put in place a policy by which banks provide cheap and easy finances to EV and this sector should be given priority lending so that there is access to quality and lower interest rate finances.
- FAME-II Scheme should be extended for next 3 years for business continuity and as such due to COVID it was not utilised the way it was supposed to be.
- The demand incentive of INR 85000 could be re distributed for OEM as economies of scale are not at that stage as compared to others. Cap of 1.5 lac should be raised to 1.75 lac. for 2 wheelers.
- There is need for integrated Discom policy for installation of charging meters. While the Govt is not interested in this, 3<sup>rd</sup> party agency can deploy it. So this kind of policy intervention is needed.
- There should be clear guidelines for putting up charging facilities in public space. There is need for clear bye laws for charging facilities in societies and offices. State authorities should also announce some incentives for putting charging infrastructure




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**An evaluation of EV policy of 14 states, which have deployed EV policy, was done by WRI that shows that lot of policy advocacy and engagement with State Govts is needed.**

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in housing societies and in office premises.

- Govt should standardise EV charging stations because there are so many types of charging stations and different types of batteries
- The Govt should develop EV the way they are developing IC industry, therefore development of motors and batteries should be focussed.
- Department of Science and Technology (DST) is working with new technologies companies. Department of Heavy Industries (DHI) is also looking for multiple companies

who want to come together and start up common manufacturing facilities. The MSME Ministry is supporting them with funds from SIDBI. EV sector companies can take advantage of these Govt initiatives.

- If a fleet operator wants to set up a charging hub and apply for discom for EV connection, the security deposit which is levied by discom varies from INR 2500/- per KW to about INR 8000/- per KW in Delhi and Karnataka. Further, for lessee, security deposit rises 3 times which is levied by discoms. With this lot of capital is struck there. Therefore, discoms should reduce this security deposit and it should be levied PerKW basis for EV. Discom should also increase the CT threshold for vehicles for fast chargers around 15 and 30 kilowat.
- The electric mobility should be made as part of corporate CSR. This would help lot of corporates to reduce carbon emissions and would enable it to streamline this as a mainstream of their corporate target.



# Rationalizing Tax Structure For Capital Market

Rationalization of tax structure for capital market is very important, as it will play a significant role towards \$ 5 Trillion economy.



ASSOCHAM organized a Webinar on 'RATIONALIZING TAX STRUCTURE FOR CAPITAL MARKET' on April 9, 2021. Welcome The Session was moderated by Mr. Lav Chaturvedi, Chairman, National Council on Capital Market, ASSOCHAM. Mr. Sandeep Kriplani, DGM, Securities and Exchange Board of India (SEBI) gave the Keynote Address. Other Key Panelists included Mr. Nand Kishore Purohit, Chief Digital Officer, IIFL Securities; Mr. S C Aggarwal, CMD, SMC Global Securities Ltd.; Mr. Tushar Sachade, Principal, Price Waterhouse & Co LLP; Prof. Dr. Saurabh Agarwal, Professor, Indian Institute of Finance; Mr. Narinder Wadhwa, Managing Director, SKI Capital and Mr. Kunal Sanghavi, CFO, HDFC Securities Ltd.

Mr. Lav Chaturvedi said that rationalization of tax structure for capital market is very important, as

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**We have to look into the fact that the revenue pool should be neutral or positive, in whatever we try to rationalize to contribute to the larger cause of the country.**

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it will play a significant role towards \$ 5 Trillion economy. We all know that there are multiple layer of taxes like corporate taxes, transaction

charges, GST, CTT, long term capital gains, short term capital gains and Income tax , etc. Because there are 4 to 5 layers of tax regime, it actually does not make us a competitive capital markets of the world. If we go out and look at some capital markets of developed countries, there are lot of improvements that can be done in this area. Obviously, we have to look into the fact that the revenue pool should be neutral or positive, in whatever we try to rationalize to contribute to the larger cause of the country.

Following major issues and suggestions emerged during the discussions:

- It is a happy development that many more people have joined the Capital market in last couple of years. In last one year more



than 1 cr demat accounts have been opened. Hence, there is need for simple rules and tax structure for traders and investors.

- There should be a mechanism under which everyone understands the tax structure well and pay simple tax and avoid complex system in which there are difficulties and litigations after filing the returns.
- The Government should make tax structure very simple to attract more number of investors and if the investors are clear in their mind that they will pay only one tax whether it is 10% or 15%, their confidence will increase and more investment will come. They should be allowed to pay under one head. Therefore, it should be simple and clear tax regime.
- There are various modes of taxes like CTT,STT, GST then Stamp Duty, then business income, then personal income so lot of complexities are involved. Surely there is lot of scope for improvement. Simplification in tax structure will led to increase in turnover.
- Banks will always want that some money goes to securities market and some money to the banking sector, because banking is the stable sector, capital market no doubt is a wealth multiplier and banking sector is credit multiplier and wealth creator, therefore we need both.

- Cost of transaction is a major thing in the whole taxation structure. The idea is not to reduce tax as Govt. needs tax. It should be simpler to understand.

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**The Government should make tax structure very simple to attract more number of investors and if the investors are clear in their mind that they will pay only one tax whether it is 10% or 15%, their confidence will increase and more investment will come.**

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- We need to keep focus on investors i.e. retail investors, institutional investors, FDI investors. Capital market is transparent as all transactions are visible.
- There is no need to 2 level taxes, there should be one tax. There should be simplification as there are multiple taxes and surcharges applicable as capital gains tax is 20% with indexation and 10% tax without indexation.
- The holding period is 36 months instead of 12 months for LTCG. There is more than 15% surcharge on mutual fund

distribution income. Surcharge on dividend is reduced to 15%. There should be rationalization across the board. It should be one simple regime for retail investors and investment community.

- Long term vs. short term as with the amendments that the long term to be taxed at 10% and short term capital gains at 15%. Long term loss cannot be setoff short term gain. It is requested to have alignment of single rate.
- The corporate tax is reduced to as low as 22% whereas for individuals the tax slab is 30% with including of surcharge and it is rounded to 33%. There is large amount of disparity for capital market transaction slab perspective as the disparity is more than 50% as compared to corporate taxation. It is not intentional and unintentional as earlier corporate taxation was higher than individual taxation. From the capital market perspective that needs to be looked into.
- There is large amount of incentivization happening in GIFT city as it is trying to compete with other countries as a whole. The larger objective is to have larger volume onshore and fostered with incentivization as it is the option in GIFT City. We have to see the integration of things in long run. There is long term impact and it is not necessary to run two parallel structures with no great domestic participation.

# Virtual Meeting of National Council of Railway

In the year 1950, the Indian Railways was carrying freight more than 40 to 50% of overall freight business in India and now it is about 30%, whereas in developed world like USA & China freight is at the 50% in railway segment.

Mr. Vivek Lohia, Chairman of the Council welcomed the members. He was joined by Mr Sanjeev Kumar, Co-Chairman and Mr K N Ramesh, Co-Chairman of the Council.

Following is the gist of discussions:

- Railway development has lagged behind and have not seen any significant development for the past 15 to 20 years. In the year 1950, the Indian Railways was carrying freight more than 40 to 50% of overall freight business in India and now it is about 30%, whereas in developed world like USA & China freight is at the 50% in railway segment.
- The augmentation of track capacity is far behind as compared to major global players in the railway sector because global players augmented track capacity substantially. In the passenger segment, in the first 20 to 30 years of independence, we were the leaders as compared to Asian neighbours. Then our Asian neighbours lead efforts for modernization and resulted to provide far better amenities as compared to Indian Railways. Our Government has now realized that the corrective steps

should be taken much faster. The initiatives should be in terms of privatisation of rail cars and in freight sector allowing private sector participation for making freight business more inclusive.

- Track infrastructure is critical for growth of Railways. It is the backbone for Railways

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**Our Government has now realized that the corrective steps should be taken much faster. The initiatives should be in terms of privatisation of rail cars and in freight sector allowing private sector participation for making freight business more inclusive.**

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to develop, but there is huge challenge from EPC side. To expedite the projects, it must be done at comprehensive level

as has been done in the road projects.

- National Rail Plan is key to progress and preparing a National Rail Plan is humongous task. There have been ideas for creating innovation fund as there is no right method to buy digital solution of the innovation of digitisation space. To have separate innovation fund in Railways will bring key innovation which will help Railways in long term rather than procuring on L1 basis because that never brings innovation in the product.
- Railways is now embarking on major developments like rolling stock, electrification of tracks and modernization of stations. The work has been done with large developments. It is huge opportunity for Indian industry. There is need to engage with Railways on constant and regular basis and bring a major change with how the businesses are done.
- The National Rail Plan is a vision document and for any organization to grow manifold, hence Railways must work as per its vision document. The NRP is quite comprehensive and modern data built needs



to be linked with National Infrastructure Pipeline.

