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Auto Registrations up on Discounts, Rural Demand

BRANDS & COMPANIES ▸▸ 14

INDICES TANK, RE SINKS, BONDS GAIN

Foreign Bears Have a New Address: D Street

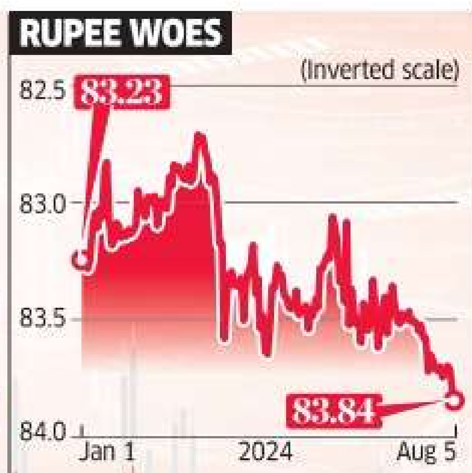
FALL COLLECTION

GLOBAL MARKETS

Index (Country)	% Chg on Monday	% Chg over Aug 1	YTD Returns (%)
Nikkei (Japan)	-12.4	-17.5	-6.1
Kospi (South Korea)	-8.8	-12.1	-8.1
TWSE (Taiwan)	-8.3	-12.4	10.6
STI (Singapore)	-4.0	-5.1	3.2
Nifty (India)	-2.6	-3.8	10.7
Dow Jones (US)*	-2.4	-3.9	5.4
FTSE (UK)	-2.0	-4.0	2.8
DAX (Germany)	-1.8	-5.1	2.4
SSE (China)	-1.5	-2.4	-3.8

Source: Refinitiv; *Till press time

RUPEE WOES



BOND STREET

Yields

6.86%* August 5, 2024

7.05% March 28, 2024

7.31% March 31, 2023

6.84% March 31, 2022

*At lowest level since March 31, 2022

Triggers: US recession fears, Iran-Israel tensions, Japanese stock rout

Our Bureau

Mumbai: Indian equities tumbled and the rupee fell to fresh lows, mirroring the turmoil in global financial markets, as worries about a recession in the US, renewed tensions between Iran and Israel, and the extended rout in Japanese stocks precipitated risk-off sentiment worldwide. Domestic bond yields fell to a 2.5-year low amid expectations the US Federal Reserve may cut interest rates sooner amid growing concerns over a downturn there.

MORE REPORTS ▸▸ PAGE 5

The BSE Sensex dropped 2,222.55 points, or 2.7%, to end at 78,759.40. The NSE Nifty declined 662 points, or 2.7%, to close at 24,055.60. If the Nifty falls below 24,000, the index could decline by another 3-5% this week, said analysts.

US stocks tumbled again on Monday, with S&P 500 index down 2.5% at press time, as investors were spooked by the slowdown in July US jobs data, heightening fears about recession there.

Fear Gauge Jumps 42% ▸▸ 6

Finmin Steps Up West Asia Vigil, Sees No Big Risk Yet ▸▸ 10

ET ANALYSIS It's Too Early To Panic, Let the Froth Flow Out ▸▸ 6

DUES ON SERVICES IMPORTS

₹10,000 Crore GST Cloud Looms on Carriers' Radar

DGGI sends notices to British Airways, Emirates, 8 more foreign airlines

Anuradha Shukla

New Delhi: The Directorate General of Goods and Services Tax Intelligence (DGGI) has sent showcause notices to 10 foreign airlines operating in the country, for alleged non-payment of tax amounting to ₹10,000 crore, officials said. They include British Airways, Lufthansa, Oman Air, Emirates and Singapore Airlines, they said. The notices, sent over the past three days, deal with unpaid tax dues on the import of services by Indian branches from head offices, officials said.

Airlines are not covered by a June 26 circular on valuation of supply of import of services by a related person, where the recipient is eligible for full input tax credit, an official said.

DGGI Sought Segregated List ▸▸ 16

Facing Turbulence

DGGI alleges GST not paid on import of services by branch from head office

July 26 circular does not give protection to airlines, it says

Ineligible as they deal in exempt, non-exempt services

Showcause notices for July 2017 to March 31 this year

2ND INDIAN BIZ GROUP TO GO THE TATA WAY

Motherson JV Set to Join Apple Vendors' Family Circle in India

Aims to operationalise facility with HK-based glass maker BIEL Crystal in July-Sept quarter

Arijit Barman

Mumbai: The Motherson Group is poised to enter the growing Apple supply chain network in India along with Hong Kong-based BIEL Crystal Manufactory, one of the world's largest suppliers of glass for smartphones, said people with knowledge of the matter. This will make the Vivek Chaand Sehgal-led auto component maker the second-largest business group after Tata to become a vendor for Apple as part of Motherson's plan to use its core manufacturing prowess to diversify into other segments.

BIEL was established in 1989 by billionaire Yeung Kin-man in Shenzhen, China, to make watch crystals. The company says it's one of the earliest manufacturers of glass screens for mobile devices, having begun in the early 2000s, when they were made mostly of plastic.

By some estimates, BIEL currently produces glass screens for two of every three iPhones.

Screenshot

BIEL CRYSTAL

One of the top glass makers, parts supplier for smartphones, tablets

Its 2 units have been already approved by Apple in FY23

Key customers: Apple, Samsung, Xiaomi, Lenovo

APPLE

$8b Annual sales in India

5-7% India's current iPhone production

25% Target by 2028

Series of Agreements ▸▸ 6

CONSOLIDATED REVENUE UP 3%

Airtel Beats Estimates, Q1 Profit Jumps 158%

Bharti Airtel's consolidated net profit for Q1 rose more than 2.5x on-year and doubled sequentially on exceptional gain, ARPU growth and lower net finance costs. ▸▸ 14

PMI AT 60.3 VS 60.5 IN JUNE

Services Growth a Tad Slow in July

India's services sector activity accelerated at a slightly slower pace in July against June but remained robust, a private survey showed on Monday. ▸▸ 10

AFTER GETTING ONLY TWO BIDS...

IOC Cancels Tender for Green H_2 Unit Again

For the third time in a row, Indian Oil Corporation (IOC) has scrapped the tender to build the country's first green hydrogen plant at its refinery in Haryana. **Kalpana Pathak** reports. ▸▸ 16

FIRSTCRY RAISES ₹1,886 CRORE FROM ANCHOR INVESTORS ▸▸ PAGE 4

DISQUIET ON THE EASTERN FRONT

BANGLA-DASHED

Sheikh Hasina resigns, flees to India; protesters storm residence; military in charge

AFP

Dipanjan Roy Chaudhury

New Delhi: Sheikh Hasina fled Bangladesh for India on Monday seemingly just ahead of protesters storming their way into the Prime Minister's residence in Dhaka as month-long protests led by students over job quotas boiled over into an uprising. As many as 300 people have been killed since the protest began in July.

A plane carrying Hasina, 76, landed at the Hindon Indian Air Force base just outside the capital as New Delhi worked out a safe passage for its long-standing ally in the region. Her final destination isn't clear. While some reports said she may go into exile in London, there is a possibility that she might depart for a destination in eastern or southern Europe. Belarus may be one of the possible destinations.

Back in Dhaka, the country's army chief General Waker-Uz-Zaman said on state television that, with Sheikh Hasina having resigned, the military would form a caretaker government, following meetings with political parties.

On her arrival in India, Hasina was met by national security adviser Ajit Doval.

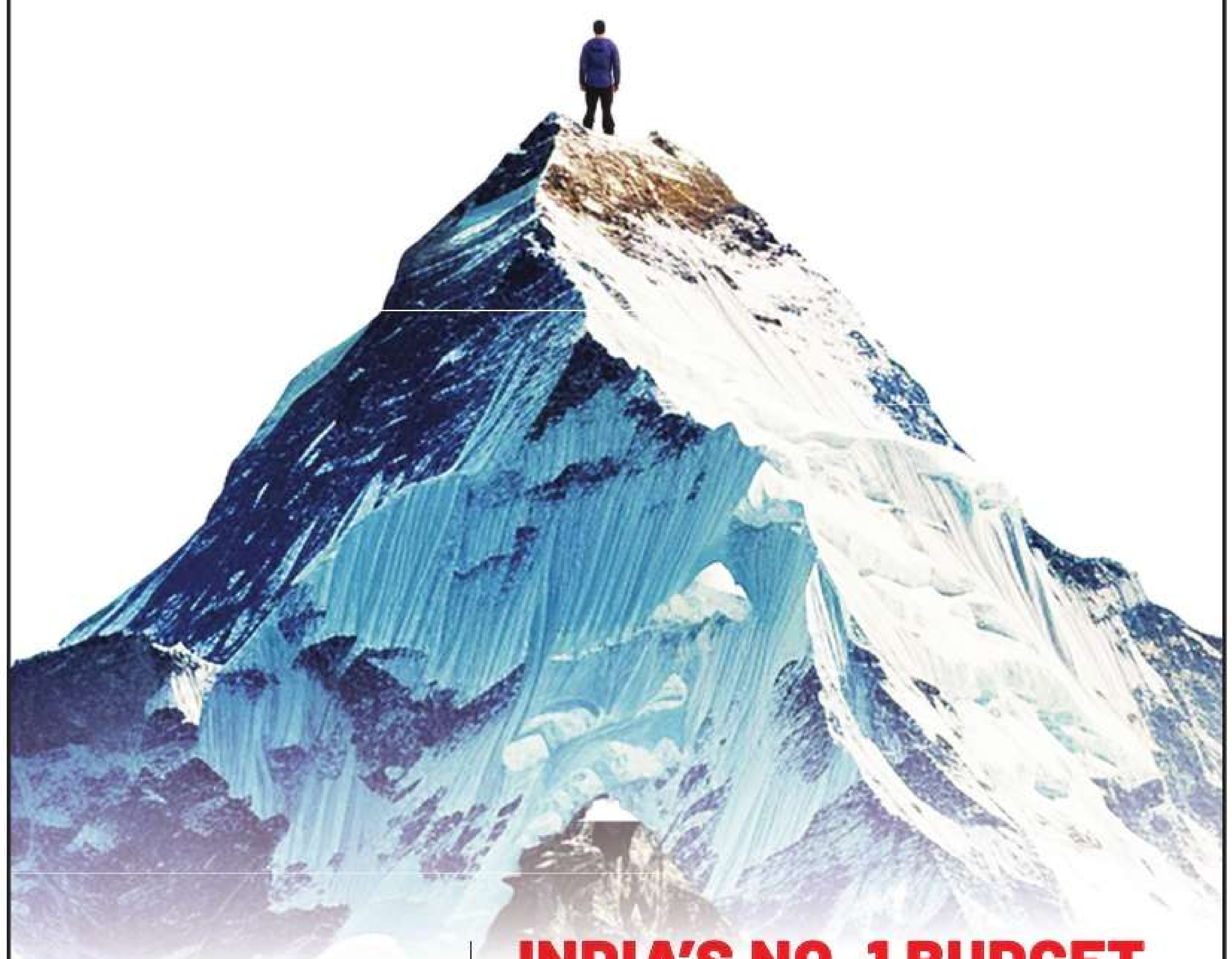
India Keeping Close Watch ▸▸ 16

Indian Exporters Look to Service Orders from Home

Worried about the Bangladesh situation, Indian exporters with manufacturing facilities in both countries are contemplating shifting fulfilment of overseas orders to India to prevent disruption. **Kirtika Suneja** reports. ▸▸ 10

MORE REPORTS ▸▸ PAGES 2, 10

INDIA, SHOW GOODWILL TOWARDS BANGLADESH ▸▸ SEE EDIT



BANGLADESH'S 'FATHER OF THE NATION': THEN & NOW

Mujibur Rahman with PM Indira Gandhi in New Delhi (inset)

Protesters at Bangabandhu Museum, vandalise Rahman's statue

SHEIKH HASINA QUITS, FLEES; PROTESTERS CELEBRATE

Sheikh Hasina (inset) leaves Bangladesh on Monday

Protesters at Hasina's official residence in Dhaka – Photos: File | Agencies

INDIA KEEPS A CLOSE EYE ON GOVERNMENT COMPOSITION AND ARMY'S LIKELY ACTION AGAINST RADICALS

Dhaka Discusses Interim Govt Formation

Dipanjan Roy Chaudhury

New Delhi: Even as Bangladesh Army chief General Waker-Uz-Zaman held a meeting with political leaders to resolve the country's crisis, all eyes were on the composition of the interim government as presence of radical elements in the dispensation may impact the secular character of Bangladesh and Indian interests there.

Bangladesh Nationalist Party leaders Mirza Fakhrul Alamgir and Mirza Abbas, Jatiya Party leaders GM Quader, Mujibul Chunnu and Anisul Islam Mahmud, Hefazat-e-Islam leader Mawlana Mumunul Haque, Dhaka University law department professor Asif Nazrul, Sanghati Andolon leader Zunaid Saki, Hefazat- e-Majlish leader Mufti Syed Mohammad Fazlul Karim, Jamaat-e-Islami Amir Shafiqul Islam Masud and Hamidur Rahman Azad were part of the meeting.

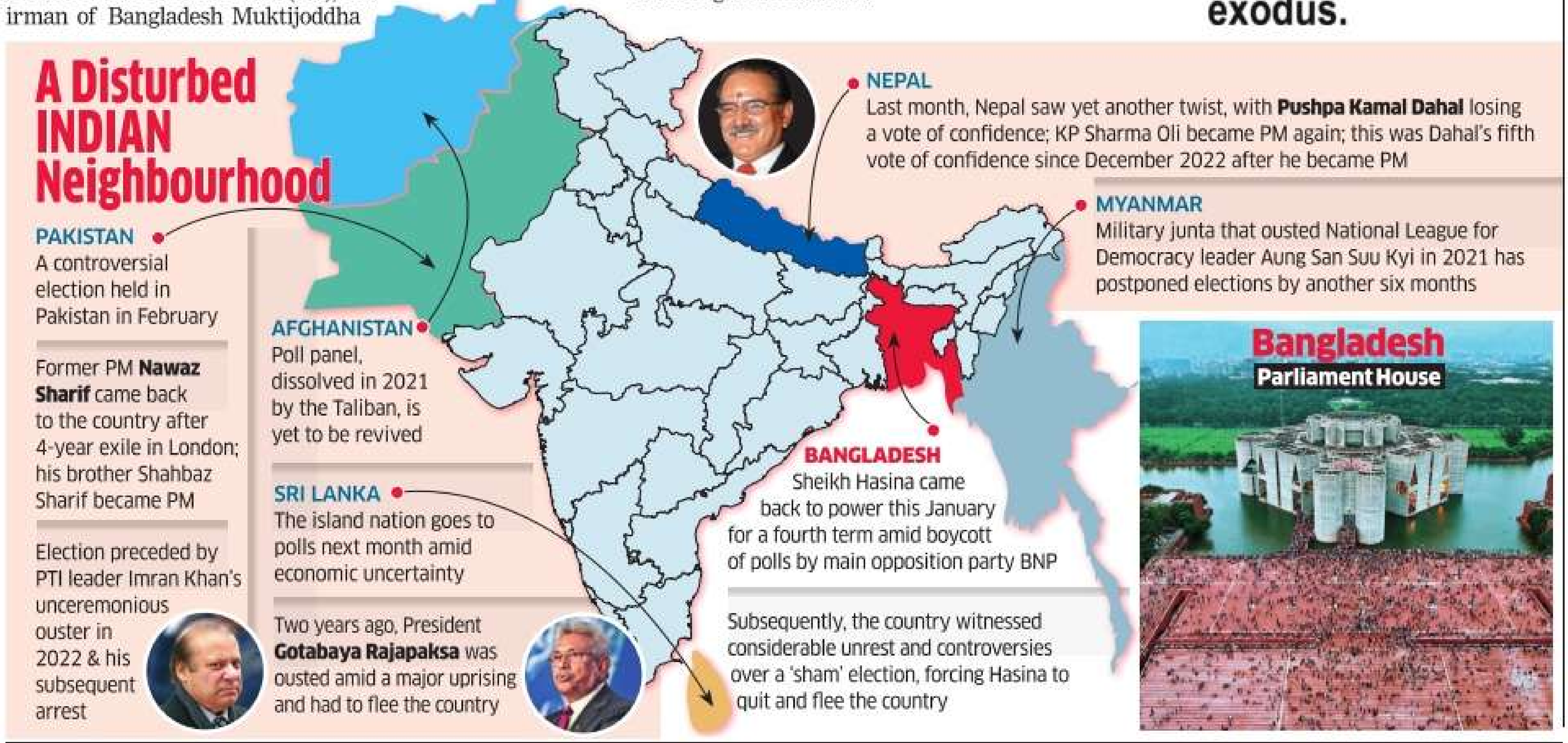
There are reports that eminent jurists, including a former chief justice, a former UN representative and economist, a former governor of the nation's central bank and a Dhaka University professor may be part of the interim government. General Iqbal Karim Bhuiyan (rtd), former Chief of Army Staff (2012-2015) and Maj Gen Golam Helal Morshed Khan (rtd), chairman of Bangladesh Muktijoddha Sangsad could also be part of the interim government. In the meeting, a decision was taken to formulate the process and outline of forming an interim government before calling on the President. The tenure of the interim government and its mandate is not yet clear. The composition of the interim government is also being negotiated.

Delhi is keeping a watch on the formation of the interim administration that may have any impact on Indian interests and various India-funded projects in Bangladesh. Sources said drawing a parallel between this interim government and the one between 2007-08 would not be prudent at this stage.

After the meeting in a press briefing, the Army chief said justice will be ensured for all the killings and injustice. "Keep trust in the Army," he said, calling upon all the protesters to shun the path of violence. At the same time, Gen Zaman said he will sit with the representatives of students and teachers soon, adding that the situation will return to normalcy soon.

The Army chief sought cooperation from people of all classes and professions, including students, irrespective of party affiliations and opinions to this end. However, sources said the Army chief needs to take strict action against radicals.

Hope it will avert an exodus.



Mamata asks People to Maintain Peace and Calm; says will Follow Centre's Instructions

Jayatri Nag

Kolkata: Spreading the message of peace and harmony, West Bengal CM Mamata Banerjee said on Monday that she will follow the Centre's instructions on Bangladesh issue as the matter involves two countries. She asked the people of all communities to maintain peace and calm.

