



WEBINAR WITH SH. NITIN GADKARI ON MAY 22 AMID COVID 19 TO DISCUSS BUSINESS ISSUES

## MCircle discusses Industry Issues amid Pandemic

By Ravhee Laddha, Chennai  
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Smart Circle in association with FMMMA organized a webinar with Sh. Nitin Gadkari, the Minister for Road Transport & Highways of India and Shipping Ministry of MSME. A list of issues faced by the industry along with suggestions was sent to the Union Minister. The honorable minister conveyed the works and plans being mooted by government and on the issues raised by the group. He assured that his team is looking positively and will sort them. Smart circle proposed to include traders as per part of MSME so that traders can also enjoy the benefits availed by MSME. The NCLT limit increase was another issue for MSME sector. The paper asked for rationalizing duty allocations depending on need and availability of the same materials within the country. He invited the group to come to Delhi for meeting him after the lock down opens to further discuss the solutions. The meeting was

attended by Mcircle members. It was hosted by Sh. Ravhee Laddha with active participation of Sh. Jagdish Sarada and Sh. Kapil Chandak.

## Design Solutions to Industrial Problems

By Shalini Mundada, Pune  
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Mr. Michal Testani from New York, SUNY BINGHAMTON University (BU) and Prof. Prashant Acharya from Vishwakarma University (VU) explained how many problems can be easily solved by creative thinking and applying Design solutions. The workshop took real problems from participants and attempted to solve the problems using Design Techniques and perspective. MIG collaborated with VU and BU with member Sh. Bajrang Lohiya and past president Sh. Anand Karwa playing an important role in materializing this collaboration. Dr. Siddharth Jabade and Sh. Bharat Aggarwal from V.U help facilitate this workshop which was held on 27<sup>th</sup> and 28<sup>th</sup> May 2020.

**BiZCON 2020**  
 INITIATIVE BY MIG PUNE  
 Connect → Create → Collaborate

# BiZCON Bulletin June 2020

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BIZ MAHESHWARI PICKS OF THIS MONTH

Columnist: Shalini Mundada

**CA SACHIN MALPANI**  
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 Designation: MD of Bakelite Food Processing



Sh. Sachin is a young dynamic entrepreneur who seeks perfection in his work. His brain child Bakelite has earned him entrepreneurial award from Maheshwari Pragati Mandal, supply chain award from IIMM etc. He was also honored by MIG for first generation entrepreneurship award.

"Good is not good enough when better is possible"

**CA VIJAY BANWARILAL BHUTADA**  
 (Treasurer MIG Board 20-21)  
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Tax and regulatory advisory in relation to corporate mergers, acquisitions, corporate restructuring, cross-border transactions, joint ventures, succession planning, etc. Always thinks out of box for providing value added solutions to clients. Sh. Vjay is associated with MIG, Mahesh professional Forum, Maheshwari Vidya Pracharak Mandal and CA groups & societies.

"Give back what you want to receive back"

## BiZCON HYDERABAD – DEC 2018

## PPE KIT distribution by MIG

By Shalini Mundada, Pune  
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MIG's past and present working committee collected Rs. 2, 11,000 towards donating PPE kits to government hospitals through government approved centralized collection center. Production of these kits is done by MIG member Sh. Akash Dahad. He was helped by Sh. Rajendra Tapadia, Sh. Dinesh Kothari, Sh. Rahul Dhoot, Sh. Ashwin Chandak, Sh. Mahesh Malpani, Sh. Santosh Rathi and Sh. Lakshmikant Navander from obtaining permission, procedures and arranging transport vehicles.

Sh. Shalimaar Indani, Sh. Sharad Sarada and Dr. Abhijeet Mantri also lent a helping hand for this noble gesture. Till now 700 kits have been supplied to hospitals through MIG, another 700 for police staff and 200 for Doctors. In such times of crisis MIG has proved its worth not only as an organization of industrialists but also as a group of people who think and act for social cause in times of need.