- The underline issue is ease of doing business that the industry wants from the Government. The other concerning area is vendor management and there is need to reassess the vendor management as it is a large gamut, so we must see at micro level at regional level and central level. There are too many vendors and confused classification which leads to put many of MSMEs out of business due to L1 concept.
- The availability of funds and payment systems needs to be streamlined as many payments are still pending with authorities. It needs to be reassessed with Railway Board for concrete policies on fast release of payments.
- The Bank Guarantee management is a major issue for many members like EPC or Rolling Stock Suppliers as bank guarantee lying with Railways has no benefit to them. There must be understanding with Banks that bank guarantee should be automatically lapsed with the document returned or not.
- The Procurement portal of Indian Railways i.e., Indian Railway E Procurement System (IREPS) has done wonderful job with digitization instead of paperwork. The Government of India announced another platform for procurement through mega procurement portal i.e., Government E Marketplace (GEM) but it has its own limitations that commodities price is getting higher as there is no



price variation clause in the Government E Marketplace portal. If Railways want to migrate from Indian Railway

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**To have separate innovation fund in Railways will bring key innovation which will help Railways in long term rather than procuring on L1 basis because that never brings innovation in the product.**

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E Procurement System to Government E Marketplace, this pricing clause must be looked into.

- RDSO functioning needs much more ease of doing business and requires a re look into micro level as it involves vendor approval system and other systems. On one hand Indian Railways

wants to modernize with new technologies and on other hand where less than 3 vendors, the approval fee is US\$ 12000. On one hand they are willing to provide green carpet for new technology and on other hand they have put restrictive fee for approval in digital platform. So, there are dichotomies which Railways has to look into and remove anomalies. There must be a system where these things are looked into threadbare.

- The Atma Nirbhar Bharat is an excellent initiative which needs to be implemented in letter and spirit by giving MSMEs a share like Japan and Korea developed Railways and other sectors. If such initiatives are taken up by Indian Railways, MSME will play an important role.
- There is a disadvantage for manufacturers as the standards in India by Railways are not comparable with what is being used in rest of the world. To develop a specific product only for India which cannot be used in other surrounding countries will not be viable from economies of scale point

of view. So, to encourage Make in India, Railways should have same standards as other manufacturers have for exporting to other countries. The Make in India policy is complex and in fact Railways are not attempting 100% procurement policy the way it should be. It is learnt that we are back at the stage with some import from China and other countries. There is need to increase standards in welding department and automatically increase in quality of product with safety.

- Bid or contract documents are one sided in some clauses, for example in DMRC it is based on FIDIC, but conditions are changed. There is a need to look into document for fair and equitable for both the parties. As the steel prices are going up, there is need for escalation formula for compensation of cost increased and client can have actual change in prices and accordingly change the formula percentage to the extent contractors are compensated. It is a situation where the steel is increased by 23% but overall impact is 60%. There is need to draw parallel between Road and Railway work.
- The new product introduction is extremely difficult for MNCs in India. When the introduction of new technology come in and involved in model of procurement with competition, lower bidder is given preference instead there should be some recognition to new technology with the efficiency. Indian Railways do not provide life cycle cost as it

is decided on tender based on lower bidder. RDSO and Indian Railways should recognise the contribution of industry as it is bringing latest technologies at best price which involves engineering investments.




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**The Procurement portal of Indian Railways i.e., Indian Railway E Procurement System (IREPS) has done wonderful job with digitization instead of paperwork.**

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- There is need to encourage Indian industry and promote home grown technology. RDSO should consider giving project-based development order that to be completed in a time bound manner rather supply based

development order. Once development order is given on a particular specification, Railway should be accepting it even if they have changed or revised the specification or the procurement criteria (e.g., bundling of various products under one specification by doing revision).

- Railways should consider amending relevant ISO (International Organization for Standardization) document for CCA (Controller of Certifying Authorities) assessment. It should be done based on existing capability of the firm in terms of existing P&M (Plant & Machinery), existing Testing facilities and existing required skill in the company and not to ask the company to invest beforehand for setting up of relevant Plant & Machinery and Testing facility for doing CCA. These things to be checked after development of product and not before. Because many a times development takes time and assets sits idle without any return which discourages for making huge investment into business.
- Innovation fund should be made available for promoting indigenous technology that will be utilized as per ease of doing business. Railways in big way going for green technology by 2030. This will also help Make in India initiatives.
- The council should identify themes to create linkage with defined priority areas of ASSOCHAM so that the Chamber's larger agenda is pushed forward throughout the year.

# Optimizing Housing Technologies and Innovations: The way Forward

Construction in India is emerging as the third largest sector globally; it may reach US \$750 billion in value by 2022. Cities will contribute over 80% to GDP by 2050. Hence, they need to be receptive, innovation and productive to foster sustainable growth and ensure better quality of living.



**A**SSOCHAM organized a Webinar on ‘Optimizing Housing Technologies and Innovations -The Way Forward’ on April 29, 2021. The Session was moderated by Shri Ravi Ahuja, Co-Chairman, National Council on Real Estate, Housing and Urban Development, ASSOCHAM & Head – Commercial Business, L&T Realty. Prof. Dr. P S N Rao, Director, School of Planning & Architecture gave the Keynote Address. Other Key Panelists included Dr. Shailesh Kumar Aggarwal, Executive Director, BMTPC; Shri Karn Agarwal, CEO, TNT Roofings; Shri Uddhav Poddar, Co-Chairman, National Council on Ease of Doing Business, ASSOCHAM & Managing Director, Bhumika Group; Shri

Yash Miglani, Managing Director, Migsun Group; CA Himanshu Goyal, Partner, Ramanand Goyal & Company and Ar. Indraneel Chandrate, Director, Mi plus design Consultant LLP and Selfswayam Redevelopment Consultant LLP.

Shri Ravi Ahuja welcomed the participants and mentioned that keeping in view the current situation and environment this is a very apt topic and there is lots of learning in last one year due to these uncertain times. Innovations in construction technologies is really required by us as these technologies will really help us. Why India has taken time to adapt technologies in current surroundings will be covered by our expert panelists.

Following major issues and suggestions emerged during the discussions:

- One of the most transformation technologies widely also known is building information modelling what we also call BIM and the BIM software and building plans which are now also represented in 3D models. One of the basic benefits of the BIM model is really to make these building plans accessible to everyone and all the stakeholders and may help our industry in collaboration and enhancing communication also and improving project management process. We have seen the advent of 3D printing and today it is possible to build



pre-fabricated construction or even possible to bring the entire building in 3D. These technologies help in rapid prototyping and unique design is possible through 3D printing and also help to save our environment too.

- Ministry of Housing and Urban Affairs (MoHUA) has initiated Global Housing Technology Challenge India (GHTC-India) which aims to identify and mainstream globally best available proven construction technologies that are sustainable, green and disaster resilient to enable a paradigm shift in affordable housing. Under this initiative, Light House Projects (LHPs) at six places in the country namely Indore (Madhya Pradesh); Rajkot (Gujarat); Chennai (Tamil Nadu); Ranchi (Jharkhand); Agartala (Tripura) and Lucknow (Uttar Pradesh) are being constructed using six distinct innovative technologies identified under GHTC-India.
- Innovative Construction Technologies, namely, NAVARITH (New, Affordable, Validated, Research Innovation Technologies for Indian Housing) has also been initiated by MoHUA in collaboration with BMTPC and School of Planning and Architecture. It gives an idea about the projects through write-ups and photographs which can be shared with stakeholders and public.
- There is 31% urban population in India and in actual numbers it is much more and in the coming decade India will be 50% Urban. These numbers are huge and housing demand is in millions




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**One of the basic benefits of the BIM model is really to make these building plans accessible to everyone and all the stakeholders and may help our industry in collaboration and enhancing communication also and improving project management process.**

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which can be met by mass producing housing projects. Technology and innovation can significantly contribute as we need fast construction and low cost housing.

- Government of India initiated Global Housing Technology Challenge in which SPA, BMTPC is involved and invited entrepreneurs, developers, businessmen from all over country in which 54 Companies are on board and shortlisted as categorized into 6-7 areas as document is prepared with title

modern technologies. How do we transfer of technology from various parts of the world to our country and only way ask these companies to put it on ground as it can be seen on the ground of the implementation of technology.

- The six states Governments volunteered to provide adequate land for developing approx.. 1000 residential flats in 6 cities as construction has started last year. It is allocated to developer and developer has to construct the flats in 365 days. The challenge has been posed to the developer to construct 1000 flats in 1 year with current time and resources available with them.
- With NAVRITH, housing sector is revolutionarized not only fast produce but also factory made with better quality control as human intervention limited, better materials, better finishing with everything plan in advance and usage of waste material, sand, water consumption, thermal comfort inside building, acoustic with scientifically measured and calibrated taken care of in these technologies.
- The time has come to bring innovative technology in the construction sector because you like it or not the construction sector is often blamed to be reticent in adopting innovations, therefore, the technologies which are time tested world over are slowly coming up here. The government is playing the role of facilitator and government has come forward in showcasing these good technologies and making it available in the construction sector of India.

- The set of technology which has been shortlisted and certified by government of India is being used in various projects like light house projects, housing projects, pilot projects just to build confidence.
- The major issues that prevents steel structures from going mainstream in Housing projects in India are Lack of branded/ known builders in this space; Hesitation from Architects/ Structural Designers; Scepticism from end users; Limited availability of special grade steel and no real incentive to the industry to do so.
- There are three main factors in any real estate project one is land. Number two financing the project construction and third the construction costs, land being the main cause for any project. And if the developer has to buy land at market prices so how can the project become affordable, that is something that we need to look at.
- Few years back housing was declared as infrastructure for the purpose of availability of cheap credit to developers but it is far from real as the developers are not getting cheap and easy credit for developing affordable housing.
- In term of financing, the lucrative rate of interest should be available for developers so that they can do fast pace of construction and delivery of the houses to the customer. The construction finance should be available at 7 – 8% which is now available at very high rate.
- The term “affordable housing” is ambiguous as it lacks a universal definition. There are

various factors which defines affordability, these factors are land cost, location of land, direct and indirect cost to developer and to society. Affordability in a way is vastly affected due to cost of FSI. In urban areas like in Mumbai, purchase of FSI is very costly that is not the case in 2nd tier cities. Cost of FSI is half the overall project cost in region

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**Ministry of Housing and Urban Affairs (MoHUA) has initiated Global Housing Technology Challenge India (GHTCIndia) which aims to identify and mainstream globally best available proven construction technologies.**

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like Mumbai. Therefore, Govt. should take initiative for giving more FSI/ FAR for making EWS housing affordable in this region. Ease of doing business and single window approval process and transparency is necessary to get success in this initiative.