"I plead to people of all communities with folded hands to stay calm and healthy. Don't resort to any communal behaviour and take the law in your hands. Brothers and sisters, the Government of India and Government of Bangladesh will look into the matter. I will follow what the Government of India tells us," Banerjee said.

She urged all political parties and people to prevent posting anything which hampers peace.

"I will request all political party leaders and people across the country and globe to…stay away from posting something which hampers communal harmony here. Let the issue rest in the hands of the central government. We have a government in the country. Don't make any comments which instigates or provokes or creates communal disharmony…," she said.

Rahul Meets Jaishankar in Parliament

Our Political Bureau

New Delhi: Leader of Opposition in the Lok Sabha, Rahul Gandhi, met external affairs minister S Jaishankar in Parliament on Monday afternoon.

Congress sources said the minister and Gandhi discussed the emerging situation in Bangladesh and its implications. Till late evening, the party had made no official comment on the meeting or about the developments in Bangladesh.

WAKER-UZ-ZAMAN RELATED TO SHEIKH HASINA

Bangladesh Army Chief has Cordial Ties with India

Waker-Uz-Zaman's biggest test will be his ability to control the situation

Dipanjan Roy Chaudhury

New Delhi: Bangladesh Army chief General Waker-Uz-Zaman who on Monday came into limelight announcing the resignation of Sheikh Hasina as prime minister following her departure from Dhaka, is related to the Awami League leader and was appointed to the post in June. After Hasina's resignation as the PM, his test will be his capability to maintain law and order.

Zaman, who maintains cordial ties with India, said in a televised address that after discussions with "all political parties", it was decided that an interim government would be formed in Bangladesh. "We will now go to the President of the country where we will discuss the formation of the interim government, form the interim government, and manage the nation," he further said.

Zaman, 58, assumed the duties as Army chief on June 23 for a period of three years, the normal tenure for the position. As the situation in Bangladesh deteriorated over the last few days, it was expected that Zaman may play a big role in restoring law and order amid the mayhem created by Islamists and Jamaat-e-Islami.

Born in Dhaka in 1966, Zaman is married to Sarahnaz Kamalika Zaman, the daughter of General Muhammad Mustafizur Rahman, who served as the Army chief from 1997 to 2000, when Hasina was in power for the first time. Rahman was an uncle of Hasina. Zaman was handpicked by Hasina given the fact he is fair and balanced.

Sources told **ET** that Hasina has

MANAGING NATION

We will now go to the President where we will discuss formation of interim govt, form interim govt and manage the nation: Zaman

always been apprehensive of the role of military in Bangladesh given the fact that her father and founder of Bangladesh Sheikh Mujibur Rahman was assassinated by military officers on August 15, 1975.

Zaman holds an MA degree in defence studies from the National University of Bangladesh and a Master of Arts in defence studies from King's College, London. Before becoming the Army chief, he served as the Chief of General Staff for a little over six months, a role in which he oversaw, among other things, military operations and intelligence, Bangladesh's role in UN peacekeeping operations and budget.

In a career spanning nearly 30 years, he has also worked closely with Hasina, serving as the principal staff officer at the Armed Forces Division under the Prime Minister's Office. Zaman has also been associated with the modernisation of the army.

Endgame Quick; Next Few Days Critical

Most dramatic is that those who took to streets were children of 2000s, far removed from 1971 generation

PANKAJ SARAN

An era in Bangladesh's history has ended. The country has crossed another milestone with the exit of Sheikh Hasina. Ever since its creation in 1971, Bangladesh has seen turbulent changes in government and violent transfers of power, and has yet to find its equilibrium. In this instance, the dust has still to settle down but it is little surprise that the Army has emerged yet again as the saviour of last resort.

The endgame was quick without wasting precious time and loss of more lives. The decision of Army chief Waker-Uz-Zaman to address the nation on August 5 to announce Hasina's resignation as well as the formation of an interim government was timely and the most effective way to reduce tensions and anger. It may not suffice but it is the best shot at restoring control and preventing further anarchy. More importantly, it has avoided any violent end to the person of Hasina. Bangladesh has seen worse.

The next few days will see what shape a new government takes but it is already noteworthy that the parties the Army chief listed as having attended his consultation process began with the Jamaat-e-Islami and included the Bangladesh Nationalist Party, Jatiya Party and representatives of the students, but did not include the erstwhile ruling Awami League. He also repeatedly sought cooperation for return to normalcy. At this point of time, this is the best one can hope for. The Army chief has also given instructions to the army and police that there will be no more shooting. This also is from the playbook of the past.

The mass outpouring is captured in images of students raiding "Ganabhaban' (Hasina's official residence) without any resistance and attacks on the statue of Sheikh Mujibur Rahman, the founding father of Bangladesh. We can expect to see more of this in the coming days. The aftershocks of Hasina's exit on all aspects of Bangladesh's society, polity and economy will reverberate for a long time. What is most dramatic is that those who took to the streets protesting against the Hasina-led government were the children of the 2000s, far removed from the generation of 1971. This is an uncharted territory and will throw up new realities.

> THE FUTURE OF BANGLADESH LIES IN MAINTAINING FRIENDLY AND COOPERATIVE RELATIONS WITH INDIA

There is no easy or quick solution to the causes of the anger and frustration among the youth. Hasina's political opponents grabbed the opportunity that came their way. What could portend trouble in the political vacuum that has been created is the exploitation of genuine grievances by inimical foreign powers, and deviant ideologies. Political opportunism may, however, prove to be short lived.

The events of the past days, and the direction they could take in the coming period are a reminder of the stakes that India, more than any other country in the world, has in the internal stability of Bangladesh. It is hardly surprising that BSF has been put on alert. India has maintained healthy contacts with the Bangladesh armed forces which have benefited from the professionalism they have seen across the border. However, the realities of the two countries are vastly different.

India has the ability to handle such crises as well as the ability to move beyond and look ahead. We have done so in the past and there is no reason to believe we will not do so again. This is the meaning of living in a tough neighbourhood.

The affairs of nations have to go on. The future of Bangladesh lies in maintaining friendly and cooperative relations with India. Bangladesh will occupy a lot of Delhi's attention in the coming days.

The writer is former deputy NSA, ex-high commissioner to Bangladesh

BSF on High Alert Across B'desh Borders; Extra Troops Mobilised

Rahul Tripathi | Bikash Singh

New Delhi | Guwahati: In the wake of the situation in Bangladesh and Sheikh Hasina's resignation as the PM, BSF has sounded high alert across all its formations along the border.

The Union home ministry has rushed BSF director general Daljit Singh Chaudhary to the Indo-Bangladesh border in North 24 Parganas district and Sunderbans area of West Bengal. There are six BSF frontiers on the Indo-Bangladesh Border and more troops have been mobilised in wake of the recent developments, added officials.

According to MHA, total length of the Indo-Bangladesh border is 4,096.7 km, out of which 3,180.653 km has been covered by physical fencing and the remaining is to be covered by physical and non-physical barriers. Among states, West Bengal shares a total of 2,217 km of border with Bangladesh, Tripura 856 km, Meghalaya 443 km, Assam 262 km and Mizoram 318 km.

"The entire stretch consists of plains, riverine belts, hills and jungles. There have been some problems in the construction of fencing in certain stretches on this border due to riverine, low lying areas, habitations close to the border, pending land acquisition cases and protests by the border population, which has delayed the completion of the project. The area is heavily populated and is cultivated right up to the border," said an official on the condition of anonymity.

DG CHAUDHARY TAKES STOCK

MHA has rushed BSF DG Chaudhary to Indo-Bangladesh border in North 24 Parganas district and Sunderbans area of West Bengal

In a statement, the BSF on Monday said, Chaudhary, Ravi Gandhi, additional director general, Eastern Command, and Maninder Pratap Singh, inspector general, South Bengal made a visit to the border. "The purpose is to review the operational preparedness and strategic deployment of BSF in these important border areas," it said.

"At Dhamakhali, the DG was also apprised about BSF battalion's water border responsibilities along Bangladesh en route to the Floating BOP deployed at T-junction, highlighting the unique challenges of the rainforest and water-rich terrain and the effective measures implemented to tackle border crimes, including smuggling and illegal crossings," the BSF added.

"Our troops are on high alert along the border… We have almost sealed the border," a BSF official said.

Later, Meghalaya imposed a night curfew along the border from 6 pm to 6 am. The state government held a crucial meeting on Monday following the situation in Bangladesh.

THIRD EYE

Never A Dull Moment With This Actor-turned Politician

Malayali actor-turned politician and Union minister Suresh Gopi has been in the news since taking office for committing a few faux pas. Another gaffe happened on Monday when Rajya Sabha chairman Jagdeep Dhankhar called out his name to lay papers related to his ministry. Gopi, who had laid a set of papers on the ministry of petroleum and natural gas a few seconds ago, got up and said he had already done so. Dhankhar said this is about a report – the CAG report on Information Systems Audit of Central Public Enterprises. After some confusion, Gopi re-read the earlier statement (on petroleum ministry) and had to be corrected by the Chair who said the serial number is 3 not 2.

Not Complaining About Extra Work

Some Rajya Sabha members are amused that the Lok Sabha's practice of dispensing with lunch hour and sitting for an extra hour has been implemented in their House too. Speaker Om Birla had made long sittings a regular feature to finish listed business. But Rajya Sabha has half the strength of the Lower House and hence much fewer speakers in any discussion on a bill or an issue. But this gives members more time to speak, hence they are not complaining.

Rare Unanimity on Choices

After a very long time, members of most of the parliamentary standing committees of the Lok Sabha were selected unanimously, without elections. Usually, even within the same party there used to be differences among MPs about the membership of a parliamentary panel. Parliamentary affairs minister Kiren Rijiju has appreciated both the ruling and Opposition sides for smooth formation of the parliamentary committees.

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IT IS A STATUTORY POWER GIVEN TO LG AND NOT AN EXECUTIVE POWER OF GOVT: SC

LG Not Bound by Delhi Govt's Advice on MCD Alderman: SC

Our Political Bureau

FROM DMC ACT

Delhi Municipal Corp Act gives LG power to nominate alderman, hence he does not need Delhi govt nod

LG Vinai Kumar Saxena

BCCL

New Delhi: The Supreme Court on Monday upheld the appointment of ten aldermen by the Lieutenant Governor (LG) of Delhi to the Municipal Corporation of Delhi (MCD) without the aid and advice of the Delhi government's cabinet.

A bench comprising Chief Justice of India (CJI) DY Chandrachud and Justices JB Pardiwala and PS Narasimha ruled that the Delhi LG is not bound by the aid and advice of the Delhi government's cabinet for appointment of aldermen.

The bench added that the LG's powers, to appoint aldermen in the MCD, are derived from the Delhi Municipal Corporation Act and hence the LG need not act as per the aid and advice of the Delhi government.

The judgement further read that "since it was a statutory power given to the LG and not an executive power of the government, the LG was expected to act as per the statutory mandate and not as per the aid and advice of the Delhi Government."

The judgement was delivered on a petition filed by the Delhi government challenging the LG's decision. The bench had reserved its judgement in May last year.

Solicitor General Tushar Mehta, who had appeared on behalf of the LG, argued that the law requires the Delhi LG to do so and it is covered by the exception to Article 239 which empowers the President to administer Union territories.

"It is the law made by the Parliament, it satisfies the discretion exercised by LG since law requires him to do so and falls under the exception of Article 239," the bench ruled.

In its plea, the AAP had claimed that this was the first time since Article 239AA of the Constitution came into effect in 1991 that such a nomination had been made by the LG by completely bypassing the elected government.

According to the Delhi government's petition, the only two courses of action open to the LG were to either accept the proposed names recommended to him for nomination by the elected government or differ with the proposal and refer it to the President.

SC Seeks Survey Data From Bengal Amid OBC List Expansion Row

New Delhi: In a significant development, the Supreme Court on Monday asked the West Bengal government to provide quantifiable data on social and economic backwardness of fresh castes it has included in the Other Backward Classes (OBC) list and on their inadequate representation in public sector jobs.

While issuing notices to the private litigants on a plea of the state government against a Calcutta High Court verdict, the top court also asked West Bengal to file an affidavit giving details of the consultations, if any, conducted by it and the state's backward classes panel before including 37 castes, mostly Muslim groups, in the OBC list.

The HC had on May 22 struck down the OBC status of several castes in West Bengal granted since 2010, holding as illegal the reservation for them in public sector jobs and state-run educational institutions.

A bench comprising Chief Justice D Y Chandrachud and Justices JB Pardiwala and Manoj Misra took note of the submissions of senior advocate Indira Jaising, appearing for the Trinamool Congress-led state government, before issuing notices on the appeal.

DEBATE IN RAJYA SABHA OVER GIVING LEGAL GUARANTEE FOR MSP

Chouhan Says Don't Treat Farmers as Vote Bank; Congress Walks Out

Digvijaya, Chouhan talk about farmers who were killed while the other was CM

Our Political Bureau

Union Minister of Agriculture and Farmers Welfare Shivraj Chouhan speaks in the Rajya Sabha during the Monsoon Session—ANI

New Delhi: Agriculture and farmer welfare minister Shivraj Singh Chouhan and the Congress got into an argument in the Rajya Sabha on Monday on the issue of giving legal status to minimum support price (MSP), with the government and the main opposition charging each other of being anti-farmer. Congress members staged a walkout in protest when Chouhan was replying to a discussion on the working of the agriculture and farmers welfare ministry.

Chouhan, whose reply had not been completed on Friday, was called by chairman Jagdeep Dhankhar to complete his speech. Minutes after the minister started speaking, Digvijaya Singh of the Congress tried to intervene with remarks on the firing on protesting farmers in Mandsaur when Chouhan was the Madhya Pradesh chief minister, which agitated the former.

"The hands of Digvijaya Singh are soiled with the blood of farmers as 23 farmers were killed during his term as chief minister of Madhya Pradesh," Chouhan said.

Surjewala, who had initiated the discussion also tried to speak but was not permitted by the chair.

Congress members staged a walkout after a few minutes as Chouhan praised Prime Minister Narendra Modi for the steps taken for farmer welfare and promotion of agriculture. He claimed that all previous prime ministers had ignored the rights of farmers in their speeches from the ramparts of the Red Fort. Modi, on the other hand, mentioned farmers 17 times in his speech, he said.

"Congress does not wish to promote the welfare of farmers," Chouhan said.

He enumerated the various incidents of firing on protesting farmers across the country in Congress-ruled states over the years.

He also thanked Prime Minister Modi for launching the Digital Krishi Mission.

Dhankhar condemned the manner in which Surjewala had tried to disrupt Chouhan's speech before the Congress staged a walkout.

Chouhan said Congress leaders did not know the basics of agriculture and had no interest in farmers' welfare.

Among the issues highlighted by the minister was natural farming. "There is rampant use of chemicals and fertilisers in farming today and this is affecting crops. These are needed but beyond a limit they are harmful," Chouhan said, adding that there are reports of people being afflicted with cancer. Overuse of chemicals also affects soil fertility, he said.

The minister said that the time has come for natural farming without affecting the yield of crops and that 7.5 lakh hectare land is being used for natural farming for which lakhs of farmers have been trained.

"I urge the opposition not to treat farmers as a vote bank," Chouhan said.

He expressed his willingness to talk to chief ministers on farmer welfare but lamented that there had been no response from them to his proposal.

Agri Minister Misled Rajya Sabha, Considering Privilege Motion: Cong

New Delhi: The Congress on Monday accused Agriculture Minister Shivraj Singh Chouhan of "lying" and "misleading" the Rajya Sabha, especially on the issue of higher minimum support price (MSP) for farmers, and said the Opposition was considering moving a notice for breach of privilege against him.

Addressing the media, Congress leaders Digvijaya Singh and Randeep Surjewala claimed the minister's statement in the House about enhanced MSP was just the opposite to what the Modi government had stated in a 2015 affidavit in court.

"Agriculture minister Shivraj Singh Chouhan's lie was caught red-handed because the Modi government gave an affidavit in the Supreme Court on February 6, 2015, stating that MSP on input costs plus 50% cannot be given to farmers of the country because this will spoil the market. Yet, the Modi government always said that it will give MSP on input costs plus 50%. The agriculture minister said the farmers do not need MSP as they were getting prices over and above MSP on various crops. The conduct, character and face of the Modi government are anti-farmer," said Surjewala.—OPB

DELHI EXCISE CASE

No Relief for Kejriwal From HC

How do you per se infer criminality from a policy decision: SC to agencies on Manish Sisodia's bail plea

Our Political Bureau

High Court rules that it cannot be said that the arrest of Kejriwal by CBI was without justifiable reason

New Delhi: The Delhi High Court on Monday dismissed a plea filed by Delhi chief minister Arvind Kejriwal challenging his arrest by the Central Bureau of Investigation (CBI) in Delhi excise policy case.

The high court ruled that it cannot be said that the arrest of Kejriwal by CBI was without justifiable reason. The court, however, granted the Delhi CM liberty to approach the trial court for appropriate relief and bail.

Kejriwal had petitioned the Delhi HC seeking directions to release him from custody and to quash the entire CBI proceedings against him. Kejriwal had also challenged the trial court observation that his arrest, by the CBI, is not illegal.

The CBI arrested Kejriwal on June 26. The AAP chief was arrested by the Enforcement Directorate (ED) in the same case on March 21. He was in judicial custody (Tihar jail) when the CBI arrested him for questioning.

In a related development, the Supreme Court on Monday verbally questioned the central probe agencies on how they infer criminality from a policy decision of a government.

A division bench comprising Justices BR Gavai and KV Viswanathan put this query verbally to the counsel appearing for the CBI and ED during the resumed hearing of a bail plea filed by former Delhi deputy chief minister Manish Sisodia.

"This has been a raging issue. At this stage of bail, where do you draw the line between policy and criminality? How do you per se infer criminality (in a policy decision)," the bench verbally questioned.

The SC also questioned the agencies on whether allegations that the Delhi excise policy of 2021-22 involved increased profit margins for liquor sellers was enough to indicate that a crime was committed by AAP leader Manish Sisodia.

The bench orally remarked that if mere increase in profit as a consequence of a policy decision is indicative of criminality, then cabinets of elected governments might not be able to discharge their functions.