BiZCON is a vision of Sh. Suresh Lakhota, when he was MIG Pune President to "connect – create and collaborate" with its first summit held in Pune in 2015. Its 3<sup>rd</sup> summit took place on 22<sup>nd</sup> Dec 2018 at Marriott Hyderabad in collaboration with Mahesh Foundation. The event was flagged off with the ever effective words of wisdom from **Sh. SS Mundra**, Ex- Deputy Governor RBI. Marked by the dazzling presence of star speakers:

- 1) **Sh. Gopal Kabra**  
MD and G Chairman RR Global
- 2) **Dr. Bithaldas Mundra**  
Chairman Emeritus
- 3) **Sh. Ramesh Damani**  
Chairman D-Mart
- 4) **Sh. Damodar Mall**  
EO Reliance Retail
- 5) **Sh. Akash Moondhra**  
Global CFO of Napers Fintech
- 6) **Sh. Kartikay Baldawa**  
CEO Lxoreal Biomed
- 7) **CS Dr (HC) Mamta Binani**  
Ex-president ICSI
- 8) **Sh. Sanjeev Taparia**  
MD Famycare

**Sh. RAMESH PARTANI**  
(BiZCON Hyderabad Moderator)  
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**Designation:** MD P.I. Interprises & Chairman Ru Education  
Sh. Partani is an internationally renowned spirituality and management coach. Leading corporates take his program on a regular basis and report life-changing improvements in efficiency and work-culture. The clarity in his expressions deeply impact the participants which was seen in his inspirational session in BiZCON 2018.

**CA UMESH KUMAR RATHI**  
(BiZCON Hyderabad Coordinator)  
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**Designation:** Promoter & Group CFO of Shree Group  
Sh. Umesh handles the finances of Shree group which has an annual turnover of over INR 1250 Cr in 2020. When he was the Secretary of Mahesh Foundation Hyderabad wherein he contributed in imparting education to Business community through SP Jain's Management program.

## Collaboration: the mantra to fight covid economic challenge

By Pankaj Jhavar, Pune: [pankaj.zanwar@smartam.in](mailto:pankaj.zanwar@smartam.in) (Winner of Ventures & Mentors BiZCON 2015)

When pandemics spread, they bring on an economic crisis, which is beyond the life of the disease itself. Economic activities have been hampered due to implementation of social distancing — an indispensable bullet in the coronavirus war.

The World Bank and the International Monetary Fund (IMF) warned that the virus is pushing the world economy into a recession worse than that after the 2008 financial crisis. Moody's downgraded India's GDP growth rate forecast for 2020 from 5.5% to 2.5%. A United Nations Conference on Trade and Development (UNCTAD) report titled "The Covid-19 Shock to Developing Countries" pleaded "governments to do whatever it takes" to stop economic contraction becoming a recession or worse, a prolonged depression, and to protect the poorest of the population.

Being a member of the Maheshwari Samaj which has always been at the forefront of economic activity and being an entrepreneur is key mantra of our Samaj. This will help us come out of the situation and we will win in this bad economic situation. However,

winning needs many things to be done the way our ancestors have done in the past. One of the things which I want to focus on is Collaboration. This is a very easy word but difficult to implement. Chinese companies collaborate very well, Example for Biometric or CCTV cameras there are only two or three product Design and Development Companies who develop products and share this technology to multiple manufacturers. These manufacturers further manufacture for multiple brands with small product variation. Instead of competing, these manufacturers further collaborate as they have a common purchase department so they buy the same raw material together, this gives them bargain power to get raw material at low cost. Manufacturers focus more on manufacturing and do not directly do sales and marketing and rely more on Sales/ Marketing companies (Channel partners/ Distributors/ traders) as these sales and marketing companies have multiple products in similar categories so they share resources and customers across domestic & export markets. This is the reason we see Chinese products come at a very cheap rate as they have low development cost, low

raw material cost and shared sales & marketing effort. This can apply to all businesses. If you look at our past generation we were doing Collaboration but we missed this in the last two decades. To start this we should have a business and Industrial group to focus on this aspect. In Pune we have Mahesh Industrial group (MIG) which is a classic example of collaboration. This group focuses more on helping new entrepreneurs and collaborating across businesses to help each other to grow. I was one of the beneficiaries of this as I got funding and an award from MIG BiZCON for my start-up Idea. This Idea has transformed into a big business where we have 100+ employees and have become a leader in Retail automation technology.