- Construction in India is emerging as the third largest sector globally; it may reach US \$750 billion in value by 2022. Cities will contribute over 80% to GDP by 2050. Hence, they need to be receptive, Innovative and productive to foster sustainable growth and ensure better quality of living.
- A comprehensive strategy of 3-S Mantra has been adopted: Skill, Scale and Speed. Therefore, there

is a need to create a New Chicago every year. It is envisaged to construct 11.2 million houses by 2022 in urban areas and about 10 million houses in next 3 years in rural areas.

- The concern is cartelization of raw materials with the rise of prices of steel and cement which are important components of the construction. Hence, rates of such commodities should be established by the Government for affordable housing segment as there will be impact on timely delivery of the project. For the past 8-9 months, the raw materials have been increased by 25%. and for example, steel prices have increased from Rs. 40 kg to Rs. 57 kg and similar increase in other raw materials.
- For the achievement of timeline, the support from Government is needed for GST as earlier the rate was 18% of the cost is absorbed by developer and given to customer. Now the cost has been increased and value of home has been increased. It is an important area to be looked into to reduce the cost.
- More things can be done like Extra FAR to be given for timely delivery of projects. At the local level affordable projects can be done with the land available with the Government and Developer constructing the houses on a partnership basis.
- In the market new technology is available and working at good scale and feasible in terms of pricing for developer as there is no brick work, plaster, pilferages and lot of saving for developer. The technology which is in use for past 5 years should be adopted for mass projects.

# SEZs, Industrial Parks & Warehousing: Roadmap for Future

SEZs, industrial parks and warehousing, all these topics are becoming much relevant to the nation now. For any industry to be quickly started, SEZs are the only choice as under the SEZ scheme all approvals will be made through single window.



The First Meeting of the National Council on SEZs, Industrial Parks and Warehousing of ASSOCHAM was held through video conferencing at 4:00 PM on 14<sup>th</sup> April, 2021.

Mr Ravindra Sannareddy, Chairman of the Council welcomed all the participants and mentioned that it is an exciting time when ASSOCHAM has introduced a new structure, which will enable the Council to work with more efficient and effective manner. SEZs, industrial parks and warehousing, all these topics are becoming much relevant to the nation now. For any industry to be quickly started, SEZs are the only choice as under the SEZ scheme all approvals will be made through single window. The Council, in the past has taken up various activities for the benefit of the stakeholders and still in the process of taking up issues like DTA sale and suggesting suitable changes in the policy to make it investor and business friendly.

Mr. Anshul Singhal, Co-Chairman

**The Council, in the past has taken up various activities for the benefit of the stakeholders and is in the process of taking up issues like DTA sale and suggesting suitable changes in the policy to make it investor and business friendly.**

of the Council felt glad to be a part of this Council and informed **that they have launched India's first warehousing fund which has**

**raised Rs. 500 cr. He was of the view that there** are lots of benefits of this sector to the economy. There is a lot of value that we built for India, as a country and the people as the sector has grown so fast in few years since 2017. Since the implementation of GST, people didn't have much time to approach the government with too many things and things went on in fulfilling the demands. Today, more than 80% of India's warehouses are non-compliant or illegal in nature and we need to push very hard for the government to only allow compliant facilities in the country because non-compliant facilities are very unsafe facilities for human beings to work on.

Mr. Karn Agarwal, Co-Chairman of the Council appreciated the initiatives of the chair and Co-chairs. He mentioned that Shri Ravindra Sannareddy, Chairman, SEZ council, ASSOCHAM is the visionary for creating first integrated industrial city which is a landmark idea. Mr. Hitender Mehta is man when it comes to advisory in the





legal space and we all know what magic Mr. Anshul Singhal has done with Embassy group. He felt glad to be a part of this forum and to contribute within this aspect. He also mentioned that his organization is a part of this eco system at they are providing pre-engineered buildings. He, however, felt concern over the steep rise of steel prices due to which contracts are being affected.

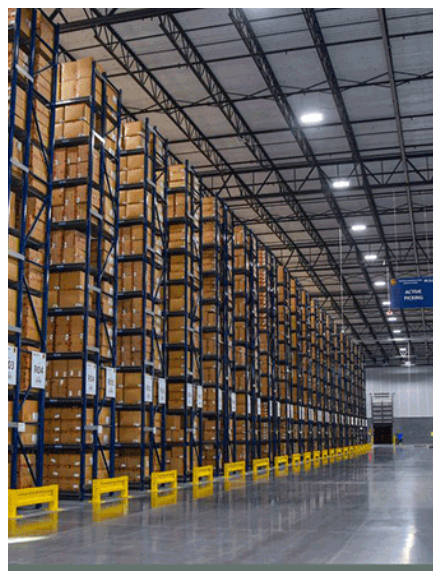
**Mr. Hitender Mehta**, Co-Chairman of the Council moderated the Session and informed that the council has to set a roadmap for the entire year. We need to highlight on what this council should be doing and what kind of representations should be making to the government with regard to Special Economic Zones, industrial parks and logistics. The scope of the Council has been widened to include warehousing in it. He then appraised the members of his participation in the industrial park ranking which was initiated by Ministry of Commerce with Asian Development Bank and Invest India being the coordinating agency. ASSOCHAM very actively participated in this entire exercise of IPRS 2.0. This exercise is being done to rank the industrial parks across the country and they have included Zones and industrial parks based on the recommendations of State Govt and Development Commissioners and this process is almost on the verge of finalization. In this entire process, compliance is at the top of the concern and it is given very high weightage in this entire ranking system. Once




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**Today, more than 80% of India's warehouses are non-compliant or illegal in nature and we need to push very hard for the government to only allow compliant facilities in the country because non-compliant facilities are very unsafe facilities for human beings to work on.**

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this ranking systems result are out, it will make some difference in the thinking in the mindset of the people and potential investors. SEZs have been performing well during the last decade. There are 265 operational SEZs now providing direct employment to 2.28 Mn people and also indirect employment which is double of the direct employment.

**Ms Pooja Ahluwalia** from Primus Partners gave a presentation highlighting ASSOCHAM's functional priority on identified 4 pillars and emphasised on deciding 3-4 themes by the council on key areas which would be focused during the Year. It was decided that a sample Template for the same would be sent to members for their views, which will help them identifying priority themes and setting the agenda of council for the Year.

**During the floor participation, following major suggestions were made:**

- Given the ongoing pandemic the Govt should reduce the cost of business and also create an environment for ease of doing business.
- There are rules and guidelines which are not clear and different people make different interpretations. There is need for



time bound approval to avoid delays.

- The Govt should allow invoicing in Indian Rupees for DTA sale. Further, duty should not be charged on finished products
- *There has to be polices and laws around and good working conditions of warehouse workers.* There should be some emergency provisions for warehouses, disaster management situations and over all disposal and green parks and green projects.
- One of the points is to educate the industry. There should also be some sort of penalty on industry for talking up non-compliant spaces and putting their people of these spaces.
- during this pandemic there has been a decline in merchandise export by 27%, services export decline by 7% and in this pandemic SEZs are mostly suffered because of MEIS withdrawn. The Govt should restore benefits for making it an attractive business option.
- There is a basic discrepancy as private players attract 18%

GST where as for Government Parks there is no GST .Further, if some units want to extend

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their facilities, they can not get it even from those units who have closed their operations ,because they are not co- developers. Such conditions should be removed

to make it business and investor friendly.

- EPCE has conducted two studies one by PWC & E&Y in respect of contribution of Non-IT SEZ Units and for extension of ICEGATE to SEZ. The extension of ICEGATE to SEZ is basically for improving ease of doing business, reducing transaction charges for SEZ units, and enabling SEZ to EDI ports. The report has been submitted to Government and Commerce Secretary and have taken meeting in this regard that SEZ units to pay exim transaction whereas DTA units does not have to pay. The other report is on the marketing of the achievements of SEZ. Both the reports are available on EPCE Website.
- Government is introducing Productivity Linked Incentive Scheme in different sector and these are different initiatives introduced by Government. The SEZ and Industrial parks are niche segment as multiple sectors are within it. Government should come with clarity on the long term vision of sustained inflow of capital and sustained interest of investors in these zones.
- Currently as per information many SEZ are operating with 50% capacity. The under utilization of capacity is biggest concern for Special Economic Zones. Therefore, instead of having more numbers there should be stable policy.

Members were requested to send their suggestions in details to ASSOCHAM for taking them with concerned Govt authorities.



# National Council on Commodity Markets

The Indian commodity derivatives market has already unleashed forces to bring about institutional changes in marketing practices but it is imperative to bring the sizeable section of the population, rendered vulnerable by price volatility of commodities, under the umbrella of benefits of the market.