Sisodia's plea has been posted for resumed hearing next Monday.

DEATH OF UPSC ASPIRANTS

Serving Notices to Govts, SC Says Tuition Centres 'Death Chambers'

Our Political Bureau

New Delhi: The Supreme Court on Monday took suo motu cognisance of an incident involving the accidental death of three UPSC aspirants in a flooded IAS coaching centre basement in Delhi.

A division bench headed by Justice Surya Kant took suo motu note of the incident to look into the safety norms being adhered to by buildings and coaching institutes in Delhi.

"These places have become death chambers. You are taking away the lives of young ones coming from different parts of the country," the bench remarked orally.

It further said that all coaching institutes and centres of Delhi are required to comply with the fire and safety norms under the Master Plan of Delhi, 2021 read with Unified Building Bye Laws of Delhi, 2016.

Taking suo motu cognisance of deaths, SC to look into the safety at coaching institutes

The bench added that coaching institutes can operate online unless there is full compliance of the safety norms and basic norms for dignified life of young ones studying there. "Such norms must include proper ventilation, safety passages, air and light," the top court said.

The SC issued notice to the Centre and Delhi government to furnish details on the safety norms prescribed so far and their compliance.

The suo motu order reads as: "We are not sure as to what effective measures have been taken so far by NCT of Delhi or the Union of India. The recent unfortunate incidents taking away lives of some of the young ones who joined coaching centres for their career pursuits are eye openers for one and all."

It adds: "We therefore deem it appropriate to expand the scope of these proceedings as suo motu to issue notice to Union of India (through ministry of urban affairs) and NCT of Delhi to show cause as to what safety norms have been prescribed so far and if so what is the effective mechanism introduced for their compliance."

Nadda Calls on States to Increase Spending on Healthcare Infrastructure

Our Political Bureau

ANI

New Delhi: Health minister J P Nadda said in the Lok Sabha on Monday a "164% increase" in the budgetary allocation to the health sector demonstrated the top priority the Modi government has accorded to the health and welfare sector. He urged the state governments to spend more on improving healthcare infrastructure.

"We are giving money, but it is not spent. You spend the money, we will allocate more funds if the existing funds are spent," Nadda said, adding that Rs 3,200 crore has been earmarked for the PM-Ayushman Bharat Healthcare Infrastructure Mission.

Kerala MPs staged a walkout, saying govt didn't give a commitment on setting up an AIIMS in their state

Replying to the debate on the demand for grants for the health and family welfare ministry, Nadda listed the increase in the number of All India Institute of Medical Sciences (AIIMS)-like hospitals and government medical colleges, among other things, as example of the government's commitment to expanding the health infrastructure to the benefit of the people across the nation.

"We don't believe in just making announcements. We believe in effective planning, ensuring last-mile delivery, identifying bottlenecks in last-mile delivery and taking steps to remove them," the minister said.

When the All India Trinamool Congress members started protesting, Nadda dared them to tell the House why the West Bengal government had not shared the dengue registry with the Centre. As he was ending his speech, the MPs from Kerala staged a walkout, saying the minister didn't give a commitment on setting up an AIIMS in their state.

Jaya Flares Up After Her Middle Name 'Amitabh' Comes Up Again in RS

Our Political Bureau

IANS

New Delhi: Samajwadi Party member Jaya Bachchan was miffed when Rajya Sabha Chairman Jagdeep Dhankhar called her again by her full official name—Jaya Amitabh Bachchan—and even suggested that by the same logic the name of male members' wives should be added to their name.

During Question Hour in the Rajya Sabha on Monday, Dhankhar announced that Jaya Amitabh Bachchan ask her supplementary question to Urban and Housing Development Minister Manohar Lal. This had happened a few times earlier as well when Deputy Chairman Harivansh and Dhankhar had called her by her official name. Bachchan is into her second term as Rajya Sabha member and was never called by the Chair by her full name before this session.

Dhankhar had suggested a few days ago that Bachchan can follow the laid down rules and make requisite change in her name

Dhankhar had suggested a few days back that Bachchan can follow the laid down rules and make the requisite change in her name. When her full name was called out again on Monday, Bachchan retorted, "Yeh aap logo ne naya drama shuru kiya hai."

She maintained that she is not against this practice but doing so is "incorrect" as the same is not done for men where the name of their spouse is not mentioned with their name.

As the matter continued, Bachchan said, "Inke (Lal's) naam ke age inki patni ka naam bhi laga dijiye." The ex-CM of Haryana, who is single, responded, "I will have to take another birth for it".

Dhankhar added his bit, saying he often introduces himself as Mr Sudesh. When Bachchan did not get his point, the Vice President explained, "that is my wife's name."

Bachchan regretfully replied that she was not aware his wife's name and moved on to ask her supplementary on water logging in Gurgaon.

ALMOST ALL SIX STATES HAVE SOUGHT ESA AREA REDUCTION

No Consensus: Centre Considers Phased Western Ghats Sensitive Area Designation

Anubhuti Vishnoi

FILE PHOTO

New Delhi: The Centre is preparing for a phased procedure to earmark the ecologically sensitive area (ESA) belt in the Western Ghats after almost a decade of failure to reach consensus.

According to sources, the Centre is considering notifying ESA in those states or possibly specific areas in the six states where there is obvious consensus to initiate the ESA process.

Kerala has 9,993.7 sq km ESA, Gujarat 449 sq km, Maharashtra 17,340 sq km, Goa 1,461 sq km, Karnataka 20,668 sq km, and Tamil Nadu 6,914 sq km, according to the July 31 draft notification.

Almost all six states have sought decrease in the aforesaid area and inclusion/exclusion of certain villages during discussions with the panel chaired by former DG Forests Sanjay Kumar.

STATES' STAND

The Centre's five-member expert panel, which is expected to submit its report next month end, has been actively engaging with the six Western Ghat states on discrepancies or information gaps in the draft notification vis a vis ground mapping.

Meetings are being held on a weekly basis to reconcile data as well as suggestions received from the state governments to pave the way for a phased notification process.

The expert panel is clear that every exclusion proposal must be a fool proof one that can pass court scrutiny if necessary. It also wants to maintain the continuity of the Western Ghat ESA and avoid fragmentation to ensure biodiversity protection, ET has gathered.

The phased ESA declarations will, therefor, depend on the extent of data sharing by states to back their proposals.

ET gathers that Maharashtra has shared considerable detail with the panel which will make it easier to address discrepancies (with respect to the Kasturirangan panel recommendations) and address the state's ESA inclusion/exclusion requests.

At the other end of the spectrum is Karnataka which has hardly sent in any information to the expert panel to take ahead the discussions on the 20,668 sq km proposed as ESA for the state. Karnataka, in fact, had taken a strong line on the issue earlier from outrightly rejecting the ESA regime to seeking compensation for imposing ESA restrictions, given its mining interests.

Kerala has also sought even more reduction in ESA area. The Centre had agreed to the previous decrease proposed in the ESA in Kerala from the 12,477 sq km proposed by the Kasturirangan panel to 9,993 sq km.

SC ORDER ON SC SUB-CATEGORISATION

AICC Sits on Fence As Telangana, K'taka Welcome SC Ruling

Congress' Dalit leaders Selja and PL Punia call for legislation to nullify apex court order

CL Manoj

New Delhi: Two senior Congress leaders belonging to the Dalit community — AICC general secretary Kumari Selja and former Chairman of National Commission for SCs PL Punia — have come out against the recent Supreme Court judgement on sub-classification of the Scheduled Castes for reservation as they demanded that the government bring a Constitution Amendment Bill to nullify the apex court order.

PL Punia

BCCL

Kumari Selja

IANS

'WILL DIVIDE DALITS'

SC overlooked the sin of untouchability, will fragment Dalit community, says senior Congress leaders

This comes when the Congress leadership is yet to take a formal position on the SC judgement even as the Congress-led governments in Karnataka and Telangana welcomed the judgement due to local reasons, including the Madiga community pitching for such classification.

Speaking to ET separately, both Selja and Punia argued the SC judgement overlooked the reality of untouchability being the basis for the Constitutionally-guaranteed reservation for Dalits and they apprehended that the judgement will strike at the unity of the Dalit community. They said it is time reservations are extended to judicial appointments also right from the apex court, so that the most deprived sections can have their voice in the judiciary.

"I am committed to every layer of the Dalit community getting the benefits of reservation. However, the recent SC judgement for sub-classifying the SCs into various categories for reservation is absolutely wrong. The judgement strikes at the very strength of the SC community that is our unity, and it will instead fragment our community and weaken our common cause and strength. The SC judgement has treated reservation for Dalits through the narrow lens of economic empowerment, thus completely ignoring the very basis for reservation for SCs — untouchability — which is still prevailing as a social sin," Selja said. "This judgement also goes against the very spirit of BR Ambedkar's call to 'educate, unite and struggle' to Dalits. Parliament should unanimously pass a Constitution Amendment Bill to nullify this judgement. Such judgements also make all of us once again aware of the need for reservation in judicial appointments, from the Supreme Court to the entire judiciary, so that the most deprived will have their voice in the judiciary."

Punia said the SC judgement "is not in the interest of the Dalit community", rather "it will fragment the community." "The government must bring a Constitution Amendment Bill in Parliament to undo this judgement just as the Nehru government brought the first Constitutional Amendment Bill in 1951 to strike down the SC judgement against reservation in the education sector. The reservation for Dalit community is due to social deprivation, due to the practice of untouchability against them and this reservation can't be treated as a tool for only economic empowerment. Therefore, it is wrong to argue that once a generation of Dalits got the benefit of reservation, the next generations should not get it. Dalits are denied social equality and status even when some of them made economic gains. Don't forget that when the then-President Ram Nath Kovind visited the Brahma Temple in Pushkar, he was allowed to sit only at the steps of the temple, not let inside the temple. We routinely come across cases of Dalit grooms being prevented from riding on a horse. Since the SC is speaking about justice, it's high time it favours reservation in judiciary."

BOOST TO INVESTOR SENTIMENT

Bill in Parliament to Bring Policy Stability in Oil & Gas

Oilfields Amendment Bill looks to address several long-held industry concerns

Our Bureau

New Delhi: Oil and gas producers will get policy stability, a scope for international arbitration in case of dispute, and the possibility of a longer lease, according to a Bill introduced in Parliament.

The Oilfields (Regulation and Development) Amendment Bill, 2024, which was introduced in Rajya Sabha on Monday, aims to boost investor sentiment by addressing many long-held concerns.

"The terms and conditions of a petroleum lease shall remain stable during the period of the lease... and shall not be altered to the disadvantage of the lessee during the period of the lease," the Bill has proposed.

Indian and foreign explorers have been demanding stability in policy so that their economic returns are not affected by government actions such as windfall tax. The change in the law will permit the government to formulate rules, which will allow the making of contracts that can shield explorers.

The Bill also allows for a dispute resolution mechanism "in a place within India or outside", which may permit the companies to go for arbitration outside India. This was another key demand by foreign explorers. The amendment is necessary to attract investments in the sector "by creating an investor-friendly environment that promotes ease of doing business…and promotes adequate opportunities for risk mitigation", according to the Bill, which also provides for the government to decide the "terms on which petroleum leases may be merged or combined".

The oil ministry will form rules that may combine the petroleum exploration licence and petroleum mining lease, resulting in longer lease periods and certainty for explorers, an official said.

The proposed law provides for "the unitisation of leases", or joint development of fields, where the reservoir is connected. It also provides for "sharing of production and processing facilities and other infrastructure... by two or more lessees for more efficient development of oilfields".

These proposed changes could help make future oilfield contracts globally competitive, said an industry executive, who didn't want to be named.

The Bill has proposed to replace "mining leases" with "petroleum leases". This, an official said, would help companies get faster green and other regulatory clearances. The impact on forests is much less in the case of petroleum exploration than in mining for other minerals, and the change in nomenclature will help state authorities see that distinction.

The Bill seeks to decriminalise the breach of petroleum law and introduces financial penalties instead.

Govt Mops Up ₹84k cr in Oil Cess over 5 Yrs

NEW DELHI FM Nirmala Sitharaman Monday informed Parliament that the Centre has collected ₹84,306 crore as oil cess in the last five years, with ₹18,500 crore mopped up in FY24 alone. However, it spent ₹180,070 crore over five years for the development of oil industry.

PRIOR TO IPO

FirstCry Raises ₹1,886 crore from Domestic and Foreign Anchors

Our Bureau

Mumbai: Brainbees Solutions, which runs omnichannel kidswear brand FirstCry, closed the anchor portion of its initial public offering (IPO) on Monday with the allocation of shares worth ₹1,885.8 crore to domestic and foreign investors. The shares were allocated at ₹465 apiece at the upper end of the IPO price band, according to information published by the company.

The IPO opens for subscription on August 6 and closes on August 8, according to the company's red herring prospectus (RHP), filed with the Securities and Exchange Board of India. Bids can be made for a minimum of 32 equity shares and in multiples of 32 equity shares thereafter.

Among the entities that participated in the anchor investment round were the government of Singapore, Abu Dhabi Investment Authority, Nomura, Fidelity, SBI Blue Chip Fund, SBI Mutual Fund, ICICI Prudential Mutual Fund, HDFC Mutual Fund, Kotak Mahindra Mutual Fund, Goldman Sachs Funds, SBI Life Insurance, Nordea Asset Management, Max Life Insurance Company Limited, Norges Bank, PSP and Carmignac.

Of the total allocation of 40,555,428 equity shares to anchor investors, 15,160,928 shares were allocated to eight domestic mutual funds through a total of 23 schemes.

The SoftBank and Premji Invest-backed omnichannel retailer for baby and mother care products has adjusted the size of its fresh issue to ₹1,666 crore, 8.2% lower than ₹1,816 crore, disclosed in its draft red herring prospectus (DRHP). However, investors' plan to sell up to 54 million shares through an offer-for-sale (OFS) remains unchanged.

SoftBank-operated SVF Frog intends to sell up to 20.3 million shares of the firm in the IPO through OFS, while Mahindra & Mahindra will sell 2.8 million shares. Others including Premji Invest, TPG Growth, NewQuest Asia Investments, Apricot Investments, Satyadharma Investments and Trading Company, Schroders Capital Private Equity Asia Mauritius, Sage Investment Trust, and Pratithi Investment Trust will also be part-divesting their stakes through the OFS.

The company has been valued at $2.9 billion. This is similar to its last private valuation of $2.8 billion.

In FY24, it reported a 15% growth in operating revenue to ₹6,481 crore, while it reduced losses by 34% to ₹321 crore.

Chana Prices Up 10% Ahead of Festive Season

Prices expected to stay firm due to steady demand for the most consumed pulse in the country

Jayashree Bhosale

Pune: Prices of chana dal have surged up to 10% over the past month amid increased demand for the most consumed pulse in the country ahead of the festive season, according to industry executives. As chana dal is used in a range of sweets and savouries such as laddus, sev and farsan, prices are expected to stay firm, they said.

However, prices of tur dal have fallen about 5% in the past month, offering consumers some relief, the executives said.

According to the Indian Pulses and Grains Association (IPGA), chana prices are expected to stay firm due to steady festival season demand, reduced local supply, limited government stock and low selling interest among stockists.

Large imports of yellow peas have not helped in curbing chana demand, as expected by the government, said industry executives.

"Chana dal prices have increased despite imports of big quantities of yellow peas as the replacement of chana with yellow peas is substantially lower than expected," said Rupesh Rathi, a processor of pulses from Akola in Maharashtra.

However, an expected increase in imports from Africa and Australia by September will prevent a sharp rise in prices, said traders. "Higher domestic prices have made chickpea imports more viable, so an increase in overseas supply is expected, which could prevent significant price hikes," said an IPGA report.

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LOST & FOUND

I, Padmashri Gupta S/D/W/O Kusum Gupta R/O 163/2 First floor Arjun Nagar Safdarjung Enclave New Delhi, have lost my Following Original Property Documents-(1)Original Regd General Power of attorney dated 09.01.1995 Executed by Mr Sudarshan Lal Kapoor in favours of Mrs Renu jai and Mr Ashok Kumar Jai. (2) Original Special power of attorney dated 09.01.1995 Executed by Mr Sudarshan Lal Kapoor in favour of Mrs Renu jai and Mr Ashok Kumar Jai. (3) Original ATS executed by Mr Sudarshan lal Kapoor in favour of Mrs Renu jai and Mr Ashok Kumar Jai in respect of first floor right side of the property. (4) Original Regd Will dated 09.01.1995 executed by Mr Sudarshan lal Kapoor in favour of Mrs Renu jai and Mr Ashok Kumar Jai in respect of first floor right side of the property.

TO be known to all that I, Diya Thadani W/o Naveen Thadani , R/o 412, 2nd Floor, Kohat Enclave, Pitampura, Delhi - 110034 declare that I have lost my original Property Papers I.e. Demand Cum Allotment Letter, Possession Letter, Possession Slip, and perpetual Lease deed issued by DDA in Respect of my DDA Plot No. 476, Area 32 Sq. Mtrs. in Block-A, Pocket-1, Sector-37, Rohini, Delhi-110085 while getting the same photocopied that are not traceable in spite of my best efforts. An NCR in this effect has been lodged vide LR No: 1993218/2024 Date: 02/08/2024. Finder Contact : 9999990209

I, Santosh Agarwal W/o Bharat Lal Sharma R/o Flat No-901, Tower-B Kingswood Court, Crossing Republik, Ghaziabad have lost my original allotment letter for above said property. Finder, Contact 9990365574

I, Raghva Rao Chaganti Pati and Siva Padmaja Chaganti Pati owner of H. No. 396, Sec-3 Faridabad & we had lost original allotments letter, possession letter & conveyance deed & sale deed due to fire in bank for same property address H.No. 396, Sec-3, Faridabad & we will not miss using any documents in future

KJP & Associates hereby inform that Perpetual Lease Deed dated 30.11.1968, bearing document number 7200, pertaining to Property No. 2/1, Block B, Safdarjung Enclave, New Delhi has been misplaced. If anyone finds this document, please contact me on 9650353739.