Let's start collaborating by sharing developed technologies, Sharing our vendors and customers, Instead of duplicating utilizing skills available in Samaj, sharing manufacturing unit, sharing workplace, sharing even purchase department, and recruitment department etc. Let's collaborate across business at each level to win over current economical battle and become "aatmanirbhar".

## Venture Capital Funding and Indian Economy

By CA Yogesh Birla, Jodhpur: [YogBirla@gmail.com](mailto:YogBirla@gmail.com)

**India-focused Venture Capital (VC) funds** raised approximately \$2.1 billion in year 2019, which was slightly lower than year 2018. Venture Capital fund raising outlook for year 2020 was largely positive among both limited partners and general partners, but it got a big hit due to corona pandemic. Even in the face of worldwide economic uncertainty, year 2019 was the second-most active year globally for venture capital investments. Simultaneously, it was a milestone year for the Indian VC industry too, with \$10 billion in capital deployed, the highest ever and about 54% higher than year 2018. Additionally, India witnessed a 29.5% increase in VC volume over year 2018 as well as larger average deal sizes across all sectors. Major factors considered by VC team, before investing in a Venture:

- An innovative project is essential but within realistic and logical area, venture capitalists seek any project which promises immense growth potential and competitive ability to succeed and sustain in the market.
- Entrepreneurial personality, experience and his management team contribute towards the execution and success of the project, since they utilize the VC's fund the venture capitalist make sure of their major role with managing, working, guiding, and co-coordinating the team towards the right path.
- Good team work, the mantra for modern success stories in the market, holds good for venture capital funding too.

Market characteristics cover the marketability for the product and the competition it faces from other competitors. Returns in the short period depend on the market characteristics of the project hence it is criterion in decision making for capital funding.

About 75% of VC investments in India, during year 2019 were concentrated in four sectors: Fintech, Consumer Tech, Software, SaaS companies and B2B business models. Consumer tech continues to be the largest sector, accounting for approximately 35% of total investments, with several scale deals exceeding \$150 million. Within consumer tech, verticalized e-commerce companies continued to be the largest sub segment, but in addition, there were increased investments in healthcare tech, food tech and education tech. Both SaaS and fintech attracted significant investor interest and activity throughout 2019, with several early-stage and increasingly late-stage deals.

***In conclusion, it must be mentioned; even though obtaining finance from Venture Capital route is rigid, but the kind of experts and resources available with the Venture Capitalist team; success of the VC invested business is better than entrepreneur's independent business management. Get geared up for better structuring your business in emerging Indian economy.***

## Pack right and protect your Metal

By Smriti Baheti, Indore  
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Sh. Rajendra Tapadia, MD Safepack Industries along with Sh. P.K. Tambey, Ex-President Tata Steel BSL held a webinar on June 9<sup>th</sup> to increase technological awareness in order to reduce corrosion and damage of metal products during transit. He shed light on how to measure, calibrate and standardize corrosion protection scale through case studies. The participants learned that right material and method for packing can ensure lesser damage and hence increase profitability and brand value. The webinar marked its success with over 400 participation from 8 countries.

## SHEROES

Columnist: Meghna Kabra, Delhi  
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Women overcome the hurdles of a male dominant society on a daily basis through hard work, intelligent quotient and leadership traits. Here I am exploring some of the Maheshwari Women Entrepreneurs who have proved their worth in the business circle as in other walks of life.

### 1) NANDINI MAHESHWARI



Ms. Nandini is the Director (Business Development) of Uber India & South Asia. A proven global leader with 12+ years of experience in fast growing Technology, Investment Banking and Management consulting Industry. Prior to Uber, she was investment banker at JP Morgan in New York advising clients on M&A and IPO. Her versatility supported her in playing a key role in building and scaling Uber's business in the region.

### 2) PRIYA MAHESHWARI



Studied at the University of Pennsylvania, Ms. Priya worked as a policy expert in New York and later moved to Bangalore and cofounded properji.com in the year 2013. The startup aims at providing transparency and professionalism in the property market. It claims to provide research based facts to guide the buyer to buy the perfect house. In the year 2016 the company was acquired by magicbricks.com.



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