**M**r SK Jindal, Chairman of the Council welcomed all the participants and mentioned that COVID19 Pandemic has very badly affected the health and economy of our country and also the world over. Post Covid 19, the world will see many changes on different economic and social fronts. Hence, ASSOCHAM has organized this council meeting today to discuss the future roadmap of the council as well as to point out the issues and concerns of the market to enable make a strong representation to the government to make this segment more vibrant and fulfill the Government vision of achieving the \$5 trillion economy in near Future.

Prices of various commodities have undergone high volatility during the COVID period. The world is now looking for future prospects and stability in the market. The reset of globalization is expected to bring many changes across sector

including the commodities market. The Indian commodity derivatives market has already unleashed forces to bring about institutional changes in marketing practices but it is imperative to bring the sizeable section of the population, rendered vulnerable by price volatility of commodities, under the umbrella of benefits of the market. Through this meeting we hope to generate new ideas and initiatives to make Indian commodities market broad based and to integrate with global markets.

**Ms Pooja Ahluwalia** from Primus Partners gave a presentation highlighting ASSOCHAM's functional priority on identified 4 pillars and emphasised on deciding 3-4 themes by the council on key areas which would be focused during the Year. It was decided that a sample Template for the same would be sent to members for their views, which will help them identifying

priority themes and setting the agenda of council for the Year.

**Mr Vinaya Verma**, Co-Chairman of the Council thanked ASSOCHAM for giving him the position and

opportunity to contribute in strengthening the council. He felt privileged to be a part of the council which is very well represented and assured his full support to drive and make it a very successful forum.

**During the floor participation, following major suggestions were made:**

- Currently, while there are some policies on Gold, there is no country level sourcing guideline, which would integrate all the market participants.
- The use of Cash is still rampant and there is no concerted effort to move away from it due to various reasons and constraints.
- Gold Monetisation Policy is





getting launched periodically, but it has not achieved desired results. Recently, the Government announced that they will create a platform through State Bank of India for this purpose. In this context, it was suggested to hire the services of renowned consultants as the existing infrastructure of SBI could be used for GMS infra and there was no need to create a separate platform.

- There is opportunity to create bullion banking in India, which will benefit all the market participants.
- There is also an opportunity for clearing mechanism in India, which could be extended globally and India could take a lead.
- India could also become a leader in exporting Gold rather than being a net importer. It will however, require a long term visionary approach. Mr Ajya Mathur was requested to provide a note on such India centric opportunities in Gold economy.
- Peak margin is a big issue in commodity derivatives market and it is one of the major reasons for synchronising the market by about 25%. Further, due to peak margin, people are moving towards dabba trading, particularly in bullion trading. A study by AC Nelson in

2013 revealed that dabba trading was 3 times more than regulated platforms.

- Peak margin and CTT have increased the cost of trading, therefore, the attractiveness of alternative platforms is increasing

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**While the Government is focussing on ease of business and reducing the cost of business, polices like CTT and peak margin are just the opposite of Government's efforts on ease of business.**

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notwithstanding their legality. While the Government is focussing on ease of business and reducing the cost of business, polices like CTT and peak margin are just the opposite of Government's efforts on ease of business. These are attributes to higher transaction cost of trading, thereby encouraging dabba trading.

- For orderly development of

commodity derivatives market, it is necessary that volume and market participants grow. Hence, the policy of peak margin should be applicable in different context while applying it to commodity derivatives market vis-a-vis equity market where volumes are huge and nature of market is different.

- Evening session of Commodity derivatives market is weak as broking houses do not participate the way they are participating in equity market. There is need to develop market infrastructure for enhancing retail participation.
- Due to RBI regulation Banks are not participating in derivatives thereby affecting the volumes.
- The Government in the Union Budget of 2017 had announced the integration of spot market with derivatives market, yet we do not have efficient and effective spot market on which derivatives market stand. Mr Ajay Mathur was requested to give a note on this issue.
- Participation of entities in hedging is weak. SEBI has taken some initiatives to advise listed entities for hedging strategies, but there is need to take it to the next level. Also, Banks and Mutual funds should participate and educated resource manpower should go up.

# Direct Selling Distributors Role in Rising Economic Empowerment of Citizens

Direct Selling Business Model is dedicated to the economic empowerment of the citizens who are associated with it and at present we have approximately 60 lakh Direct Sellers in the field whose passion and commitment are driving the growth momentum of this Industry.



**A**SSOCHAM organized a Webinar on Direct Selling Distributors' Role in Raising Economic Empowerment of Citizens. Mr Gautam Bali, Chairman, National Council of Direct Selling, ASSOCHAM & Managing Director, Vestige Marketing India Pvt Ltd. presented Sector Perspective of the Direct Selling Industry. The other eminent industry speakers included Ms. Chavi Hemanth, Founder, EBS India Inc., Dr. B Chandra, Presidential Diamond, Unicity Health Pvt Ltd, Ms. Medha Kulkarni, Distributor (West), Passion Party Sales, Ms. Uma V, Distributor (Andhra Pradesh), Virgo Party Sales, Mr. Manoj Jawa, Director, Tiens (Tianjin TIANSHI India PVT Ltd), Mr. SP Bharill, Ambassador, Vestige Marketing Private Ltd, Ms. Vanchhingpuii, Distributor (Eastern Region), Zoram Party Sales, Ms. Pramila Jhawar, Distributor



(Madhya Pradesh), Umang Party Sales, Mr. Dhanapal A, Area, Distributor, Tamil Nadu Upcountry, Healux International and Mr. Naresh Dixit, Managing Director, Saranew Eco-Friendly Products Pvt Ltd.

Following major issues and suggestions emerged during the discussions:

- Business Model of Direct Selling Industry is built on human to human relationship and connectivity. It is a Distribution Channel which bolsters free trade and has been in existence for more than 100 years. The

Direct Selling Industry in India has in place an infrastructure which supports the endeavors of the Direct Sellers in the field. Direct Selling Infrastructure comprises of Manufacturing Plants, MSME's & Supply Chain Logistics System which provides direct and indirect employment to citizens of India which leads to their economic empowerment.

- Direct Selling Industry on account of its entrepreneurial business model has the potential to make India a high growth economy. Direct Selling Business Model is dedicated to the economic empowerment of the citizens who are associated with it and at present we have approximately 60 lakh Direct Sellers in the field whose passion and commitment are driving the growth momentum of our Industry and without their

enthusiasm the Industry cannot have a double digit growth Year over Year. In 2019, Direct Selling Industry in India has shown an upward growth momentum of 12.1 % and its global ranking has moved to 15th position from the 19th held by it a year earlier.

- There is need to prepare sales strategies which can effectively rejuvenate the sales revenue of the Direct Selling Industry and in next year we will witness a resurgence in the global turnover of the Industry with the support and unstoppable passion of the Indian Direct Selling Sales Field Force. India is a sleeping giant and it has to wake up from its slumber and fulfill its market potential and it needs its Direct Sellers to raise their hands and come up with strategies which will enable it to reach from 15th to 5th position globally in the next 2 years.
- There are lots of Challenges in Direct Selling but handling people is an Art. New Distributors always expect a lot and very fast they will get disappointed when things not going the way they want. During the pandemic period, different methods and different approach is required to be adopted to retain teams.
- First and foremost attribute required of an individual is a burning desire to succeed. He should have the attitude to be prepared to do whatever it takes to become financially independent. Because initially lot of effort will be required but the results will be very less at that time he should not give up. Development of leadership skills are required to succeed which

has to be Servant Leadership Skills, that is the greatest leadership in this industry.

- The most important thing in today's time is to have 100%




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**India is a sleeping giant and it has to wake up from its slumber and fulfill its market potential and it needs its Direct Sellers to raise their hands and come up with strategies which will enable it to reach from 15th to 5th position globally in the next 2 years.**

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control over your business. The direct selling industry is the only industry which gives 100% freedom, majority of population in India is below 30 years of age. They can start their business and become what they want. Direct selling industry which is completely transparent industry. Our job is to explain how the industry works and how it leverages, as lot of people don't have awareness. Therefore, we need to provide awareness to all. Education is one important part in Direct Selling industry,

when we educate people, they will win, and once they win the nation will also win.

- Direct Sellers are engaged by motivating them to attend orientation programs and seminars organized by the company where they are trained on Sales Incentive Plan and given product training repeatedly. This repetition leads to a habit and habit leads us to success. Direct Selling is all about inculcating a winning attitude and one cannot have excuses for not performing in the field. It is about facilitating each and every customer.
- For orderly development, Direct Selling Industry needs clear law and not the guidelines. Direct Sellers need to have soft skills which enables them to develop communication skills and presentation skills, which are essential for success in the field. As we all are aware that in Direct Selling Business success is not achieved overnight, a Direct Seller needs to have patience and persistence. It been said that Direct Selling is the highest paid hard work and lowest paid easy work.
- The Webinar provided an excellent opportunity to all the Direct Sellers who joined from all parts of the country to share their experiences in creating sales network which has facilitated economic empowerment not just to their families but millions of Direct Sellers who are associated with Direct Selling Industry. Suggestions given by the panellists provided direction to the budding entrepreneurs to carve out a career for themselves in Direct Selling Industry.



# Water Stress: An Emerging Strategic Business Risk

Of India's annual \$9.7 billion environmental damage, \$7 billion is due to air and water pollution. Untreated and & under-treated effluent cause severe ecological degradation and water contamination about 450 million in 29 countries face acute water shortage -2.5 billion by 2050.