I Shailendra Singh s/o Naubat Singh have lost my flat Original Allotment Letter for Flat No. D 712, Plot No.11, Prabha Apartment, Sector-23, Dwarka, New Delhi vide FIR LR no 1995315/2024 Contact Shailendra Singh, 9013130075

CHANGE OF NAME

I, Deepak Kumar Hazra alias Deepak Hazra S/o Nimain Charan Hazra R/o 284, GF, sector-6, pocket D-6, Rohini, Delhi-10034 do hereby solemnly affirm and declare that both the names are indicating and referring myself as a same and one identical person, not to difeerent person whatsoever.

I, Bishnumaya, Mother of- JC-676204X Sub Suraj Chhetri, R/o- Vill- Naguru Jote, PO- Nimai, PS- Matigara, Dist- Darjeeling, W.B.– 734010, have changed my name from Bishnumaya to Bishnu Maya Chettri, vide affidavit dated 05/08/2024 before Notary Public Delhi.

I, Suresh S/o Mahadev Ram R/o F-1st, 244-245, Ground Floor, Madangir, New Delhi-110062 have changed my name to Suresh Kundara.

I, Jai Krishan Bansal S/o Mahi Lal Bansal R/o F-37 3rd Floor, Kamla Nagar, Delhi -07 declare that the name of mine has been wrongly written as Jai Kishan Bansal and in my Driving Licence No-DL0120040043677. The actual name of mine is Jai Krishan Bansal respectively which may be amended accordingly.

I, MOUSAMI, D/o Nitai Majumdar residing at RZ-54, Chandan Colony, Saidulajab, Gadai Pur, South Delhi, Delhi-110030 declare that spelling of my name has been wrongly written as MAUSAMI in my IXth and Xth Grade Sheet cum Certificate of Performance. The correct spelling of mine name is MOUSAMI.

I, Balli Mishra W/o Gopal Mishra R/o 59/77 Road No-77 West Punjabi Bagh, Delhi -26 have changed my name to Beli Mishra for all future purposes.

I, Vijendra Kumar Swami R/O A 4 civil lines Delhi have changed my son's name from Aaditya to Aaditya Swami and correct D.O.B. is 29/01/2008.

I, Parveen Sharma S/o Desh Bandhu Sharma R/o 4471/10 2nd floor Jai Mata Market Tri Nagar, North West Delhi 110035 have changed my name to Praveen Sharma, My date of birth is 22/09/1980

I Manisha D/o Shyam Sunder Kashyap R/o D-12, H.No-182, Sector-7, Rohini, Delhi-85 have changed my name to Manisha Kashyap for all purposes.

I, Jyothi Raghu wife of late C Raghu Ramaiah resident of 3-275 Akuthota Street Kota AP-524411 have changed my name from Jyothi Raghu to Chandragiri Jyothi vide Affidavit dated 02082024 at Kota.

I, Varunj Bansal S/o Jai Krishan Bansal R/o F-37 Kamla Nagar, Delhi -07 declare that the name of mine and my father have been wrongly written as Varun Bansal and J K Bansal in my Driving Licence No- P01062004196090. The actual name of mine and my father are Varunj Bansal and Jai Krishan Bansal respectively which may be amended accordingly.

I Farhat Jahan D/o Md Tajuddin R/o H.No-2012, Gali No-3, Kapashera, New Delhi - 37 declare that my correct name is Farhat Jahan & not Farat Jahan which is mentioned in my school records & 10th certificate (Roll No 14281989). I shall hereafter be known as Farhat Jahan.

I, Sunita w/o Pramod Kumar r/o B-12A/22A, Dhawalgiri Apartment, Sector 34, Noida, UP - 201301 have changed my name to Sunita P Kumar for all future purposes.

I, Savitri Devi W/o Shakti Chand R/o Flat No. 67, DDA MIG Flats, Pocket 1, Phase-1, Sector 13, Dwarka, New Delhi 110078 have changed my name to Savetri Devi for all future purposes and my correct date of birth is 01.03.1957.

I, Dhurb Lal S/o Late Sh. R.C. Sharma R/o JG-2/585, Vikaspuri, New Delhi -18, have changed my name from Dhurb Lal to Dhruv Sharma for all purposes.

IT is for gender information that I, Arshdeep Singh S/o Kanwaljit Singh R/o Flat No-487, Gali No-7A, Swatantra Nagar, Narela, North West Delhi, Delhi-110040 declare that name of my father has been wrongly written as Kanwal Jeet Singh in my 10th and 12th Class Educational Documents. The actual name of my father is Kanwaljit Singh.

I, Mamta Rani W/o Ramesh Kumar Budhiraja R/o B-3/89 First Floor, Paschim Vihar, N.Delhi-63 have changed my name to Mamta Budhiraja for all future purposes.

IT is for general information that I, Harsh Kumar S/O Sandeep Kumar R/O Baslambi (130), PO-Baslambi, Distt-Gurgaon, Haryana-122503 declare that name of my father and my mother has been wrongly written as Sandeep and Kamlesh in my 10th & 12th Class Educational Documents and Birth Certificate No-268. The actual name of my father and my mother are Sandeep Kumar and Kamlesh Yadav, which may be amended accordingly.

IT is general information that I, Birju Sharma S/o Sh. Sita Ram Sharma, R/o H.No-C-190, J.J. Colony, Sector-3, Phase-1, Dwarka, NSIT, Dwarka, South West Delhi, Delhi- 110078, declare that name of mine has been wrongly mentioned as Vinod Sharma in my Bank Account & other Record. The actual name of mine is Birju Sharma respectively Which may be amended accordingly.

I, TK Shruthi D/o Karthikeyan R/o F-25/125, Ground Floor, Sector-3, Rohini, Delhi-110085, have changed my name to Shruthi Kartik.

I, Kanwal Deep Arora S/o Late Shri Baldev Raj Arora & Late Smt Raj Rani Arora R/o 8232/Sector-B, Pocket-11, Vasant Kunj, New Delhi-110070 have changed my name Kanwal Deep to Kanwal Deep Arora for all future purposes.

I, Sachin S/o Sh. Jagat Singh R/o 623/6, Vats Colony, Line Par, Bahadurgarh Distt. Jhajjar (Hr.) have changed my name to Sachin Khatri for all future purposes.

I Gobind Ram Mittal S/O, Om Parkash Mittal R/o C 19 Banglow Road Adarsh Nagar Delhi 110033 have changed my name to Ram Avtar Mittal.

I, Krishan Sharma S/o Jagdish Prasad Sharma R/o B-76/2, Suraj Park, Gali No.8, Badli, Delhi-110042, have changed my name to Krishan Kumar Sharma for all purposes.

I, Ishan S/o Vagish Bansal R/o Plot No-23, Upper Ground Floor Pocket 15A, Sector 24, Rohini, Delhi-110085, have changed my name to Ishan Bansal.

I, Ajay Verma S/o Bhushan Lal R/o A-29, First Floor, Amrit Puri, Garhi, East of Kailash, New Delhi-110065, have changed my name from Ajay Verma to Ajay Kumar Verma for all future purposes.

I, Gurbeer Singh s/o Attar Singh R/o H.no.5G/18, NIT Faridabad Haryana have changed my name from Gurbeer Singh to Gurbir Singh for all future purposes.

I, Rekha W/o- No.16013983F Hav Satish Kumar, R/o- Teh-Kalanaur, Ghari Balab, Rohtak, Haryana- 124411, have changed my name from Rekha to Rekha Kumari, vide affidavit dated 05/08/2024 before Notary Public Delhi.

I, Avdhesh Kumar S/o Sh. Ram Sahay R/o K-1/36, Budh Vihar, Phase-1, Delhi-110085 declares that in Educational certificate/Marksheet of my son namely Tarun Kumar Gupta, my name has been mentioned as Avadesh Kumar Gupta whereas my correct name is Avdhesh Kumar.

I, Joslin Eugene S/o Kaithavalappil Mathew Joslin R/o A-11, Ground floor, Southend Floors, Sohna Road, Sector-49, Gurgaon have changed my name to Kaithavalappil Eugene Joslin

IT is for general information that I, Lokman Singh S/O Neksa Ram R/O H-7, Shiv Durga Vihar, Lakkarpur, Surajkund, Faridabad, Haryana-121009 declare that name of mine and my father has been wrongly written as Loka and Naikese in my 10th Class Educational Documents. The actual name of mine and my father are Lokman Singh and Neksa Ram, which may be amended accordingly.

I kusum spouse of pramod kumar resident of F-12 Geetanjali apartment tigri village new Delhi 110062 have changed my name from kusum to kusum Kumari vide affidavit dated 01 Aug 2024 before saket dist court Delhi.

I, Sachin Nagar R/o H.No G-30, Block G, Sector Beta 2, Greater Noida,UP-201306. have changed my minor son's name from Reyansh Nagar to Reyanshveer Nagar for all purposes.

I, Sanjiv Ranjan S/o Dhirendra Singh R/o Ward -9 Mohanpur, Begusarai, Bihar -851131 have changed the name of my minor daughter name from Anjani Kumari alias Anjali Ranjan to Anjali Ranjan for all future purposes.

I, P Gnanamma Wife of Service in Indian Army, Rank- Hav (OPR) Name- Putluru Bala Obulesu C/o 56 APO, I have changed my name from P Gnanamma to Putluru Gnanamma for all purposes

IT is for general information that I Ravi Kanojia S/O Om Prakash R/O H.No-9/17A, 2nd floor, Vijay Nagar Double Story, Dr. Mukherjee Nagar, North West Delhi, Delhi-110009 declare that name of my minor daughter has been wrongly written as Nandini in my minor daughter Nandini Kanojia aged 14 years in her school record. The actual name of my minor daughter is Nandini Kanojia, which may be amended accordingly.

I MRITUNJAY NIDHARIA S/O DEEPAK KUMAR R/O F-20, gali no.3 MCD School, Jaitpur, Badarpur, New Delhi-110044 affirms that: I am Citizen of India, Passport No. is-W3838780, That my name MRITUNJAY NIDHARIA and MRITUNJAY are same and one person.

I Ram Murty Devi W/O, Late Sh. Jai Dev Singh R/o House No. C-33, Pachhaiyan Mohalla, Vill. Chhawla, New Delhi 110071 have changed my name to Ram Murti and corrected my date of birth from 1July 1940 to 1January 1939.

I Meenakshi Dalal D/o Shyam Singh Phougat R/o Flat No .k-171 Gulshan Ikebana Sector 143 Noida, Gautam Buddha Nagar 201301 have changed my name to Minakshi for all purposes.

I, Sonam W/o Sh. Atul Sharma R/o H 68 Shivaji Park, Punjabi Bagh, Delhi-110026, have changed my name to Sonam Sharma after marriage for all future purposes

I, Simran Mazithia W/o Rakesh Kumar R/o 275, UG-4, Sec-4, Vaishali, I.E Sahibabad, Ghaziabad, U.P-201010 have changed my name from Simran Mazithia to Simran.

I, SARTHAK S/O Bijender Kumar Sharma R/O F-24-C, GALI NO. 12, Raja Puri, Uttam Nagar, ND-59, have changed my name to Sarthak Sharma

I, Mahender Singh S/o Mange Ram R/o 977, Pinki Furniture to FSO Office, Bijawasan, New Delhi 110061 declare that Munder Singh and Mahender Singh both are one and same person.

I, Ujjwal S/o Krishan Kumar Sharma R/o B-76/2, Suraj Park, Gali No.8, Badli, Delhi-110042, have changed my name to Ujjwal Sharma for all purposes.

I, Ritu Gupta W/o Vagish Bansal R/o Plot No-23, Upper Ground Floor Pocket 15A, Sector 24, Rohini, Delhi-110085, have changed my name to Ritu Bansal.

I, Yogesh Kumar S/O, Krishan Lal Wadhwa R/o House No. 414/11 Rattan Garden Gurgaon -122011 have changed my name to Yogesh Wadhwa for all purposes.

I, Jyoti Gupta W/o Sudhir Mahajan R/o E-2/25, Shastri Nagar, Delhi-110052 have changed my name to Jyoti Mahajan for all future purposes.

IT is for general information that I, Army No 15721180A, Rank- L/NK, name Jakhale Rajendra Ashok, is resident of Vill-Zapwadi, District-Ahmadnagar, State- Maharashtra- 414607 and presently service in Indian Army, 21 Mtn Div Sig regt, Pin- 917821, C/o 99, APO, declare that I have changed my Son's name from Harsh to Jakhale Harsh Rajendra wide affidavit no, IN-ML03973114390370W dated 01/04/2024 before notary at Meghalaya.

I, Kamla W/o Umashankar, R/o Post-Nagwa, Vill-Sair Bhadurpur, Nagwa, Hardoi, U.P-241304 have changed my name to Laxmi.

I, Tanvi Saraiya W/o Rajiv Bipinchandra Saraiya, R/o B1/628, Tower 17, Silver City, Sector 93, Noida, 201304, have changed my name from Tanvi Saraiya to Tanvi Rajiv Saraiya. Henceforth I would be known by the name of Tanvi Rajiv Saraiya for all future purposes.

I, Jasvender Singh S/o Mohan Singh R/o WZ-548, Rishi Nagar, Rani Bagh, Delhi, changed my name to Jasvinder Singh.

I, No- JC-453380Y Sub Sandeep Kumar residing at Vpo-Katora, Teh- Jawali, Distt- Kangra, Himachal Pradesh-176027, declare that my wife's name is wrongly mentioned as Reena Kumari in my service records and her correct name is Reena Devi for all future purposes vide affidavit before Public Notary Delhi dt 03-08-2024.

I, Shubham S/o Surender Kumar R/o H.no.839/25 ,west Ram Nagar Gali No.1 Sonipat Haryana have changed my name to Shubham Saini for all purposes.

IT is for general information that I, Manpreet Kaur W/o Kanwaljit Singh R/o H.No-487, Gali No-7A, Swatantra Nagar, Narela, North West Delhi, Delhi-110040 declare that name of my husband has been wrongly written as Kamaljit Singh in my minor son Sandeep Singh aged 17 years in his 10th and 12th Class Educational Documents. The actual name of my husband is Kanwaljit Singh.

IT is for general information that I, Sandeep Soni S/O Niranjan Lal Soni R/O E-61, Chankya Place Part-1, Gali No-25, Uttam Nagar, West Delhi, Delhi-110059 declare that name of mine and my father has been wrongly written as Sandeep and Sh Niranjan Lal in my Driving Licence No-PO-4082004401545. The actual name of mine and my father are Sandeep Soni and Niranjan Lal Soni, which may be amended accordingly.

I, Sanjay Kumar Jayswal S/o Yogendra Kumar Jayswal r/o Satya, The Hermitage, Tower - 6, 903, Sector - 103, Gurugram - 122006, have changed my name from Sanjay Kumar Jayswal to Sanjay Kumar Jaiswal for all future purposes.

I, Parameshwari daughter of late C Raghu Ramaiah resident of 3-275 Akuthota Street Kota AP-524411 have changed my name from Parameshwari to Chandragiri Parameshwari vide Affidavit dated 02082024 at Kota.

I, Ramesh Kumar S/o Gopal Dass R/o B-3/89 First Floor, Paschim Vihar, N.Delhi-63 have changed my name to Ramesh Kumar Budhiraja for all future purposes

I, Shahil S/o Mohamad Navi R/o Ghandi Nagar, Bhikiyasin, Almora, Uttarakhand-263667 have changed my name to Shahil Saifi.

I virender kumar S/O Om Pal Singh H.NO.1380 Gali NO. 2 Block-B Sangam Vihar ND 62 Have changed my name virender kumar camy to virender kumar.

I, Meenu Joshia W/o Gaurav Dayal R/o C-1, 2nd Floor, Satyawati Colony Ashok Vihar Phase-3, Delhi-52 have changed my name to Meenu Dayal.

I, Anuradha Verma W/o Jogender Kumar R/o 23A Pankha Road, Mahindra Park, Uttam Nagar, West Delhi, Delhi-110059, have changed my name and shall here after be known as Anuradha.

I, Sunil Kumar, Father of- No.10136907L RFN Mohit, R/o-1706, Pana Milhan Nahri (232), PO- Nahri, Dist- Sonipat, Haryana- 131103, have changed my name from Sunil Kumar to Sunil, vide affidavit dated 05/08/2024 before Notary Public Delhi.

I, Mirza Nisar Baig S/o Mirza Rehmat Baig, R/o E 11/7, Hauz Rani, Malviya Nagar, ND-17, declare that my name is wrongly written in My Electricity Bill CA No. 102275076 as Nishan Beg. My actual name is Mirza Nisar Baig for all purpose.

I, Shweta Manoj Kumar Rana W/O Manoj Kumar Rana R/o C-32, Mothers Appt, Plot 6, Sector 5, Dwarka, Delhi-110075 Previously Called Kanvinde Shweta Anilkumar have changed my name to Shweta Manoj Kumar Rana for all purposes

I Pooja Babbar d/o Naresh Kumar r/o E-58 Tagore Garden Extn. Delhi 110027 have changed my name to Pooja Sharma for all purposes

I, Ram Prasad Pandey S/o Om Nath Pandey R/o Flat No. 103, 1st Floor Built On Qutab Heights, Pragati Vihar, Plot No. 5449-5450, Galleria DLF-IV, Gurgaon, Haryana-122009 have changed my name to Rohit Pandey.

I, Rakesh Mazithia S/o Gurbachan Singh R/o 275, UG-4, Sector-4, Vaishali, I.E Sahibabad, Ghaziabad, U.P-201010 have changed my name from Rakesh Mazithia to Rakesh Kumar.

IT is for general information that I, Army No 15698028X L/Hav Hemant Kumar presently Serving with 21 MDSR, C/o 99 APO, Permanent Address- Vill - Beejwar Chauhan, Teh Mundawar, distt- Alwar, Rajasthan Pin 301401, declare that I have changed my wife name from POONAM to POONAM SAINIwide affidavit no.-IN-DL30937802236227 W dated 05/08/2024 before notary at Delhi.

I, Mohd Fehman S/o Mohd Shamim R/o 313/84 C, Tulsi Nagar, Inderlok, Delhi-110035 have changed my name to Fehman for all future purposes

SMART INVESTING
Sebi for Faster Credit and Trading of Bonus Shares

Nikkei 225 Loses 12.4% More; S&P 500 Slips 2.8% as US Slowdown Concerns Grow

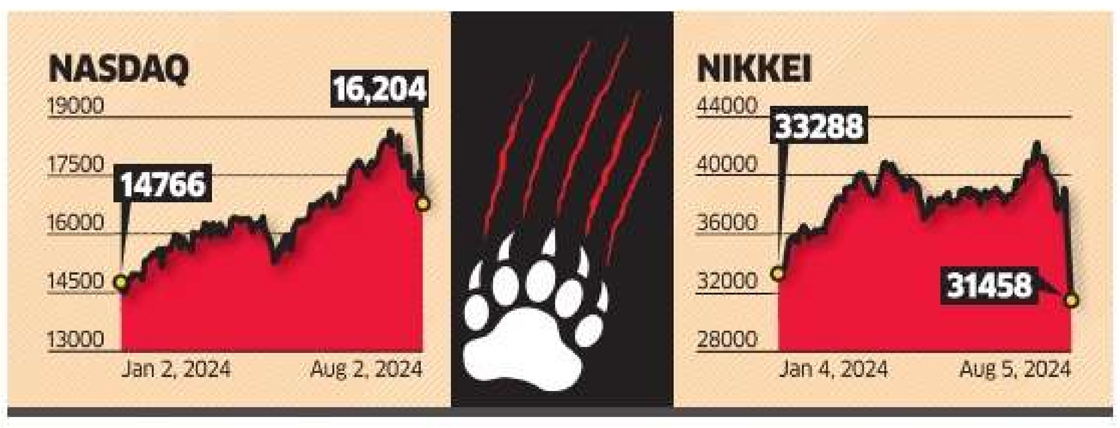
Nasdaq Drops 3.2%, Japan Suffers Worst Crash Since '87

AP

New York: Nearly everything on Wall Street tumbled on Monday as fear about a slowing US economy worsens and sets off another selloff for financial markets around the world. The S&P 500 was down by 2.8% in afternoon trading. The Dow Jones Industrial Average was reeling by 966 points, or 2.43%, as of 2330 IST , and the Nasdaq composite slid 3.19%.

The drops were just the latest in a global selloff that began last week. Japan's Nikkei 225 helped start Monday by plunging 12.4% for its worst day since the Black Monday crash of 1987.

It was the first chance for traders in Tokyo to react to Friday's report showing US employers slowed their hiring last month by much more than economists expected. That was the latest piece of data on the US economy to come in weaker than expected, and it's all raised fear the Federal Reserve has pressed the brakes on the US economy by too much for too long through high interest rates in hopes of stifling inflation.



Professional investors cautioned that some technical factors could be amplifying the action in markets, but the losses were still neck-snapping.

Continued On ▸▸ Smart Investing
ET Analysis ▸▸ Smart Investing

ANALYST VIEWS

Selloff May Offer Opportunities

The panic selling that has gripped the stock market worldwide, including India, could throw up opportunities for investors in the near term, said investment advisors and analysts. While some think the readings are showing signs of the market being oversold, others are of the view that investors could get better value at even lower levels.
– Rajesh Mascarenhas

SANDIP SABHARWAL
FOUNDER, **ASKSANDIPSABHARWAL.COM**

What Next? Stock markets have been stretched for some time, primarily driven by domestic liquidity. Indian stocks are trading at a record premium compared to global emerging markets, and the overall earnings season has been average. In the near term, the unwinding of global carry trades and the shift of liquidity from risky assets to bonds could lead to valuation corrections across the board.

What to Do? Large-cap stocks could see corrections of around 10%, while midcaps might correct 12-15% before the value starts to emerge. Investors should be patient with new capital allocation and avoid speculative sectors at this stage.

GAUTAM SHAH
FOUNDER & CHIEF STRATEGIST, **GOLDILOCKS PREMIUM RESEARCH**

What Next? The market correction is more of a case of collateral damage but is unlikely to have a longer-term impact as the local positives will ride over the global uncertainty. Domestic liquidity will ensure that shocks relating to global factors will get cushioned and the India story anyway stays intact.

What to Do? We see the current dip as an opportunity for long-term investors. The 23,600-23,100 area offers strong supports. The risk-reward for longs will be lucrative around these levels. Pharma, FMCG, IT, chemicals, and financial services are the sectors that could outperform going forward.

ROHIT SRIVASTAVA
FOUNDER, **STRIKE MONEY AND INDIACHARTS**

What Next? As per our short-term swing indicator, only 2% of the stocks are showing positive momentum. This is the lowest reading since 2021. This means that this is a panic low on Monday, and we could get a Nifty bottom near 23,800. Most of this panic revolves around the dollar-yen, which is also oversold with an RSI of 12. This is the lowest reading since 1995.

What to Do? The readings indicate extreme panic that occurs closer to market bottoms, and recovery should be around the corner in the coming days. Nifty will go back to test 25,000 in the coming weeks.

HYBRID PRODUCTS MAY BE MORE SUITABLE IF THE STOCK RALLY TAKES A PAUSE

Don't Chase Past Performers, Go for Hybrid, Flexi-cap Funds

Avoid thematic funds as underlying stocks have seen significant re-rating in past two years, say analysts

Prashant Mahesh

Mumbai: Fund managers believe equity mutual fund investors should not invest in schemes that have given high returns in the past. Instead, they should look for pockets where valuations are reasonable and invest in hybrid funds that combine multiple asset classes.

"Investors should avoid thematic investments based on latest trends like defence, manufacturing, and infrastructure, as the underlying stocks have already seen significant re-rating in the past two years," said Neelesh Surana, chief investment officer at Mirae Asset Investment Managers.

Hybrid products may be more suitable for new investors, especially considering current market level while core SIP investments can be done across large- and mid-cap, flexi-cap and multicap categories to ensure representation across all sectors, Surana said.

in past one year, ₹1.52 lakh crore went in a mix of thematic, small and midcap funds

In the recent past, investors have been pouring money into schemes that gave high returns.

Data from Franklin Templeton shows that over the past one year, investors have put in ₹1.52 lakh crore, or 59% of the total money that went into equity, in a mix of thematic, small- and mid-cap funds. Data from Value Research shows that the small-cap fund category returned an average of 51.86% in last one year, while mid-cap funds returned 53.29%. Thematic funds like CPSE ETF, Bharat 22 ETF, and defence funds have returned 100-124% during the same period.

Wealth managers believe investors are likely to be hurt if they chase past winners. A study by Whiteoak Capital MF for the last 19 years showed that an investor who started a SIP in a mid- or small-cap index fund in April 2005 and stuck to the category for 19 years, earned higher return than an investor who changed the SIP annually based on the best return category in the previous year.

The study showed that an investor who started with a SIP in a mid-cap fund and subsequently at the start of each financial year switched her scheme to the best performing fund of the previous year would have earned an average annual return of 15.5%. However, if she remained invested through SIPs only in the midcap index fund, she would have earned 18.1% a year.

Funds That Returned 100% More Than Nifty

Investors who put money using systematic investment plans (SIPs) over the last three years in thematic/sectoral funds, small- and mid-cap schemes have earned more than double the returns compared to the broader market benchmark index Nifty 50. While an SIP in the Nifty 50 index returned 21.3% return for the last three years, several top sectoral funds, small- and mid-cap funds returned more than 45%. Among thematic funds, PSU funds saw a sharp rally due to their exposure to stocks from segments like defence, railway, banks and power finance companies, while infra companies did well owing to a revival in the capex cycle aided by high performance by the stocks of capital goods, power and infrastructure companies.
– Prashant Mahesh

SIP RETURNS

SMALL-CAP FUNDS	AUM (₹crore)	CAGR (%) 3 Year	CAGR (%) 5 Year
Quant Small Cap	22,967	47.13	60.40
Franklin India Smaller Cos	14,023	46.64	45.56
ITI Small Cap	2,234	46.30	NA
Bandhan Small Cap	5,880	45.91	NA
Nippon India Small Cap	56,469	45.84	50.10
MID-CAP FUNDS			
Motilal Oswal Midcap	12,628	50.17	46.73
Quant Mid Cap	8,747	46.64	48.41
ITI Mid Cap	986	44.67	NA
Mahindra Manulife Mid Cap	2,873	43.17	40.23
HDFC Mid-Cap Opportunities	70,570	42.62	40.74
SECTOR FUNDS			
Nippon India Power & Infra	6,694	60.09	51.44
Bandhan Infrastructure	1,592	59.94	52.23
LIC MF Infra	430	57.90	47.79
DSP India T.I.G.E.R	4,896	56.50	49.76
HDFC Infrastructure	2,311	56.45	48.33
THEMATIC FUNDS			
Invesco India PSU	1,363	65.03	49.62
SBI PSU	3,695	62.08	47.95
Aditya Birla SL PSU Equity	5,122	60.90	NA
Franklin India Opportunities	4,576	51.96	42.92
ICICI Pru Manufacturing	5,960	49.66	44.09
Nifty 50	–	21.30	22.47

As on July 31, 2024. Schemes selected are top performers on 3 year SIP returns
Source: **Accord Fintech, Compiled by ETIG database**

RETAIL PART SUBSCRIBED NEARLY THREE TIMES

Ola Electric IPO Fully Subscribed on Day Two

Our Bureau

Bengaluru: Ola Electric's initial public offering (IPO) was fully subscribed on Monday, the second day of its issue, according to data sourced from the BSE.

The company has priced its IPO between ₹72 and ₹76 per share, leading to a valuation of about ₹33,500 crore (around $4 billion) at the higher end of the offering. As of 4:57 pm on Monday evening, the retail portion of the offering was subscribed nearly three times. The non-institutional investor portion was also slightly oversubscribed at 1.11 times the number of shares offered. The shares reserved for employees saw the steepest oversubscription, at nearly nine times. Qualified institutional buyers (QIBs) trailed all other subscription categories with a 40% subscription.

Ola Electric had raised ₹2,763 crore from anchor investors

The initial public offer had been subscribed 35% on the first day of bidding on Friday. The retail portion was oversubscribed 1.57 times on debut day, while the non-institutional investor category was subscribed 20%.

Prior to that, Ola Electric raised ₹2,763 crore from anchor investors like Nomura India Investment Fund, State Bank of India Mutual Fund, HDFC Mutual Fund, and Goldman Sachs, among others on August 1.

Nasdaq Composite Drops 3.2%

From ETMarkets Page 1

South Korea's Kospi index careened 8.8% lower, stock markets across Europe sank more than 1% and bitcoin dropped below $55,000 from more than $61,000 on Friday. Even gold, which has a reputation for offering safety during tumultuous times, slipped 1%.

That's in part because traders began wondering if the damage has been so severe that the Federal Reserve will have to cut interest rates in an emergency meeting, before its next scheduled decision on Sept. 18. The yield on the two-year Treasury, which closely tracks expectations for the Fed, briefly sank below 3.70% during the morning from 3.88% late Friday and from 5% in April. It later recovered and pulled back to 3.93%.

"The Fed could ride in on a white horse to save the day with a big rate cut, but the case for an inter-meeting cut seems flimsy," said Brian Jacobsen, chief economist at Annex Wealth Management. "Those are usually reserved for emergencies, like COVID, and an unemployment rate of 4.3% doesn't really seem like an emergency."

The US economy is still growing, and a recession is far from a certainty.

WALLET SHARE Co to target self-employed individuals, scale up pvt banking and wealth mgmt biz

ICICI Bank to Mine Existing Client Base to Extract Deposits

Our Bureau

Mumbai: ICICI Bank is gearing up to target self-employed individuals, scale up its private banking and wealth management clientele and focus on family offices to build its deposit base. In an interaction with Macquarie Capital, the bank said it will target existing clients to increase its wallet share.

"The management seemed unperturbed about the recent tightness for liabilities," a note released by Macquarie Capital said. "Their analysis of client coverage reveals that there is plenty of scope to expand their share of wallet even within their existing clients. They still have ample scope of improvement in targeting the self-employed individuals, scale up further the private banking and wealth management clientele, focus on family offices etc. So, all of these can help them gain market share on the liabilities as well as asset side of the business."

Less than 50% of the customers have a primary banking relationship with the bank and that gives it ample opportunities to scale up things further, Macquarie Capital said.

In a recently held analyst call post earnings, the bank management had said that its deposit flows are quite healthy to support loan growth. The bank has grown its deposits 17% on an average basis and 15% plus on a period end basis.

"The deposit rates continue to be tight, the wholesale deposit rates have not really come down during the first quarter as they usually do and of late there has been one or two hikes in the retail deposit rate also, although in one case it is at a longer tenor," said Anindya Banerjee, group CFO, ICICI Bank. "As far as the LDR (loan-to-deposit ratio) is concerned, I think this low-to-mid 80s is the level of domestic LDR that we have historically operated at and I don't see any big change in that."

ICICI Bank, which recently reported June quarter earnings, saw advances rise 15.7% on year while total deposits grew by 15.1%. Its credit-deposit (CD) ratio for the June quarter was at 84.2%.

"ICICI Bank continues to deliver healthy risk-adjusted margins and is well-placed on LDR as well," said Sameer Bhise, co-head of research, JM Financial Institutional Securities. "While there could be some moderation on headline growth metrics given systemic issues around liquidity/deposit growth, we believe ICICI Bank should still deliver healthy growth amongst peers."

In its interaction with Macquarie, the bank management also indicated that it is cautious and carefully monitoring the risk in the SME portfolio. The bank has not seen a downcycle in this segment compared to the retail and corporate segments. For the lender, SME book has grown more than 20% on year and the biggest driver has been its ability to underwrite better due to GST, digital payments and account aggregator.

Like other banks, ICICI Bank has also seen rise in delinquency levels in the unsecured segment as well as credit cards but the stress levels are within the tolerance limits.

JAPAN RATES, US JOBS MAY NOT MEAN END OF THE STORY

It's Too Early To Panic, Let the Froth Flow Out

Sugata Ghosh


ISTOCK

Mumbai: Don't blame Japan. Don't be overwhelmed by the US job numbers. And, learn to live with the periodic exploits of a seemingly endless cast of zealous, mercurial characters in the Middle East. These are just good reasons and strong triggers, probably transient, for large sophisticated international investors to pull back from a market that most felt had long run ahead of reality.

Japan had dropped abundant hints that interest rates would inch up: a semblance of normalcy in monetary policy had to return; fears of inflation were building up; and, outflow of yen (to bet on stocks) amid a drop in financial savings can't go on. It was only a matter of time that the yen had to get pricier.

Over the years yen and the Swiss franc, thanks to low or near zero interest rates, had come handy to the big boys of the world market to play around with borrowed money. That arithmetic comes under stress when yen becomes costlier, as it's beginning to happen now with Japan raising rates. A more expensive yen drives these leveraged investors to sell their stocks in the US and emerging markets, convert the money back into yen and repay lenders. This unwinding of leveraged trades is giving way to a sudden volatility. It's a familiar plot—it has happened before, it could happen again.

ET ANALYSIS

Macro funds, which take large positions based on factors like currency and interest rate, and hedge funds are among the dominant players in the yen carry trades. Guided by 'value at risk' limits—a statistical yardstick to measure the riskiness of portfolios—these funds sell off when they suspect their bets could backfire due to adverse movements of macro indicators like Japanese interest rates or US unemployment.

The two events, coming in quick succession, provided adequate ground to sell by not just leveraged investors but even those global investors who, having made a lot of money in a long rally, would choose to pause and sit on cash for a while. With cross-border yen borrowings estimated to have risen $750 billion since 2021 to over $2.5 trillion, more unwinding, sparked by more data from the US, can be unsettling.

The question is: how bad are the US numbers? Is higher US unemployment merely a reflection of greater participation of workers in the job market compared to creation of new job opportunities? Is the number up simply because more Americans, who were idle for months, are looking out for jobs? Is it then a somewhat misplaced concern?

US corporate and household balance-sheets are not particularly weak. Besides, liquidity is not going out of the market with central banks not (and unlikely to) pulling back surplus money.

For Japan, which raised rates by a quarter point (for the second time since 2007), it was no longer possible to defer the decision with the citizens sensing the inflation on the back of rise in food prices. But, it's the Japanese who are hurt the most when the yen rises on the back of higher interest rates and carry unwinding.

This is showing up in the fall in the stock prices of Japanese companies, many of which have high reliance on exports. Even as Japan tries to pull itself out of a deflationary rut and move away from the 'yield curve control policy' which was in place since 2016, aggressive moves would be tempered by shallow domestic demand and adverse impacts on exports.

Nonetheless, analysts and markets are often haunted by a looming spectre of a possible "stall speed"—the pace at which an economy must move, failing which the growth engines sputter to a halt. But with the US growth improving to 2.8% in the April-June quarter (from 1.4% in the previous three months), how valid is the concern? Economists in some of the leading MNC banks have argued that a softening labour market and consumer spending do not bode well for US growth in the third and fourth quarter of 2024 as slowdown can often be non-linear and abrupt. The jury is out on this. Till then, tossed by such arguments and counter-arguments, markets would lose some of its froth. It may not necessarily mean a catastrophe.

BRAINBEES COMES AT A PREMIUM VALUATION

Wait for FirstCry to Make Profits First

Kiran Kabtta Somvanshi

Soft Touch

IPO Dates:	August 6-8
IPO Size:	~ ₹4,193 cr
Fresh Issue:	₹1,666 cr
Offer for Sale:	₹2,527 cr
Price Band:	₹440 to ₹465

ET Intelligence Group: Pune-headquartered Brainbees Solutions is a unicorn startup that runs India's largest multi-channel retailing platform, FirstCry, as a one-stop solution for mothers, babies and kids for shopping, content, community engagement and education (pre-schools).

The company is launching a ₹4,193 crore initial public offering (IPO), which includes a fresh issue of ₹1,666 crore and the rest being an offer for sale. While the company does not have an identifiable promoter, several institutional investors such as M&M, TPG Growth, Premji Invest and Softbank are divesting their stake. The issue represents 17.4% of the post-listing shareholding of the company. The proceeds from the fresh issue will be used to set up new, modern stores for its brands and warehouses.

BUSINESS

Founded in 2010, Brainbees operates three major business segments. The India business, with online platform as well as offline stores, account for about 70% of its total revenue, while overseas business (online platform in the UAE and Saudi Arabia) contributes about 12% of the revenue and GlobalBees house of brands (selling household, fashion, appliance and personal care products) has a 19% share. It operates 1,063 FirstCry and Babyhug modern stores in 533 cities in India. Across its channels, the company sells 7,580 brands, including its home brands, third-party Indian brands as well as overseas brands.