On the eve of 'World Water Day' on 22nd March, ASSOCHAM initiated an online webinar series. The theme of the series is 'Water Stress - An Emerging Strategic Business Risk.' There are 3 webinars in the series, out of which 'Webinar Session 1 - Achieving Water Security by Optimizing Water Demand' was concluded.

The Virtual Event was attended by more than 350 attendees.

Mr. Shailender Singh, Member, ASSOCHAM Council on Environment and Climate Change & Founder & CEO Sustain Mantra

As a Moderator he opens the session and welcome the Chief Guest and all eminent panellist. As a knowledge Partner he managed the session very well.

Mr. Yugal Joshi, Director, Swachh Bharat Mission, Drinking Water and Sanitation, Ministry of Jal Shakti, GoI. As a Chief Guest of the Webinar Mr. Joshi said on the World Water Day, GoI has started a huge event Catch the Drop, when ever it fall and where ever it fall and also talked about a program launched by Hon'ble PM the Jal Mission. He said



there is no scarcity of water, but there is the scarcity of Water Management, He also mentioned that opportunity and risk they go together. He also said that the water scarcity is also a big opportunity for private companies. He mentioned that GoI is doing a great job in the field of Water supply to households in India and talked about the attitude of the GoI towards water management in India.

Mr. Ajay Popat, Chairman ASSOCHAM Water Council and President Ionexchange(India) Ltd. Popat discuss about the water stress in India impact-mitigation. In his presentation he describe that India expected to be severely

water stressed by 2025 and this is also relates to food. Of India's annual \$9.7 billion environmental damage, \$7 billion is due to air and water pollution. Untreated and & under-treated effluent cause severe ecological degradation and water contamination about 450 million in 29 countries face acute water shortage -2.5 billion by 2050. <30% of population have access to safe drinking water only. Mr. Popat clarify the challenges and solution for the ground water management and also tell about the long-term Risk Outlook.

Mr. Masood Mallick, Chairman, ASSOCHAM Council on

Environment and Climate Change & Joint Managing Director, Ramky's Group in his presentation told about the Climate Change & Implication on Resources in India and water is the No.1 risk in the Global world, The Socio-Economic Vulnerability, 40% of India's Thermal Power Plants are in Highly Water stressed Areas. He gives the ideas of opportunities at green Transition Possible, energy efficiency, electrification, Behavioural Shifts due to COVID 19, Decarbonising Indian Industry and its Key challenges for Decarbonising Indian Inc.

Dr. Annette Davison, Principal Risk Analyst, Risk Edge, gives her views on Risk in the Supply Chain. She gave the overviews of importance of

water and water at risk in our supply chain. She mentioned that Water insecurity is one of the highest rated global risk of the 21st century. Our fresh water is decreasing. Business and communities are at the risk. On her presentation she clarify what is risk and also that the Water is an essential component of business and industry, it touches everything and its fundamental to our supply chain. She also elaborate how the water cycle complex to manage in our supply chain and water risk scenarios.

Mr. Ravi Goswami, Associate Director-EHS, Pepsico India clarifies as a food industry the importance of water, and what they are doing in the fields of Agriculture

and how they are saving water in Agriculture, Manufacturing etc. Manufacturing of Technology for recycling of waste water.

Mr. Vinat Chataraju, Co-Founder Kristnam Technolohies gives his presentation on Water Auditing, which is a powerful tool for optimising water demand as it reduce up to 20% fresh water extraction in 3 years, monitor the actual cost of water associated with the product unit economically, prepare for upcoming stringent regulations on water usage.

Mr. Neeraj Arora, Sr. Director & Head ASSOCHAM GEM Sustainability Certification Program.

# Regenerating Water through Reuse, Recycling and Recovery



**W**ebinar Session 2 - Regenerating Water through Water Reuse Recycling & Recovery Technologies, was concluded on 6th April 2021. The well-timed webinar will provided presentations, case studies & panel discussions on emerging tools & technologies, primarily

for the MSMEs, for sustainable management of the water cycle.

The Virtual Event was attended by more than 200 attendees.

Mr. Shailender Singh, Member, ASSOCHAM Council on Environment and Climate Change

& Founder & CEO Sustain Mantra.

As a Moderator he opens the session and welcome the Chief Guest and all eminent panellist. As a knowledge Partner he managed the session very well.

As a Chief Guest of the Webinar Mr.

A. Muralidharan, Deputy Adviser, Department of Water and Sanitation, Ministry of Jal Shakti, GoI has mentioned that most of us are aware that the GoI and Hon'ble Prime Minister has done a lot of work on water and initiated a lot of programs. We recognize that India as a country is Water Stress and we will surely overcome from this problem. India has an important resource not only for Industry but for the common man, and really it is about survival and to the essence of life. He also talked about the Jal Mission program of India. His address in the webinar was very fruitful for the audience and the stakeholders as well.

Mr. Ajay Popat, Chairman ASSOCHAM Water Council and President Ion-Exchange(India) Ltd. Discussed about the concept of Integrated Water management, whether we call it as recycle or reuse. But broadly what it means is the integrated water management and conventional way to treatment. He also mentioned about where raw water is treated in water plant and the treated water is used for the process, and summarised for better water treatment also.

Mr. Sujay Elangovan Co-Founder Biznustek System Pvt. Ltd. gave his presentation on Zero Liquid discharge. He talked about why Sustainability is important. A perfect case study on Traditional Spent Coolant water Treatment was presented by Mr. Sujay.

Mr. Aniket Pagade gave his presentation on Pure Water Enterprises. A case study was also given by him on Architect Behind Aquaporin Inside, which was very useful for all attendees.

# Recent Developments in Taxation: Way Forward

Countries are making tax laws effective and efficient by having a relook at their tax policies and legislation, on the one hand, and putting mechanism for increased co-operation and exchange of information among themselves, on the other.



Indian tax system has come a long way from the narrow based, complicated and confiscatory to the one that is far more efficient. Over the years, the thrust and direction of reforms have been to improve revenue productivity while minimizing distortions.

It is imperative that companies as well as tax authorities understand the changing environment in the tax arena. Countries are making tax laws effective and efficient by having a relook at their tax policies and legislation, on the one hand, and putting mechanism for increased co-operation and exchange of information among themselves, on the other. A

new paradigm is emerging in Domestic & International taxations. Need to impart rounded understanding and enhanced maturity on thinking about new tax paradigm amongst the tax professionals, both working in revenue services, corporate and professionals is evident.

Therefore, to equip the industry profession with an **evolving scenario in tax policies, ASSOCHAM organized a Virtual Conference on Recent Developments in Taxation & the Way Forward on 23<sup>rd</sup> April, 2021**

The speaker at the program includes eminent experts from tax professional





such as **Shri Rahul Garg**, Chairman, National Council on Direct Taxes, ASSOCHAM & Partner, PwC India, **Shri Rakesh Nangia**, Co- chairman, National Council on International Taxes, ASSOCHAM & Chairman, Nangia Andersen India Pvt. Ltd, **Shri Shailesh Monani**, Partner, PwC, **Shri Sanjay Gulati**, Group Head - Corporate Tax, GMR Group, **Shri Keshav Loyalka**, CFO L&T Housing finance & Group Head - Taxation L&T Financial service group & **Shri Promod Batra**, Partner, Deloitte.

The program was decided in a format that it had a **Panel discussion on Faceless dispute resolution – practical challenges & Nuances of TDS and TCS on sale of goods** followed by presentation on **Equalization levy (EQL)** which majorly cover EQL on online advertisement services, EQL on e-commerce operators, Case study 1 – Sale of physical goods shipped from outside of India, Case study 2 – SaaS services provided from outside of India & US Trade Representative Investigation on EQL 2.0.

There were many questions that were discussed during the program

prominent of which includes:

**Whether TDS will be deducted on Gross or Net Invoice Value, i.e. Inclusive of GST or without GST?**

CBDT vide Circular No. 23/2017, dated 19-7-2017, has clarified that wherever in terms of the agreement or contract between the payer and the payee, the component of 'GST on services' comprised in the amount payable to a resident is indicated separately, tax shall be deducted at source on the amount paid or payable without including such 'GST on services' component. However, such clarification was issued in respect of GST on services only. No such clarification has been issued for GST on goods.

Circular 17/2020 dated 29<sup>th</sup> September 2020 clarified that since TCS collection is made with reference to receipt of amount of sale consideration, no adjustment on account of sale return, discount, indirect taxes including GST is required to be made for TCS under 206C(1H). While, no such clarification has been issued in respect of TDS under 194Q, inference may be drawn

from the circular and Tax may be deducted at source at gross value, without adjusting GST.

**Purchase of Software is not subject to TDS at present in any other section but need to show Value of Purchase as Exempted in TDS return. In this background, whether TDS u/s 194Q would be applicable on purchase of software?**

The Supreme Court has classified canned software as 'goods', therefore, shrink wrapped may be subject to TDS under section 194Q in the absence of explicit guidelines.

**Do we need to deduct TDS u/s 194Q on Purchase of Electricity & Renewable Energy Certificate etc?**

Circular no 17/2020 clarified that transaction in electricity, renewable energy certificates and energy saving certificates traded through power exchanges registered in accordance with Regulation 21 of the CERC, shall be out of the scope of TCS under 206C(1H). While it has not been explicitly clarified in case of TDS, the clarification may be used to draw inference in case of TDS as well.