FINANCIALS & GROWTH PROSPECTS

The company's revenue increased to ₹6,481 crore in FY24 from ₹2,401 crore in FY22. It reported a loss of ₹321.5 crore for FY24, down from ₹486 crore in FY23, after having increased from ₹79 crore in FY22. The adjusted Ebitda margin stood at 4.2% for FY24. Except its international business, other businesses are operationally profitable. The multi-channel and multi-business company has a large addressable market to cater to.

VALUATIONS

At an implied market cap of more than ₹24,141 crore, the IPO values the loss-making company at nearly four times its FY24 revenue. This is a premium valuation for a highly diversified retail company. The track record of loss-making unicorns creating shareholder wealth on listing has been sketchy. Long-term investors can wait for Brainbees to make profits before investing.

INVESTORS WITH A HIGH-RISK APPETITE CAN BET

Unicom's Prospects Ride on Ecomm Rise

Ranjit Shinde

Checking It Out

Issue Dates:	August 6-8
Issue Price:	₹102-108
Issue Size:	Up to ₹277 cr
Implied M-Cap:	Up to ₹1,106 cr
Face Value:	One rupee
Lot Size:	138 shares
Retail Portion:	10%

ET Intellligence Group: Unicommerce eSolutions, which provides ecommerce-related software solutions, plans to raise up to ₹277 crore through an offer for sale. The promoter group stake will fall to 23.6% after the IPO from 48.6% excluding any Esop adjustments. AceVector, which also owns Snapdeal, is the major promoter of Unicom. The company counts Mamaearth, Lenskart, boAt, Fabindia, Emami, Cello, and Paragon as some of its clients. The number of transactions on its platform increased to over 791 million in FY24 from 410 million in FY22. However, given the rich valuation, the IPO looks more suitable for investors with high-risk appetite.

BUSINESS

It offers software as a service solutions to manage ecommerce operations to brands, sellers and logistics service providers. This includes post-purchase operations such as warehouses and inventory management, order tracking, and payment reconciliation. The number of enterprise clients increased to 795 as of March 2024 from 470 two years ago. The contribution of revenue from the enterprise segment increased to 87.8% in FY24 from 82.9% in FY22.

FINANCIALS

Revenue and net profit doubled to ₹103.6 crore and ₹13.1 crore, respectively between FY22 and FY24. Share of revenue from overseas clients rose to 3.7% in FY24 from 1.3% in FY22. After adjusting for Esop-based expenses, operating margin before depreciation and amortisation was 17.5% in FY24 vs 12.1% in FY22. RoE increased to 17.4% in FY24 from 16.1% by similar comparison.

RISKS

The company's growth directly depends upon the progress of ecommerce in the country. A failure of its customers to scale up rapidly would hit Unicom's prospects.

VALUATION

The company demands a trailing P/E multiple of up to 84. There are no direct listed peers in India. CE Info Systems, which offers geospatial solutions under MapmyIndia, trades at a P/E of 87. CE Info clocked a revenue of ₹379.4 crore in FY24. Based on price-sales Unicom and CE Info are available at a multiple of 10 and 30.5. The latter had a net margin of 35.4% in FY24 compared with 12.6% for Unicom.

Co Raises ₹124 cr from Anchors

Mumbai: Unicommerce eSolutions has garnered ₹124.45 crore from anchor investors. The company has allocated 11.5 million shares at ₹108 per share to anchor investors. SBI Mutual Fund, ICICI Prudential Mutual Fund, HDFC Mutual Fund, Kotak Mutual Fund, Nippon Mutual Fund, and Morgan Stanley Investment Management (MSIM), Franklin Templeton Fund, M&G (Part of Prudential UK), DSP Mutual Fund, and Aditya Birla Sun Life Mutual Fund were some of the investors. — **Our Bureau**

Series of Agreements

From Page 1

The 51-49% alliance — in which the Indian company will have the majority stake — is planning to set up a greenfield manufacturing capacity in the south, most likely Tamil Nadu, with an estimated outlay of Rs 2,000-2,500 crore, said the people cited above. It aims to hit a turnover of Rs 8,000-8,500 crore in four-five years after the operations start. The consumer electronics business is scheduled to come on stream in the July-September quarter.

BIEL's plants in Guangdong, China and Bac Ninh and Hai Duong in Vietnam, were on the approved list of vendors for Apple in India. It also supplies parts for smartphones, tablets and wearables to Samsung, Xiaomi and Lenovo, among others.

A Motherson spokesperson didn't respond to queries and neither did Apple nor BIEL. Motherson founder and chairman Sehgal told ET he was unable to comment due to the silent period ahead of the quarterly numbers.

In January, group company Samvardhana Motherson International Ltd (SMIL) announced that subsidiary Samvardhana Motherson Innovative Solutions Ltd (SMISL) was entering into a series of agreements with BIEL Crystal (Singapore) Pvt Ltd. BIEL was, in turn, to make an investment in Motherson Electronic Components Pvt Ltd (MECPL), a wholly owned subsidiary of SMISL. Even though both parties had signed a definitive agreement then, details of the joint venture were not disclosed.

SHAREHOLDING & MGMT RIGHTS

The agreement also included BIEL's investment in MECPL through 0.01% compulsorily convertible preference shares (CCPS). These were convertible to 10% equity, and potentially to 49% on a fully diluted basis. Additionally, the glass and crystal giant along with its affiliates would also provide technical and technological assistance to MECPL. Both sides had even agreed on shareholding and management rights. SIML could appoint a majority of the directors at MECPL. BIEL could nominate directors based on its shareholding of up to 49%. The pact also stipulated that any issuance of equity shares or convertible securities to any third party needed the consent of both parties.

Fintech Loan Sizes Shrink with Increase in Number of Young Borrowers

Over 59% of total fintech loans were given to users below age of 35 in H1, FY24

Rozebud Gonsalves

Mumbai: Average ticket size of personal loans disbursed by fintechs has consistently declined over the past two years as the percentage of young borrowers increases. More than 65% of total personal loans disbursed are given to borrowers aged less than 35, Reserve Bank data showed.

More than 59% of the total loans disbursed by fintechs were given to users below the age of 35, and the average ticket size of personal loans decreased to ₹9,861 in the first half of FY24, from ₹10,955 in FY22. However, delinquency rates are higher among younger age groups.

"Consumer demand for personal loans has been up 8% in the past two years and we do physical checks of the borrowers, especially with a higher ticket size, to make sure our asset quality remains stable," said Akshay Mehrotra, CEO of Fibe, a consumer lending fintech that focuses on young working professionals.

As penetration of personal loans increases in semi urban and rural areas, the share of mid-low-risk borrowers jumped to 58% in FY24, from 36% in FY19, according to a latest report by Fintech Association for Consumer empowerment (Face).

However, there is a wide gender divide as the share of female borrowers is only 14% up to September 2023, from 13% two years ago, according to the RBI report. Female participation is improving, but very gradually.

Fintech loan originations mainly include personal loans followed by business and consumer loans. They mainly cater to small value personal loans with 68% of personal loans falling in the category of less than ₹5,000 in FY23

Personal loans by fintechs accounted for 65% of the total sanctioned volume, and 11% of the total value, suggesting that more than half of the value is coming from borrowers with ticket sizes less than ₹50,000, according to Face.

Regulator Proposes Faster Credit and Trading of Bonus Shares

Our Bureau

Mumbai: The Securities and Exchange Board of India (Sebi) has proposed faster credit and trading of bonus shares.

It has suggested to streamline and reduce timelines of bonus issue enabling T+2 trading of shares post record date.

The move is aimed to reduce investors' risk of market volatility due to any delay in credit of bonus shares.

At present, there are no specific timelines regarding credit of bonus shares and trading of such shares, from the record date of the issue.

"…absence of any specific guidelines on this aspect leads to non-uniformity with respect to timelines in which shares are credited and made available for trading in bonus issue," Sebi said in a discussion paper.

Currently, existing shares continue to remain available for trading post record date under existing ISIN and shares issued pursuant bonus issue are credited in existing ISIN and same are made available for trading in 2-7 working days post record date.

To have uniformity in timelines for credit and trading of bonus shares, it is imperative that timelines are prescribed for credit and trading of bonus shares from the record date, ensuring bonus issue is implemented in a timely manner, Sebi said.

As per rules, an issuer announcing a bonus issue is required to implement it within 15 days from the date of approval of the issue by its board of directors.

AMCs Told to Check Market Abuse

Mumbai: The Securities and Exchange Board of India (Sebi) has asked asset management companies to put in place an institutional mechanism for deterrence of potential market abuse including front-running and fraudulent transactions in securities. This new mechanism should consist of enhanced surveillance systems, internal control procedures, and escalation processes such that the overall mechanism is able to monitor specific types of misconduct, including insider trading and misuse of sensitive information, Sebi said in a circular on Monday. The chief executive or the compliance officer of the asset manager would be responsible for implementing the new norms. Asset management companies would have to develop systems to generate and process alerts in a timely manner.

The regulator said, while processing alerts, fund houses should review all recorded communications including chats, emails, access logs of dealing room and CCTV footage. It should also monitor the entry logs to its premises.—**Our Bureau**

AT-1 Bonds to be Valued on Yield-to-Call

Mumbai: The Sebi said that the valuation of additional tier-1 (AT-1) bonds by mutual funds shall be based on yield-to-call, accepting a long-standing market request and paving the way for an increase in demand for the instruments. "In order to align the valuation methodology with the recommendation of NFRA (National Financial Reporting Authority), it has been decided that the valuation of AT-1 bonds by mutual funds shall be based on yield-to-call," Sebi said in a circular. In a report to the finance ministry's department of economic affairs, the NFRA had said that since the market practice for AT-1 bonds was for trading or prices being quoted closer to the yield-to-call, the valuation of such bonds on the yield-to-call basis—adjusted with appropriate risk spreads—would be consistent with principles of market-based measurement under Ind AS 113 reporting standards. ET reported in January that banks had communicated to NFRA it would be better for AT-1 bonds to be valued at yield-to-call option or market traded price—**Our Bureau.**

Fear Gauge Jumps 42%

From Page 1

The unease in the US has spilled over to stocks and currencies worldwide.

The fall in Indian indices on Monday was relatively modest compared with the disarray in the region with Japan's Nikkei 225 index plunging 12% — the biggest one-day drop since 1987 — after the yen strengthened further against the dollar, resulting in the unwinding of trades in risky assets involving the currency. South Korea slumped as much as 10.8%, triggering trading curbs for the first time since March 2020. Taiwan plummeted 8.4%, Indonesia fell 3.4% and Chinese indices declined 1-2%.

"Markets fear that the Fed is keeping policy too restrictive for too long, raising risks of a hard landing," said Barclays analysts led by vice president of research Ben McLannahan in a research note.

The Fed is next scheduled to meet in September to decide on interest rates but analysts are now expecting it to ease monetary policy sooner. The Indian central bank's Monetary Policy Committee (MPC) meets August 6-8 and is expected to keep rates unchanged.

Jefferies global strategist Chris Wood said an "intra-meeting" interest rate cut by the US Fed now looks likely, the first since March 2020, as the central bank will "prioritise the labour market over inflation." The Fed had kept rates unchanged at its July meeting.

Investors have also been spooked by the growing tensions in the Middle East with Israel said to be looking to initiate a pre-emptive strike against arch-enemy Iran, which has vowed retribution following the assassination of Hamas chief Ismail Haniyeh in Tehran. The pan-Europe index Stoxx 600 fell 2.17%.

India, Show Goodwill Towards Bangladesh

Leverage relations with other global powers

Like nature, Bangladesh abhors a vacuum. Following escalation in violence and protests demanding her ouster, Sheikh Hasina stepped down as PM on Monday, bringing to an end 15 years of Awami League's power grip on the country. Recognising the wave of sheer popular anger against her, Hasina promptly left Bangladesh. Army chief Waker-Uz-Zaman announced that an interim government would be in place by nightfall. Bangladesh's position remains precarious, its trajectory uncertain. New Delhi needs to lean on to the new dispensation-in-the-making and ensure that, despite finding an ally all this while in Hasina, it sincerely wants what's best for the Bangladeshi people.

Considerable economic difficulties, which also contributed to the growing anti-Hasina sentiment, will remain a challenge for Bangladesh and its citizenry. India has been a reliable partner for post-pandemic Bangladesh as well as after the energy crisis resulting from Russia's war in Ukraine. New Delhi must convey to the post-Hasina administration, and others in the political-military establishment, that India's support will continue. As the major power in the region, it mustn't be shy about this. India should also leverage its relations with other global powers to help bring stability to Bangladesh.

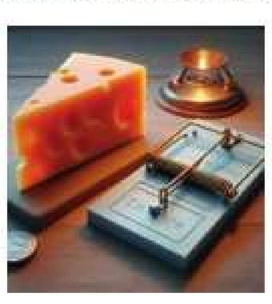
China will be pleased to see the back of Hasina and her Awami League for its friendly relations with India. It may try to harness prevailing anti-India sentiment. With opposition leader Khaleda Zia's Bangladesh Nationalist Party and the radical Bangladesh Jamaat-e-Islami known to be inimical to India — they had reportedly piggybacked the last phase of anti-Hasina protests — New Delhi will need to act fast. Above all, it'll have to demonstrate goodwill to Bangladesh's people.

MACROECONOMICS

Take Tech Cheese To Avoid the Trap

The World Bank's warning that India and 100 other countries face a middle-income trap, where they will struggle to grow beyond 25% of US per-capita income, should reinforce public policy of the previous decade. The pathway out of the trap, from historical experience, is free markets and tech adoption. Indian companies must grow much faster than they have and become technology innovators to offer jobs to the country's workforce before it starts shrinking. This involves freeing up factor markets for land, labour and capital at an accelerated pace. Alongside, the government must push investment, its own and the private sector's. The nature of public sector investment should prioritise skilling as industrial demand for labour rises.

This is broadly the playbook India has adopted, with limited success. Policymakers are aware of the window of opportunity presented by its demographic dividend, and, so, there is a sense of urgency in pushing the economy to take off during the next quarter-century. Technology transfer can be speeded up by plugging into global manufacturing value chains. An ecosystem for growth is being created through public infrastructure, both physical and digital, for small enterprises. But progress on land and labour reforms has been slow. Stakeholders such as state governments and private investors are yet to come on board on the scale needed. This restricts capital flows into employment-generating businesses.



The pace of economic liberalisation since the 1990s no longer serves India. Although the previous decade has seen a significant improvement, it does not approach the escape velocity needed. Countries that have escaped the middle-income trap have compressed their economic transformation within a generation. The prospects of that happening in India are slim on account of its fractious politics. It would be a shame if the country does not make the effort while it has the chance. Greater effort must go into building the political consensus over deeper reforms.

JUST IN JEST

Trumpian physics allows objects and persons to have only one quality

The Strange Either/or World of Don/Donald

In the world of Newtonian physics, an object, say, a cricket ball, can be round as well as red at the same time. In the invisible, equally real world of quantum physics, things get even more interesting and can exist in multiple states at once. So, an electron is both 'here' and 'there' simultaneously. But in the world of Trumpian physics, it turns out, an object can have only one quality. So, you can be tall *or* thin, orange-haired *or* competent. And as the ex-president *or* future president now is propagating, be Indian American *or* African American. The digs against Kamala Harris being of both Black and Brown descent doesn't seem to exist in the world that Trump and his supporters inhabit. Genetics needn't apply.

To be fair to the paternal grandson of a German immigrant couple who magically also is the son of a Scottish immigrant mother — yes, Trump bhakts, Germany and Scotland were, indeed, two separate countries even back then — Trump's ploy is to keep at it that Harris is not 'Black' enough, and/or plays down her Indian roots to play up her 'Blackness' for electoral strategic reasons. Last heard, in the real world, one can be free to be *both* Indian American and African American, and decide which identity to play up on one's chosen day and/or place. And, no, rumours that Don can't walk and chew gum at the same time are baseless.

Now to Unbungle Bangladesh

India will have to swiftly craft a Bangladesh policy in accordance to what emerges in Dhaka

Saibal Dasgupta

Follow the flutter

Can India salvage its image as a trustworthy partner in the eyes of ordinary Bangladeshis at this late hour and avoid an anti-India campaign?

India is doing what it can to distance itself from deposed Bangladeshi PM Sheikh Hasina by encouraging her to leave the country after arriving at an airport in UP's Ghaziabad (instead of in New Delhi) on Monday. But the question is whether this last-minute attempt by GoI would be enough to avoid an anti-India campaign in Bangladesh from firming up in the immediate wake of Hasina's exit.

The dramatic departure of Hasina from Dhaka has not only created a delicate political situation in Bangladesh but it has also thrown up several risk factors for India. The two biggest beneficiaries of the fall of the Awami League government — Bangladesh Nationalist Party (BNP) and Bangladesh Jamaat-e-Islami — are not particularly friendly towards India.

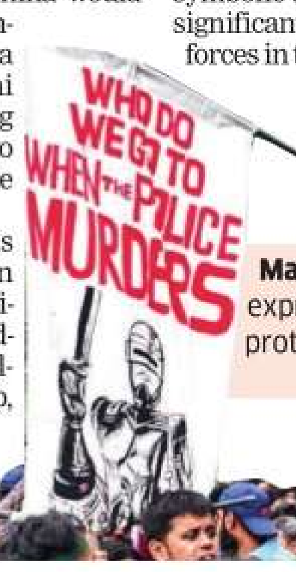
Can India salvage its image as a trustworthy partner in the eyes of ordinary Bangladeshis at this late hour and avoid an anti-India campaign? Many Bangladeshis have viewed India's friendship towards Bangladesh as a relationship with the ruling clique led by Hasina, and not with the country as a whole. Hasina's political enemies have often claimed that India enabled the ex-PM's repeated attempts to hold sham elections by locking up opposition leaders and their cadre by the thousands without a murmur.

Regime change in Sri Lanka, the Maldives and, to some extent, Nepal has led to widespread disenchantment towards India in the region in recent years. Now that a similar situation has surfaced in Dhaka, GoI will be under pressure to build links with democratic and secular forces within the Bangladeshi opposition. Indian diplomats and interlocutors must move very quickly to build on the sentiment of goodwill towards India within a large section of Bangladeshis.

After the student movement demanding ousting of the Hasina administration started, the Indian foreign ministry stated on July 19 that New Delhi sees the situation in Bangladesh 'as an internal matter of the country'. India adopted a hands-off attitude even as violence escalated because it was confident about Hasina's ability to deal with it.

A large segment of Bangladeshis feel that India should have diplomatically expressed sympathy towards protesting students who were killed in police action. Or, at least given a call for restoration of peace.

But, then, India has its own unique problems. For instance, China would have gained an edge over India in the eyes of the Hasina government if New Delhi had 'irritated it' by speaking of 'restoring peace'. The two autocracies may have come closer to each other.



The opposite also holds true. Regime changes in Sri Lanka and the Maldives have given China an advantage over India, and allowed Beijing to set up, among other structures, espionage apparatus close to the Indian border. With regime change in Dhaka, there is a strong possibility of Chinese officials expanding Beijing's influence in Bangladesh by offering lucrative deals.

There are signs that Pakistan's Inter-Services Intelligence (ISI) has built deep roots inside the political system in Bangladesh, particularly in Jamaat-e-Islami. Add to this, reports of vandalism on the statue of Bangladesh's founding father, Sheikh Mujibur Rahman, who led the independence movement that threw out Pakistan's military leading to the creation of an independent Bangladesh in 1971. In symbolic terms, it could be a sign of a significant presence of pro-Pakistan forces in the country.

There are about 13 mn Hindus in Bangladesh. They may face increased persecution. If that happens, it may have a spillover effect in India, with GoI being forced to speak up for the rights of Hindu Bangladeshis. How the Narendra Modi-led government will implement its promise of giving citizenship to Hindus of neighbouring countries if thousands of Bangladeshi Hindus demand it is another area of concern.

Many feel India should have expressed sympathy towards protesting students who were killed in police action

India doesn't want an Islamic fundamentalist government in Bangladesh for obvious security reasons. Neither does it want a pro-Pakistan or pro-China regime in Dhaka. Can this be really avoided?

Just a day before Hasina's flight from Dhaka on Monday, leaders of agitating students and teachers laid out details of what they expected from a transitional government in Dhaka. This included teachers, judges, lawyers and members of civil society taking charge of a provisional government with the consent of agitating students. There was no mention of the army playing any role.

As it turned out, army chief Waker-Uz-Zaman appeared to have taken charge of the situation while promising to form an 'interim government'. This is a major surprise from a military leader who was promoted and appointed as the chief of army as recently as June 23. Incidentally, Zaman's wife happens to be Hasina's cousin.

Given this situation, India can't be blamed for being taken by surprise over happenings in Bangladesh in the last few days. Exacerbating the problem is the fact that India has few links outside the Awami League government. Even a few Indian media outlets having a presence in Bangladesh would have thrown up useful alerts well in time and helped.

All eyes now will be on what kind of interim government emerges in Dhaka. And whether the army will call the shots. New Delhi will have to tailor its Bangladesh policy now on the fly.

The writer is author of Running with the Dragon: How India Should Do Business with China

ChatGPT SHAIRI OF THE DAY

There once was a team in blue,

Whose skills just grew and grew.

Now's the right time,

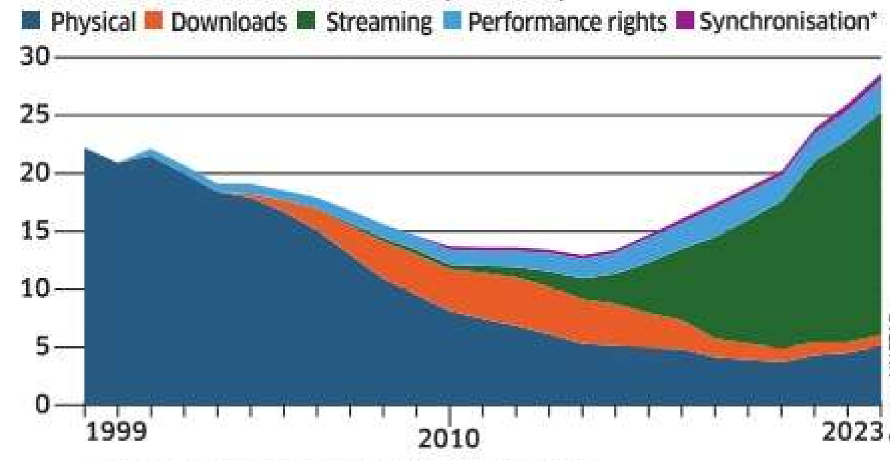
For us to loudly opine,

'Gold in Olympic hockey, it's due!'

...

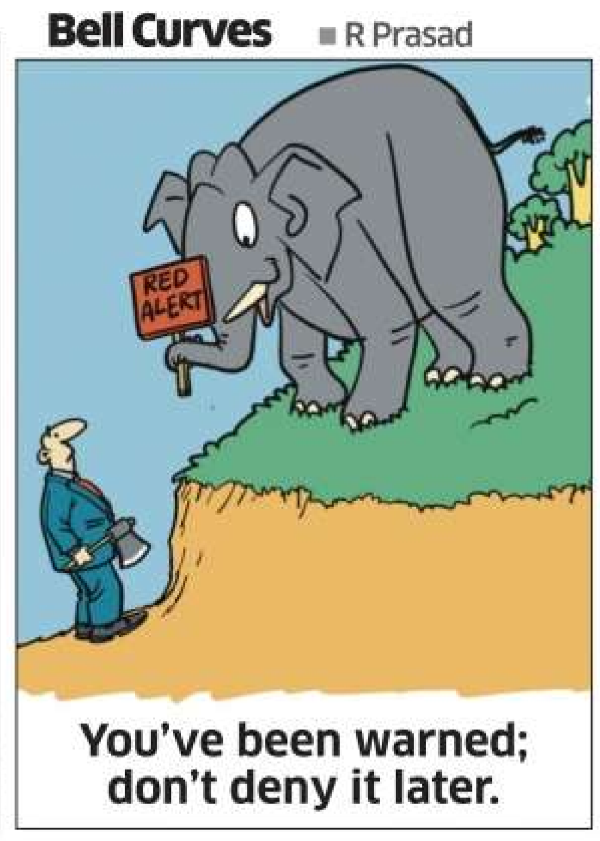
How Music Flows

The value of global recorded music revenue hit a record US$28.6 billion in 2023, an overall 10.2% increase in its ninth consecutive year of overall growth. The composition of revenue sources has dramatically changed in the past decade. The physical sales segment that, for many years, had an overwhelming share of global recorded music industry revenues accounted for only 17.8% in 2023. In the meantime, the share of streaming revenues increased by 10.4% in 2023, accounting for more than two-thirds (67.3%) of the total global recorded music market. The chart below captures the shift...



*use of recorded music in ads, film, games, TV etc

Bell Curves ■ R Prasad



Ola Electric, Big Torque?

Arijit Barman

Bhavish Aggarwal's e-scooters are as colourful as his tweets. But will the hard-driving maverick electrify the imagination of stock markets as he takes Ola Electric Mobility public for the largest IPO of the year so far? The issue will close today evening, and has been oversubscribed on Monday.

India's first pure-play EV company has the momentum to drive it through. 2- and 3-wheelers are far more amenable to electrification than ever before. Which is why India has leapfrogged to become the 2nd-largest 2-wheeler market globally. The sector in FY24 cumulatively saw a near-30% spurt in sales compared to the previous fiscal, outpacing what all battery-powered cars and 3-wheeler rickshaws managed to sell through the year.

Being the first of a new bunch of unicorns, waiting in the wings to cruise into the capital markets, Ola would give investors a chance to buy into the EV adoption story that is expected to follow a similar growth trajectory like China's. The company has cornered a third of the e2W market in the year through March — a 6× jump in two years. Its income catapulting 88% between FY23 and FY24, Aggarwal is confident sales volumes will spur margin gains.

But that is where the battery may start spluttering.

▶ Legacy players like Bajaj and TVS have cranked up the heat. Ola's sales halved during Q1 FY25, as per Vahan data. Rajiv Bajaj saw 14% of his topline from variants of e2Ws and e3Ws in the same June quarter. TVS iQube e-scooter sales have grown 8× in 12 months, ended March 2023.

▶ Even after six years of sarkari subsidies, India's e2Ws have managed to corner just 5% of the scooter market. Ola's disruption and dominance, thus, need to be contextualised.

World over, clean tech doesn't guarantee green premium. In June, financial institutions eschewed the $12.5 bn valuation sought by Kumar Mangalam Birla for an NYSE IPO of Novelis, the world's largest aluminium recycling company. Novelis is a mature operation, contributing 56% of its parent Hindalco's consolidated FY24 Ebitda. Yet, it had no takers at that price, forcing Birla to pull the plug last minute, a first in their group's corporate history.

Expect an even tougher sell, then, for the loss-making Ola, which is twice as much in red as it was two years ago. Unit economics has become the paramount marker of efficiency for investors scorched after the first round of startup listings and bust-ups.

Aggarwal is on a bumpy road. Ola's valuation has been marked down by a quarter at the upper band of pricing in less than a year after marquee private investors like Temasek zipped in at a tantalising $5.4 bn valuation.

It's important to ask what has materially changed in the company or business plan that has forced Aggarwal to temper his expectations. More so when some of his late-stage backers are taking money off the table, some within two years of joining the cap table, and even at a loss. Are they seeing something in the company we aren't privy to?

Cost and the furious

Ola claims its R&D chops and vertically integrated technology and manufacturing capabilities — which include indigenous battery cell manufacturing — help it stand out and cut costs by a third. Battery tech, though, is still evolving worldwide. Lithium-ion, the best chemistry that exists today, is expensive, import-dependent and unstable. (Remember the scooter fires and government penalties.) Unless tech shifts a few gears, the flux will continue.

An impressive R&D budget alone is also not enough since investors want to see what's coming from it. The portfolio we see today is primarily the fruits of a European acquisition. Ola will need robust quality standards, a seasoned supply chain, a well-oiled governance framework, depth of distribution and a churn rate over four times industry norms to accelerate and vroom away.

And accelerate it will, once it jumps on to the post-listing treadmill that will seek profitable growth, Q-on-Q. Aggarwal hasn't come through with several of his claims, including a svelte car and sleek motorbikes. He's missed forecasts on production, revenues and other key timelines, while simultaneously pivoting from one experiment to the other — ride hailing, financial services, food, now AI — with mixed successes. For any public company, such leaps of faith and imprudent guidance can be punishable offences.

Finally, the strategy to cut prices for scale is fraught with risks. Regaining pricing power in a tapering subsidy regime could become an uphill climb.

Ola Electric's IPO is taking place at a delicate time. Homegrown manufacturing has become a headache for policymakers as it's not growing fast enough. But a disappointing listing will be a huge setback for all those fledgling ventures bravely pursuing 'Make in India'. Let's see if Ola walks the torque.

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PARANORMAL ACTIVITY
Paragraphs From Fiction

Auto da Fé

Elias Canetti

Professor Peter Kien, a tall, emaciated figure, man of learning and specialist in sinology, replaced the Chinese book in the tightly packed briefcase which he carried under his arm, carefully closed it and watched the clever little boy out of sight. By nature morose and sparing of his words, he was already reproaching himself for a conversation into which he had entered for no compelling reason.

It was his custom on his morning walk, between seven and eight o'clock, to look into the windows of every bookshop which he passed. He was thus able to assure himself, with a kind of pleasure, that smut and trash were daily gaining ground. He himself was the owner of the most important private library in the whole of this great city. He carried a minute portion of it with him wherever he went.

His passion for it, the only one which he had permitted himself during a life of austere and exacting study, moved him to take special precautions. Books, even bad ones, tempted him easily into making a purchase. Fortunately, the great number of bookshops did not open until after eight o'clock.

Translated from German by C V Wedgwood

THE SPEAKING TREE

Conflict and Assertiveness

J KRISHNAMURTI

Be concerned with radical change, with total revolution. The only revolution is the revolution between man and man, between human beings. That is our only concern. In this revolution, there are no blueprints, no ideologies, no conceptual utopias. We must take the fact of the actual relationship between men and change that radically. That is the real thing. And this revolution must be immediate, it must not take time. It is not achieved through evolution, which is time....

If you take time to change, do you suppose that life is in suspension during the time it takes to change? It isn't in suspension. Everything you are trying to change is being modified and perpetuated by the environment, by life itself. So there is no end to it.

Now, what is to bring about this change? It cannot be will, or determination, or choice, or desire, because all these are part of the entity that has to be changed. So, we must ask what actually is possible, without the action of will and assertiveness that is always the action of conflict....

Actually, it is only the action of will and assertiveness that needs to be changed at all, because the only mischief in relationship is conflict, between individuals or within individuals, and conflict is will and assertiveness. Living without such action does not mean that we live like vegetables. Conflict is our main concern. All the social maladies... are the projection of this conflict in the heart of each human being.

Chat Room

Discuss at the Dinner Table

Apropos 'Keep Ear Close to the Ground, RBI' by Mythili Bhusnurmath (Aug 5), RBI having come a long way from the days of 'walking alone' laments from FM, and occasional spars, does not mean the fiscal and monetary policies are in total harmony. So long as multiple pulls and pressures continue to haunt policymakers, we will have dilemmas and 'trilemmas'. Still, the MPC is more mature now and each member contributes to the 3-day deliberations in a way that the outcome on the last day is a near-consensus. Thus, the fear of a division and casting vote has only a remote chance of happening.

M G WARRIER
Mumbai

Disease Never Tasted So Good

This refers to 'Ensure We Look Before You Eat' by Arun Gupta (Aug 5). Technology is increasing our disconnect with everything that sustains life, such as enticing food in flashy packaging. This is happening in a country like India that has such a wide variety of natural foods, unlike a lot of other countries. It is, indeed, alarming that an increasing number of people are turning away from uncountable healthy options and getting lured by processed foods that are poor in nutrition and result in multiple diseases. Understanding and propagating India's unique dietary resources is the way for a healthier nation.

AYUSHI CHOUHAN
Ujjain

Gold Must Be Unalloyed

In the 2024 Paris Olympics, the Gold medal for men's 100 m dash was decided by a difference of 4 milliseconds. The lanes are 4 ft wide each. Thus, the runner in the 8th, and outermost, lane is 28 ft from the contestant in lane 1. Sound travels at 1.22 ft per millisecond. This lays a time handicap of 22 milliseconds max, on lane 8 for registering the report from the starting gun. Reckoning a median of, say, 11 milliseconds, the differentiation is high if outcomes are down to milliseconds. Even adjacent runners are sonically 3 milliseconds apart. So, it is unscientific to rate a winner on a 4-millisecond lag. The Gold needs to be a joint one. Going forward, all competitive games should rethink millisecond records.

R NARAYANAN
Navi Mumbai

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ONGC Q1 Net Profit Falls 15% to ₹8,938cr

Our Bureau

New Delhi: Oil and Natural Gas Corp (ONGC) has reported a 15% drop in the first quarter profit to ₹8,938 crore on higher levies and depreciation. Revenue for the April-June quarter rose 4.3% year-on-year to ₹35,266 crore on higher oil prices.

The company realised an average price of $83.05 per barrel for crude from the nominated fields in the June quarter, 8.8% higher than in the year-ago period. Average price realised from joint venture fields rose 14.2% to $80.64. Gas price for the quarter was 3.1% lower at $6.5 per mmbtu. Crude oil production fell 1.4% year-on-year and natural gas declined 4.1% during the quarter.

Statutory levies rose to ₹9,772 crore in the June quarter from ₹7,451 crore in the year-ago period. ONGC and other oil producers have to pay a windfall tax, which the government revises every fortnight based on the international prices of crude.

Depreciation, amortisation and impairment rose to ₹5,897 crore from ₹4,997 crore.

IEX Trade Volume Rises 56%

New Delhi: Indian Energy Exchange (IEX) on Monday said it has achieved the highest-ever total trade volume of 13,250 million units (mu) in July 2024, registering an increase of 56% year-on-year.

The total trade volume includes renewable energy certificates and energy-saving certificates, as per an Indian Energy Exchange (IEX) statement.

Electricity volumes reached 10,093 mu, marking an increase of 29% year-on-year. Renewable energy certificates (REC) saw a surge, with volumes hitting 3,150 mu, a rise of 405% year-on-year, the company said.

Green electricity volume grew 259% at 1 bu (billion units) during the month under review. At ₹120 per certificate, the REC market recorded an all-time low price in the trading session held on July 31, 2024. The day-ahead market volume increased to 5,056 mu in July 2024 from 3,976 mu in July 2023, registering an increase of 27% year-on-year.

The real-time electricity market volume increased to 3,334 mu in July 2024 from 2,540 mu in July 2023, registering an increase of 31% yoy. Day Ahead Contingency and Term-Ahead Market, comprising contingency, daily & weekly and monthly contracts up to 3 months, traded 712 MU. —PTI

Adani Energy Solutions Raises ₹8,373 cr Through QIP Route

New Delhi: Adani Energy Solutions (AESL) on Monday said it has raised Rs 8,373.10 crore through qualified institutions placement route to build capacity for evacuation of electricity from renewable sources.

It is the company's first equity raise in the capital market since its demerger and listing from Adani Enterprises Limited (AEL) in July 2015,

AESL said in an exchange filing.

"AESL has successfully completed its Rs 8,373 crore ($1 billion) qualified institutional placement, the largest in India's power sector," it said.

The transaction was launched post-market hours on July 30 with a base deal size of Rs 5,861 crore ($700 million) and included a green shoe option of up to Rs 8,373 crore.

The QIP witnessed overwhelming demand, receiving bids of approximately 6X of the base deal size from a diverse group of investors, including utility-focused US investors entering India for the first time, sovereign wealth funds, major Indian mutual funds, and insurance companies. This strong interest enabled AESL to fully exercise the green shoe option, raising the total issue size to $1 billion.—PTI

$350B EXPORTS TARGET

Sops, Customs Reforms Key to Push Ecomm Trade: GTRI

Our Bureau

New Delhi: India's e-commerce exports may fail to reach the potential $350 billion by 2030 and could touch only $25 billion if the government does not introduce swift reforms in customs rules, offer more incentives to the sector and support opening of warehouses abroad, think tank Global Trade Research Initiative (GTRI) said Monday.