**Sometimes vendor raises single Invoice for both supply of material & service component but show it separately on the face invoice. Can we apply two different TDS sections for material and service on same Invoice?**

Any person responsible for paying sum to a contractor under section 194C, has to deduct tax at source on the entire invoice value, if value of material is not separately mentioned in the invoice. We can draw inference therefrom, that when a composite

supply of goods and services is made (without demarcation of service/goods component), tax shall have to be deducted on the composite value. Else, specific sections shall apply for the purpose of deduction of tax at source.

**Currently the Transfer Pricing assessment is being carried out under e-assessment mode. Is there any plan to bring TP under the purview of faceless assessment. We understand that there is ambiguity whether TP will fall under International Taxation or not?**

As per administrative orders issued by the CBDT, international taxation issues have been kept outside the ambit of faceless scheme, and TP forms a part thereof. However, enabling provisions have been inserted in the law to facilitate the conduct of TP proceedings in a faceless manner. Therefore, going forward, TP proceedings may be conducted in a faceless manner.

**We are receiving draft orders where the additions are much lesser than earlier years. Assuming that these are final orders what are chances for this getting picked up again U/S 263 or section 148 etc.?**

Power to re-open case under section 147 is wide, however, this does not mean that the section gives arbitrary power to the Assessing Officer (AO) to re-open assessments on the basis of mere change of opinion. Therefore, matters that have already been settled may not be re-opened.

However, where the AO has 'information' which suggests that income chargeable to tax has escaped assessment then notice under section 148 may be issued.

**What steps to be taken when Notice for Section 148 RECEIVED For AY 2013-14?**




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**The new faceless scheme is largely dependent on electronic medium. Taxpayers must therefore update their contact information on the e-filing portal to ensure delivery of notices/ communication.**

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Upon receipt of the notice under section 148, one must carefully file the return of income under the said section. If you do not agree with the reasons provided by the assessing officer for re-opening assessment, then you shall have to make written submissions and pursue your case with the department.

**What is the remedy when assessment order is passed without waiting for assesses response to show cause notice on draft assessment order?**

Passing of order without opportunity of being heard is a violation of the principle of natural justice. You must appeal against the order passed on this ground.

**Notices are being directly sent on Income tax portal without sending any intimation through email or SMS. We also find the IT portal not so user friendly to track the latest notices. We missed couple of deadlines due to this. If they have not sent the notice on email or post, do the assesseees have any protection for not meeting the deadlines?**

The new faceless scheme is largely dependent on electronic medium. Taxpayers must therefore update their contact information on the e-filing portal to ensure delivery of notices/ communication. Taxpayers can register grievances regarding notices on the mail ID: [feedback.notice.neac@incometax.gov.in](mailto:feedback.notice.neac@incometax.gov.in)

**Would equalisation levy apply in case using ERP which gives access to Vendors for PO and submitting invoices?**

The provisions governing Equalisation levy are so widely worded, that any transaction or contract that is entered into and concluded through a digital platform, may be captured in its wide ambit. In the absence of the definition of the word 'platform', orders placed by subsidiaries of a non-resident operator via ERP/ intranet facility/ email could potentially be covered in the wide realm of Equalisation Levy.

The program was attended by more than 600 industry members and highly praised by the participants.

# Building the ultimate e-Invoicing strategy for your organization

ASSOCHAM in association with ClearTax did a live 'e-Invoicing Leadership Summit' to provide solution to all the pressing questions about e-Invoicing and build an ultimate e-Invoicing strategy for the corporates.

The program was addressed by eminent experts from tax profession including Shri J.K. Mittal, Co-chairman, National Council on Indirect Taxes, ASSOCHAM, CA Bimal Jain, Renowned GST and e-Invoicing speaker, CA. Abhishek Raja Ram, Renowned GST and e-Invoicing speaker & CA. Surbhi Punshi, Indirect Tax Expert, ClearTax.



The detailed insights from eminent experts were provided during the panel discussion which majorly discusses the following:

1. What would be the top suggestions for an effective and smooth e-invoicing process?

a. Legal

- Transactions covered under e-invoice
- Legal Provisions
- Applicable Rules and the start timelines
- Understanding INV 01

b. Implementation process

- Study existing system
- Understand the changes required in the current software
- Mapping the Invoice fields with INV 01

c. Go live test

- Check NIC Connection
- Understanding difference between Trial portal and Live portal
- User Training
- Who has to do the process
- Steps ( Invoice preparation, approval, generation , document issuance)

d. Exception Handling

- Invoice not generated
- Wrongly generated
- System failure
- etc

**2. What is the primary business risk that any organisation runs with non-complying with the e-invoicing system?**

- Penalty under sec 122 (ii) if taxpayer issues any invoice or bill without supply of goods or services or both in violation of the provisions of this Act or the rules made there under amounting to Rs.10,000 per invoice;
- Rule 48 (5) Every invoice issued by a person to whom sub-rule (4) applies in any manner other than the manner specified in the said sub-rule **shall not** be treated as an invoice.

**3. What are some of the challenges that taxpayers are still facing while generating e-invoices?**

- a. When using Government Tool
- Lack of usage knowledge
  - Wrong PIN Code



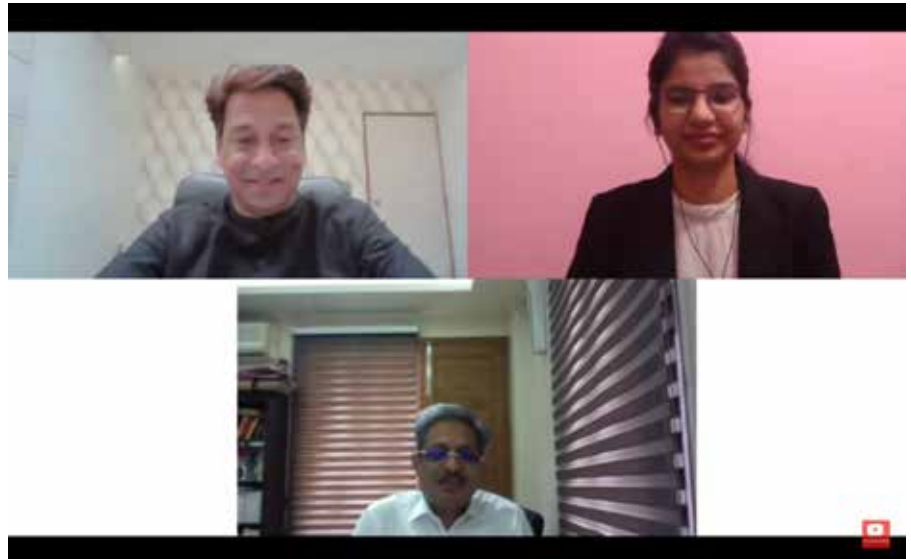
- GSTIN of recipient missing
- Schema validation error, use of special characters

b. When using 3rd party tools

- Insufficient testing
- Wrong system configuration
- Wrong Ledger Configuration i.e for GST, TCS
- Incorrect data provided/Data not provided i.e HSN,Tax Rates

c. Self generated in-house application

- Long implementation time for special cases like RCM, Export/supply to SEZ with pay, Transaction with Cost + or Cost -



**4. What are still some of the issues that need to be addressed by the GSTN with regard to e-invoicing?**

- More education to users
- Documentation on handling exception

- When NIC system is down
- Error in the way bill when goods are on move
- Movement of goods 15 days after generation of part A
- Error in printing of QR Code
- Reconciliation of
  - Invoices that flown into GSTR 1 and those not considered for GSTR 1
  - Error in posting to GSTR 1 and what the user must do
- Handling special transactions
  - RCM, Export/supply to SEZ with pay, Transaction with Cost + or Cost -
  - TCS
  - Multiple local Non GST Cess

c. Bring back e invoice data

- If any entry is corrected, e

invoice flag gets deleted and if anyone executes one erroneous step then how to undo i.e restore back the original entry, is not given in the advisory

**5. As e-invoicing is still a very new concept, how can businesses train their employees to get onboard and adopt this reform?**

- India has very quick adoption / learning curve to changes
- E-Invoice is although specialized but is not as complicated as GST
- Steps to follow by corporates
  - If affordability exists - Hire a specialised consultant to train the staff.
  - Else - attend as many as free/paid webinars that exists
  - Learning all the concepts are very important
  - Get the user manuals printed
  - Iteration in the finance team is common have a process to train the new ones too

**6. Tax reporting is said to get simpler with e-invoicing due to the auto-population of data. However, the onus of reporting still lies on the taxpayer. What are the steps that taxpayers can take to ensure that**

**they stay compliant?**

- Testing of the e invoice application
- External Audit of e invoice process
- As per the advisory on autopopulation issued by GSTN - Other than the auto populated data from e-Invoicing user needs to modify/update where the details auto-populated from e-invoices are not as per the actual invoice issued
- Source in GSTR1 from e-Invoicing and to the recipient in his GSTR 2A
- Cancelled e-Invoices, auto population

**7. What has been the biggest impact in the pay-to-procure cycle that e-invoicing has brought about?**

- Confidence of the buyer for ITC credit in procurement i.e presence of QR code on invoice
- Auto posting of the purchase transaction for approval

**8. What will happen if I have issued an e-invoice and later realised that it contains incorrect information. But 24 hours has already passed and I cannot cancel it now.**

- Cancellation is a good solution,



and reliable.

- d. Training the operating teams is also essential.
- e. Always do a cost-to-benefit analysis before choosing any option.
- f. <Anything out of experience>

**12. We see that the cost of systems integration or API integration for small businesses is still huge which may deter them from using it for GST compliance. However, integration will help in plugging data gaps, ensures accuracy of GST returns filed, makes reconciliation a lot easier for taxpayers. How, can this be fixed?**

- a. The cost of non-compliance is higher than that of being compliant
- b. With the e-invoicing system expanding, API integration is becoming more heard of, even though it was prevalent and used by few large enterprises and GSPs for other GST compliances.
- c. There is a need for the Government to step up and advocate for a maximum reach of API uses and benefits to the small and medium businesses.
- d. It would be interesting to watch out for private banks partnering with service providers to provide easy tax compliance solutions to businesses at affordable prices (Eg: Yes bank partnering with ClearTax <https://yourstory.com/2021/03/can-going-digital-help-msmes-ace-tax-compliance-challenge-experts-weigh-in>)
- e. <personal experience about API integration in GST compliances>

**13. How to join the system after the implementation date in less time?**

- a. The taxpayer can make use of the excel based bulk generation tool

but unfortunately its window is 24 hours

- b. Possibility of issue of credit note/ Debit note
- c. Passing the transaction to exception handling journal to remove it from GSTR

**9. What are the GST return reconciliation issues faced by businesses due to e-Invoicing?**

- a. The issue of credit notes and debit notes against invoices for any correction later on must be reconciled regularly and tracked through.
- b. Increase in documentation for subsequent amendments must be managed well
- c. Variations in reporting time can lead to invoices being split over to subsequent month's GSTR-1
- d. Handling the cases where B2B transactions are generated as B2C invoices or vice versa.

**10. What are the best e-Invoicing practices for businesses?**

- a. Create a master data repository for various heads such as GSTIN, supplier and recipient name, address, country, city, products, units of measurement, etc.
- b. Enter data accurately to avoid cancellation hassles.

c. Extend support to your vendors and dealers for e-invoicing.

- d. Keep a regular check on government NIC portal updates.
- e. Do not enable print command without generating the Invoice Reference Number
- f. Do not have automatic ERP system updates, especially when you choose integration.
- g. Do not miss on reporting any additional information required to generate e-way bills for exports apart from what is required for the e-invoices. h. Do not enter the same Pincode for 'Bill to' as that of 'Dispatch from' while raising e-invoice along with the e-way bill.

**11. We have seen that a larger number of MSMEs do not have IT systems set up for e-Invoicing. What would you like to advise such businesses and how can they begin for the change?**

- a. e-Invoicing will ultimately apply to all businesses in the years to come.
- b. They can begin by moving billing to electronic systems across their establishments in India.
- c. Going for a cloud based system is a better solution to start with as it is convenient, secure, affordable,

known as GePP tool available on the e-invoice portal as a temporary fix for IRN generation.

- b. Meanwhile they must figure out a permanent and feasible solution which can be by integrating their ERP system with the IRP either directly or via ASP-GSP where sufficient testing can be done.

**14. What can be the learnings from businesses with a turnover of more than Rs.100 crore, in the second phase and what's the best strategy for businesses joining in the third phase?**

- a. Advanced preparation and sufficient testing is key to a smooth implementation of the e-invoicing system in the organisation.
- b. Having a dedicated owner and teams and training to address e-invoicing implementation will allow faster and smooth implementation of the system.
- c. Initially, there were teething issues especially when there were frequent developments in the law around the e-invoicing implementation, such as changes to the e-invoice schema.
- d. Choosing the e-invoicing integration mode best suited for the business was an important task for the IT teams.
- e. Change management requires time and cooperation from the people within the organisation-training
- f. Sandbox testing and system testing are equally important and should not be missed out on. Otherwise, there can be deficiencies in the processes that can hurt the business in terms of credibility and money.
- g. In the case of small businesses, isolation of two or more business

processes from invoicing will lead to inefficiencies and prone to errors. Need to have an ERP or at a minimum, a system or record which is the source of truth, in place, before e-Invoicing is adopted.

- h. e-invoicing system has been stable so far which has helped in a quick adoption among ASPs and businesses - also apart from being mandatory by law, the near term benefit of streamlining of compliances like GST filing and EWB generation are well insight; and there's a longer-term potential benefit of business process efficiencies.



**15. The GST laws are ever changing. Further, there can be system updates and new releases. In such scenarios, what should the organisation do?**

- a. e-Invoicing regulations are changing regularly. As these changes occur, they may require updates to your solution to ensure that it remains compliant with local laws and that it fulfils the requirements of local tax authorities.
- b. The e-invoicing solution should include a facility to ensure that the system is always updated to reflect the latest changes in the regulations.
- c. But direct system updates in case of API integration is not advisable as it can have other repercussions or break the integration as well.
- d. Only an authorised admin or an authorised IT personnel should handle this, after checking the

change log, and the effects of installing updates on the data dictionary, data flows and integrations already in place.

- e. Hence, It is advantageous to use the Application Service Providers- GST Suvidha Providers (ASP-GSP) as your medium to integrate as it will ensure that system updates by the government are incorporated within minimal time.
- f. Moreover, there are source validations already in place by ASPs which help users avoid re-entries and cancellations.

**16. There are inconsistencies in the validations on the e-way bill portal versus the e-invoice portal. How to fix this?**

- a. The government has mandated to enter the shipping port code for export in case of e-way bills, whereas this information is not mandatory to be entered for IRN generation. The users must ensure that mandatory information asked for e-way bills is earmarked as mandatory while generating IRN too so that their entries are not missed out. The use of an ASP-GSP such as ClearTax will ensure that such validations are taken care of.
- b. There can be situations when the Pincode for 'bill to' and 'dispatch from' is the same. In such a case, the distance cannot be null or zero for e-way bill generation. He can manually edit the distance before generating the e-way bill for that invoice directly on the e-way bill portal (either from the ERP via API or on the web portal). In such cases, that invoice must be marked only for IRN generation and not for e-way bill on the billing or ERP system.



# Amendments in GST: Impact of the amendments and way forward

The Finance Bill 2021 proposed certain changes in CGST Act, 2017 and IGST Act, 2017 to track input credit frauds and to secure Government incomes. Few amendments will be applicable from retrospective effect, while there are further clarifications on the some of the clauses or sections, also some of the sections are amended or added or deleted.



To update the Industry about the impact of the amendments and way forward, ASSOCHAM organized a webinar on 'Amendments in GST from the Union Budget 2021 & its impact on the Industry' on 18th March 2021.

The speaker at the webinar includes eminent tax experts such as Shri. Pratik Jain, Chairman, National Council of Indirect Taxes, ASSOCHAM, Shri J K Mittal, Co-chairman, National Council of Indirect Taxes, ASSOCHAM & Shri Ritesh Kanodia, Co-chairman, National Council of Indirect

Taxes, ASSOCHAM who shared their important views with the participants.

The in-depth discussion was held on the following topics:



• The coverage of the expression supply has been further enhanced – Section 7 of the

CGST Act : (Clause 99 of the Finance Bill)

- Additional eligibility condition to avail ITC – Section 16 of the CGST Act: ( Clause 100 of the Finance Bill)
- Audit under GST has been scrapped – Section 35 of the CGST Act: ( Clause 101 of the Finance Bill)
- Filing of Annual return on self certification basis – Section 44 of the CGST Act: ( Clause 102 of the Finance Bill)
- Interest on Net Cash Liability – Section 50 of the CGST Act : ( Clause 103 of the Finance Bill)
- Separate recovery of tax proceeding in Transit checking – Section 74 of the CGST Act: ( Clause 104 of the Finance Bill)
- "Self-assessed Tax" clarified – Section 75 of the CGST Act: ( Clause 105 of the Finance Bill)
- Validity period of attachment one year – Section 83 of the CGST Act: (Clause 106 of the Finance Bill)
- Pre-deposit of 25% of penalty for filing Appeal – Section 107 of the CGST Act: (Clause 107 of the Finance Bill)
- Delink the proceedings in transit for detention – Section 129 of the

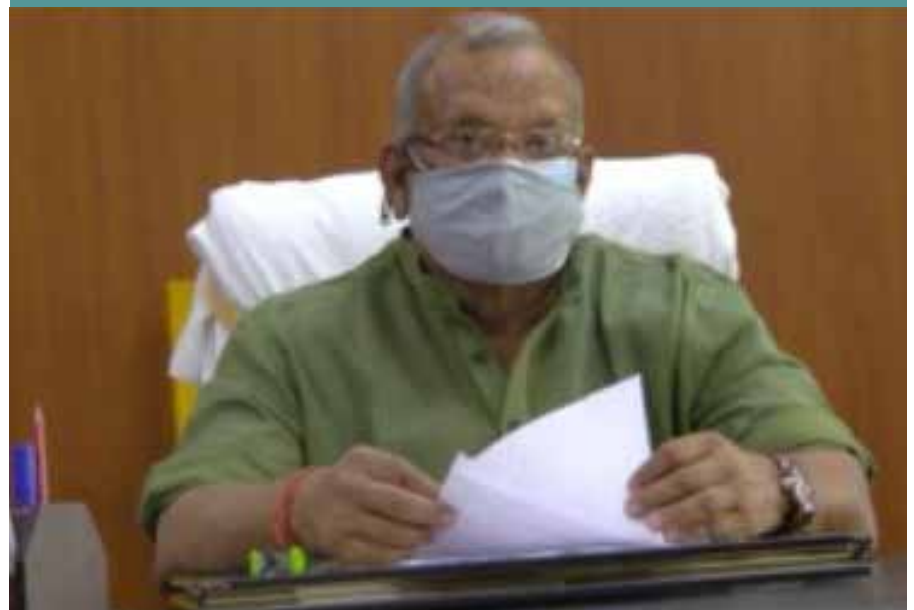


# Light on the Ever Growing Need of Sustainability

Nature has always nurtured us from the beginning and being born in a country with such culture we must return to the nature and the whole mankind buy creating a sustainable environment for all of us. Every individual must fulfill their own part creating an eco space for the development of all.

CGST Act: ( Clause 108 of the Finance Bill)

- Delink the proceedings in transit for confiscation – Section 130 of the CGST Act: ( Clause 109 of the Finance Bill)
- Jurisdictional Commissioner empowered to collect information-section 151 of the CGST Act:(Clause 110 of the Finance Bill)
- Opportunity of hearing made mandatory for the purposes of proceeding- Section 152 of the CGST Act: (Clause 111 of the Finance Bill)
- Jurisdictional Commissioner empowered to collect information- Section 168 of the CGST Act: (Clause 112 of the Finance Bill)
- Schedule II to the CGST Act omitted – Section 7 of the CGST Act: (Clause 113 of the Finance Bill)
- Zero Rate Supply to SEZ as well as refund of ITC for Zero Rate Supply and restriction to make Zero Rates Supply on payments IGST and claim of Refund of ITC,provisions amended/overhauled – Section 16 of the IGST Act: ( Clause 114 of the Finance Bill).



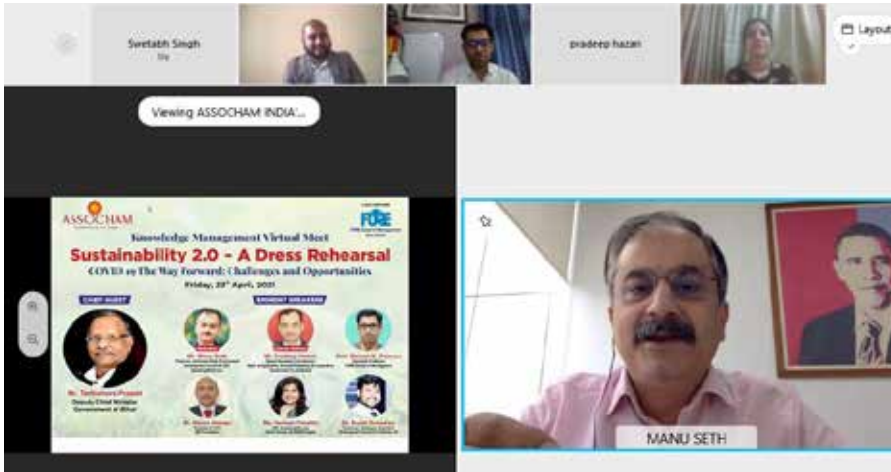
**A** webinar was hosted by ASSOCHAM to put light on the ever growing need of sustainability which has become more eminent in these COVID affected times. The event was graced by the presence of Mr. Tarkishore Prashad, Deputy Chief Minister, Bihar where he shared his views. Alongside our special addressee was Mr. Pradip Hazari, Deptt. Of Agriculture, Government of Jharkhand who explained the whole scenario efficiently. Some other eminent speakers were also present such as Mr. Manu Seth, Mr.

Basant K Potnuru, Mr. Joseph Nixon, Ms Neelam Pandita, Mr. Sumeet Susheelan and Mr. Bharat Jaiswal.

## **Mr. Pradip Hazari**

What is the basic meaning of Sustainability?

The ability to maintain, something at a rate with the challenges, including the pandemic. So how to sustain in this difficult times. Where to focus? Concentrating and analyzing through the last year issues and challenges to come with an idea. Technology with day to day measures. 4 major



points to be analyzed and focus. 4C's- Change, Cope, Challenge and Cost benefit analysis.

1. How we change and adapt to the new work environment?
2. What we have done to cope up with this situation?
3. What challenges we have faced in changing?
4. Cost benefit analysis. Is it beneficial to continue in this mode?

Answers:

1. Seating, Meeting and Eating to the Virtual/Digital mode of working.
2. Moved to the technological aspect, adopting these platforms.
3. Mind apprehension, Resistance to change
4. Last year 90 meetings were held out of which 80 on virtual platform. Meetings were focus and concise, to the point. No rush in life, anywhere at anytime availability. New policies to be made keeping in mind the sustainability of pandemic.

Last 5 years avg. expenditure- 54% against the total budget  
Last Year expenditure- 59% against this year budget.

So, the sustainability system has to

be made for the long term. Therefore sustainability is being forced by the nature and we will sustain as we have always.

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**Sustainability is yet too far from the ground level and we are working on it together. Keeping this topic away from any political and economical point of view but more towards a human point of view.**

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**Mr. Tarkeshwar Prasad**

Nature has always nurtured us from the beginning and being born in a country with such culture we must return to the nature and the whole mankind buy creating a sustainable environment for all of us. Every individual must fulfill their own part creating an eco space for the development of all. We are now returning to the old ways of life recreating the natural and ayurvedic means to develop and sustain. Sustainability is yet too far from the ground level and we are working on

it together. Keeping this topic away from any political and economical point of view but more towards a human point of view.

Addressing the youth there are plenty of opportunities to grow and sustain. Look forward to the goal and work towards it achievement for the whole society, nation. He is always available to guide the youth and will lead the initiatives, we just have to move forward in the same direction as a whole.

**Mr. Joseph Nixon**

Focusing more towards the influence of youth, attend more webinars/ seminars and creating a panel for providing knowledge. Needs of the vulnerable becomes more urgent priority covering migrant labours and the floor class workers. CSR is a key to the development and overcoming of this crisis. A new challenge has been posed by the COVID 19 and the need has been more prolonging than ever. A step back and revising for more thoughtful models for CSR. Now the 2<sup>nd</sup> wave have totally disrupted and sent us to backseat. We have to come up with more efficient and deliverable model to gain result in more tangible terms. Develop ecosystem for entrepreneurs.

**Mr. Basant K Potnuru**

Key points:

- Impact and what we can do now is split into 4-5 year plan needs to be thought and how can it be implemented.
- Positives and Negatives of the whole scenario with and beyond covid-19 pandemic.

**Ms. Neelam Pandita**

Focusing on innovations and workforce challenges even after the



situation improves. Skill plays a major role inclusive of education to create a sustainable atmosphere and perspective. CSR of the industries and corporate needs to re structure themselves for more effective allocation of resources to develop on each and every aspect.

**Mr. Sumeet Susheelan**

Times are changing at an unbelievable rate for the past 2 years. Skill development needs to focus more on the practical approach but the pandemic situation is preventing it. Loans for new companies and SMEs need to be thought thoroughly as everyone is facing losses. An entire new model needs to be created such as Virtual Reality but that too isn't cent percent effective. Suggesting

a particular team/division to fight situations like these pandemic

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**Now the 2nd wave has totally disrupted and sent us to backseat. We have to come up with more efficient and deliverable model to gain result in more tangible terms. Develop ecosystem for entrepreneurs.**

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because its not the last time a pandemic is here. Challenges are

limitless we need to come up with a policy keeping in mind future.

**Mr. Manu Seth**

In today's scenario, we are said to be the youngest country, with the average age of population being 29 years. The students, teachers, professors community are coping up in the scenario to impart knowledge and how they should create a healthy atmosphere for sustainable development.

Talked about SMEs, Climate change, Education, Energy and Economy and how some of the areas need more focus than the other as how they could be a key driver towards the sustainability of the nation and to an individual.



# Entrepreneurship Development

**W**ith many countries facing economic challenges across the globe, it has become important that greater entrepreneurial activity be incorporated by the governments. There is a direct relation between entrepreneurial activity and economic development. Governments across the globe are highly recognizing the positive impact of new businesses on the employment levels and other social and economic growth. Entrepreneurs and businesses form an essential part of the society. Entrepreneurs play an important role in bringing up the society in terms of financial and human resources.

The students of the present generation look out to become their own bosses and aspire to invent new things. Entrepreneurship must be made a part of education just as science, mathematics, technology and language form a part of education.

Keeping this important aspect in mind ASSOCHAM the apex body of industry & commerce of India organized "Knowledge Management Virtual Meet on Entrepreneurship Development" on 10th April 2021 at 6 PM.

Event started with Welcome Address by Mr. Bharat Jaiswal, Regional Director ASSOCHAM.

Key Note Address was given by Ms. Nisha Oraon Singhmarr, IRS, Director, Depat. Of Agriculture, Govt. of Jharkhand.

Industry leaders also shared their views on the subject, name:

Mr, CB Chakraborty, Vice President, Amway India Pvt. Ltd

Mr. Sanjai Singh, Director, Centre of Technology & Entrepreneurship Development

Mr. Sandip Mukherjee, CO-Chairman JSDC, FAD Development Council

The event was mainly focused on college students and it was well attended by over 130 students & entrepreneurs.



# Entrepreneurship Development Institute of India, Ahmedabad



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\* Course nomenclature subject to AICTE approval

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