Citing that about 60% of China's e-commerce exports use foreign warehouses for faster delivery and they have special rules and support systems that help their e-commerce sector grow, GTRI founder Ajay Srivastava said: "If we don't adopt similar measures, our e-commerce exports might only reach $25 billion by 2030, despite having the potential to reach $350 billion".

Think tank says govt needs to support direct export and overseas warehouse models

At present, India's e-commerce exports are estimated at an annual $5 billion while China's e-commerce exports were at $331 billion in 2023. There is huge potential for growth for India as global cross-border e-commerce exports are projected to grow from $1 trillion in 2023 to $8 trillion by 2030.

GTRI suggested that the government needs to support both the direct export and overseas warehouse models especially because Indian regulations primarily cater to the direct export model.

"Separate regulations need to be introduced for meeting the needs of warehouse model," it said.

Exporters get orders from overseas buyers and then ship products in the direct export model, whereas in the overseas warehouse model, exporters store top-selling products in warehouses located in key markets overseas which leads to over 50% savings in freight, no customs delays, and faster delivery.

WHAT'S AT STAKE For FY24, India had $9.2 b trade surplus with Bangladesh & goods exports stood at $11.06 b. Adding to worries could be a wider West Asian conflict impacting global crude oil prices, capital flows, currency movement and shipping costs

Bangla Crisis: Exporters Explore Bringing Production Back Home

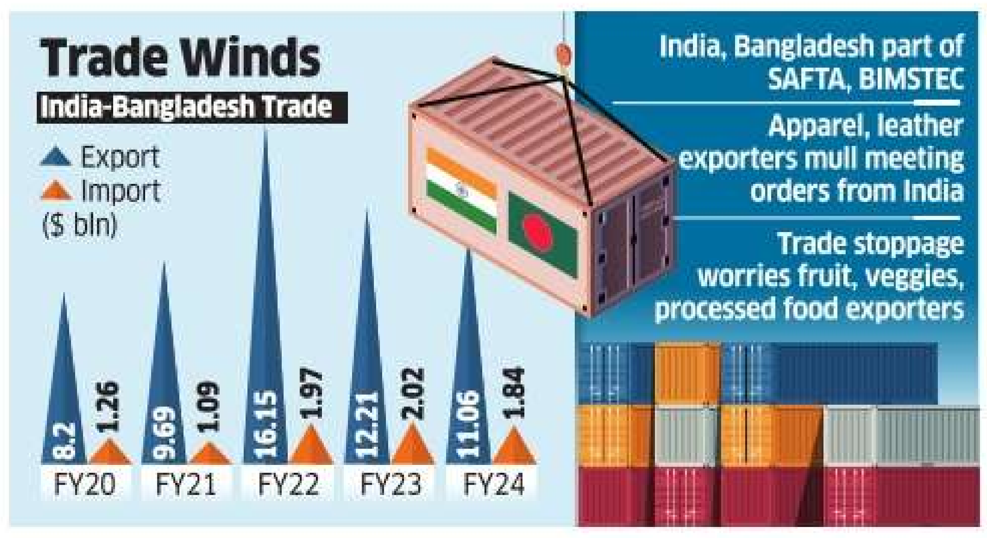
Traders with mfg facilities in both countries look to fulfill overseas orders from India

Kirtika Suneja

New Delhi: Worried over the situation in Bangladesh, Indian exporters with manufacturing facilities in both countries are looking at ways to fulfil all their overseas orders from India to prevent any possible trade disruption.

India's exports will also be hit as Bangladesh Prime Minister Sheikh Hasina resigned and fled the country on Monday after weeks of anti-government protests and clashes between police and protestors that claimed hundreds of lives. The army chief said an interim government will be formed to run the country.

"We are exploring the possibility of servicing our clients from India because this peak season for us and 10-day closure has already delayed the delivery of goods," said Rafeeque Ahmed, chairman of Farida Group, one of India's largest shoe manufacturers and exporters, with manufacturing facilities in both India and Bangladesh. The company expects 2-3 weeks' delay in delivery to its clients in the US and EU, he said.



A Gujarat-based apparel exporter who gets cloth and yarn from Bangladesh said exports from Dhaka are likely to stop for some time. "Either the orders would be shifted to India or clients will await resumption of normalcy in Bangladesh," the person said. "Brands will also not like to put all their eggs in one basket."

Bangladesh is India's 25th top trading partner, as per FY24 trade data. India had a $9.2-billion trade surplus with it last fiscal and goods exports to Bangladesh in FY24 were $11.06 billion and in April-May FY25, they were $1.74 billion. Top exporting items include cotton, coffee, tea, vegetables, vehicles, electrical machinery, mineral fuels, mineral oils and iron and steel.

"With the kharif harvest very near, agri export basket of over $1.8 billion could be impacted with soybean, soya bean meal, animal feed such as wheat residues, onion and rapeseed, being the worst hit," said Mohit Singla, chairman of the Trade Promotion Council of India (TPCI).

He said tremors of unrest in Bangladesh were being felt for the past few months as letters of credit were not being issued easily.

Exporters of onion, vegetable and fruit, and processed foods, especially those in Kolkata, fear a complete stoppage of trade through the land route of Benapole and Petrapole.

"Internet disruptions have hurt banking transactions and commodity exporters are worried about exports to Bangladesh through the land border," said Ajay Sahai, director general of Federation of Indian Export Organisations (FIEO). "The next 7-10 days will be crucial," he said.

Most exports to Bangladesh are subject to full tariffs and fall outside South Asian Free Trade Area (Safta) agreement while Dhaka's exports to India are concentrated in a few categories, with textiles, garments, and made-ups making up 56% of their exports. These items benefit from zero tariffs under the Safta agreement.

POTENTIAL US RECESSION A CONCERN

Finmin Steps Up W Asia Vigil, Sees No Big Risk Yet

Banikinkar Pattanayak

New Delhi: The finance ministry has stepped up the monitoring of the West Asian conflict, a senior official said, as last week's assassination of the Hamas chief in Iran, blamed on Israel, has threatened to set off a wider regional conflagration, potentially impacting global oil prices, capital flows, currency movement and shipping costs.

However, the conflict is "unlikely to pose any major risk yet," and India's strong macroeconomic fundamentals will hold it in good stead to weather any such crisis without significant bruises, the official told **ET**.

US RECESSION RISK

Any potential recession in the US would be a bigger worry, he said, adding, however, that "it's a bit early in the day to sound that out conclusively." The US has been India's largest export destination, accounting for almost 18% ($78 billion) of the country's merchandise shipments in FY24.

"Unless the conflict theatre in West Asia widens substantially for a protracted period, which seems unlikely at the moment, the impact on India won't be significant. Still, we have to wait and watch carefully," the official said.

Indian stocks plunged on Monday tracking a global selloff and the rupee depreciated against the dollar as worries about the US recession following weak manufacturing and a spike in unemployment further weighed down investor sentiments already battered by the simmering West Asian conflict. The benchmark Sensex and Nifty nosedived 2.74% and 2.68%, respectively, on Monday. The rupee weakened 0.1% to close at a fresh low of 83.85 against the greenback, as the dollar index strengthened with investors flocking to safe haven assets.

Shipping costs, particularly, could be under pressure, adding to exporters' woes if Iran-backed Houthi rebels again step up attacks on vessels across the Red Sea and the Mediterranean.

168 LOADED, 187 EMPTY WAGONS CURRENTLY IN B'DESH

All Train Services Suspended

Our Bureau

New Delhi: India has suspended all train services to Bangladesh after tensions escalated in the neighbouring country. According to officials aware of the developments, train services to Bangladesh had started tapering since mid-July.

"One passenger rake (train) owned by India is currently held up in Bangladesh," a senior official told ET, adding that eight loaded rakes carrying goods—largely food grains—from India are ready and awaiting clearance.

One goods rake has around 42 wagons. It is estimated that 168 loaded and 187 empty wagons of Indian origin are held in Bangladesh.

Tensions in Bangladesh have escalated, leading to imposition of military rule after Prime Minister Sheikh Hasina abruptly resigned and fled the country. There are three passenger train services that ply between India and Bangladesh on a regular basis. To run these, one train owned by Bangladesh and three by India are deployed for operations.

POWER PURCHASE AGREEMENT WITH BPDB

Adani Continues Power Supply

Our Bureau

New Delhi: Adani Power Ltd Monday said the company is continuing to supply power to the Bangladesh power utility as part of their agreement without any disruption, amid the protests that led to political unrest in the country.

"In its normal course of business, Bangladesh Power Development Board (BPDB) is scheduling the power supply to meet their nation's demand and as per that schedule, Adani Power continues to supply power to the Bangladesh power utility without any disruption," according to a company spokesperson.

"Going forward too, we will remain guided by BPDB's schedule and as per the provisions of PPA between two utilities," the person said.

Adani Power Ltd has a power purchase agreement with BPDB for electricity supply which was started in June 2023.

Adani Power Jharkhand, a subsidiary of Adani Power, supplies 1496 MW net capacity power from its ultra-supercritical thermal power plant in Godda, Jharkhand.

Niti Firming Up Proposals on Corporate Bond Mkt

New Delhi: NITI Aayog has initiated research on India's corporate bond market and will soon firm up its recommendations on ways to deepen it, the Aayog said in its annual report for 2023-24. "The economic and finance vertical is in the process of developing a holistic research buttressed with key policy recommendations to deepen the corporate bond markets," it said.

According to the report, corporate bond markets are an efficient cost minimisation process for long-term funding and contribute significantly to financial stability.

"It is a mechanism for supporting the bank for long-term lending against relatively shorter-tenor liabilities and helping the insurance companies and pension fund holders to diversify their portfolios while spreading or distributing the risks and managing the liquidity gap," it said.

INDIAN STATISTICAL SYSTEM

Besides, the Aayog has collaborated with stakeholder ministries, including ministry of statistics, to firm up a cohesive strategy for leveraging data for governance, it said in the report. A task force has been set up on the Indian Statistical Systems under chairmanship of Suman Bery, vice chairman of Aayog, which in turn has constituted an expert group to propose solutions on improving survey quality, harmonisation of survey data and identifying use cases of data. – **Our Bureau**

PMI AT 60.3, GROWTH FOR 36TH STRAIGHT MONTH

Services Growth Slows in July as Labour & Material Costs Weigh

New business, online offerings and investments in technology a booster

Our Bureau

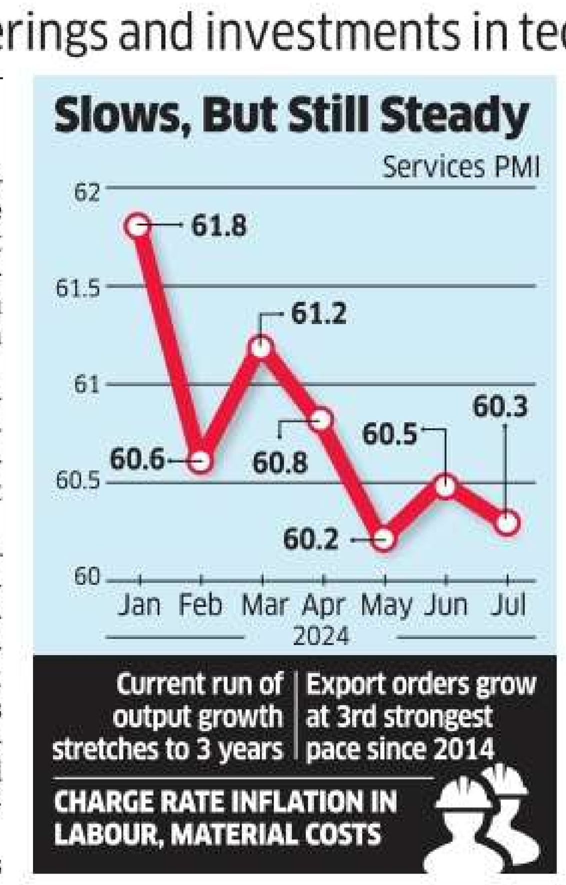
New Delhi: India's services sector activity accelerated at a slightly slower pace in July than in the previous month but remained robust amid new business gains, online offerings and investment in technology, a private survey showed on Monday.

HSBC India Services Business Activity Index was at 60.3 in July, down fractionally from 60.5 in June and above the neutral mark of 50.0 for the 36th straight month.

Survey respondents mostly cited investment in technology, online offerings, new business gains and rosy demand as the main drivers of growth, according to a report based on the survey. When explaining cost increases, firms particularly mentioned labour and materials. The latter was in turn attributed to greater outlays on eggs, meat and vegetables.

The overall rate of cost inflation was solid and faster than that seen in June.

The third-fastest expansion in international sales for nearly a decade supported another robust increase in overall new order intakes, which in turn underpinned the hiring of full-time and part-time workers.



"Robust demand conditions, reflected by increased new orders from both domestic and international markets, led firms to increase hiring levels," said Pranjul Bhandari, chief India economist at HSBC.

Total new orders expanded at a historically sharp pace, with increasing export orders from countries including Austria, Brazil, China, Japan, Singapore, the Netherlands and the US, according to the respondents.

Higher wage and material costs continued to push up business expenses, with the overall rate of inflation quickening from June, according to the survey.

Favourable economic conditions and optimistic expectations for output supported recruitment among services firms. The increase in employment levels was among the strongest in nearly two years.

Favourable economic conditions, optimistic expectations for output supported recruitment among services cos

"Looking ahead, services firms remained optimistic about the outlook for the year ahead," Bhandari said.

Confidence in the outlook for demand and sales, alongside improved customer engagement and new enquiries, boosted optimism.

A sister survey last week showed India's manufacturing activity slowed marginally in July. Put together, the HSBC India Composite Output Index posted 60.7 in July, down from 60.9 in June.

Gearing up to seek approval from expenditure finance panel

Contours of Three Jobs Schemes Being Finalised

Yogima Seth

New Delhi: The Ministry of Labour and Employment is finalising three employment-linked incentive schemes announced in the budget before forwarding them to the expenditure finance committee for approval later this month. The committee's nod is necessary for rolling out the schemes.

The ministry has also started a major capacity augmentation and software upgradation at the Employees' Provident Fund Organisation (EPFO)–the nodal body for implementing the schemes, a senior government official told ET, requesting anonymity.

Govt plans to incentivise creation of 29 m formal jobs under EPFO with 3 schemes in next 2 years

The government plans to incentivise creation of 29 million formal jobs under EPFO under the three schemes in the next two years.

According to the official, the government will utilise existing employers' data with EPFO as major companies across sectors, with employment generation potential, are under the EPFO's ambit.

"Implementation of the scheme is the key thing. The ministry is working out the timelines and carrying out extensive updation of the software at the EPFO to avoid any glitches as we roll out the schemes," the official said.

The plan is to officially launch the schemes in September, coinciding with Prime Minister Narendra Modi's birthday. However, this would require a go-ahead from the expenditure finance committee, followed by the cabinet.

Annual formal jobs created under the EPFO stood at 15.4 million in FY24, 11.4% higher than 13.85 million in the previous year.

Under Scheme A, the government will reimburse a month's wage, up to Rs 15,000 in three instalments, as a subsidy to those entering the workforce for the first time.

50% Young Men, 25% Women Employed in Rural India

New Delhi: Around 50% of rural men aged 18 to 25 are employed while only 25% of the women in the same age bracket are working, a survey involving 5,169 youths across villages of the country shows.

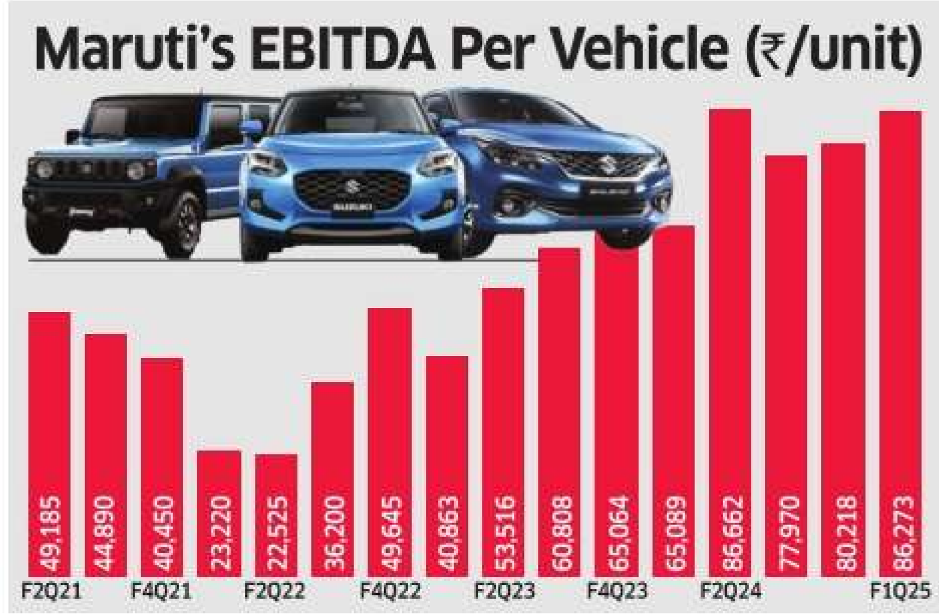
According to the State of Rural Youth Employment 2024 report, brought out by the Global Development Incubator (GDI), Global Opportunity Youth Network (GOYN), Development Intelligence Unit (DIU), and Transform Rural India Foundation (TRI), 70-85% of the youth said they wanted to change their jobs.

The report is based on interviews with 5,169 rural youths between 18 and 35 years of age. Among those aged 26-35, about 85% of men are employed, and nearly 10% are currently unemployed after having worked earlier. – **Our Bureau**

Maruti Suzuki in Top Gear with Push from CNG, Improved Exports

Sustained dip in raw material costs caused raw material-to-sales ratio to shrink 263 bps to 70% in Q1

Ashutosh R Shyam



ET Intelligence Group: Maruti Suzuki's reported impressive earnings growth of 47% year-on-year for the June quarter amid muted sales volume, aided by benign raw material prices. The maker of the Swift and Baleno cars recorded 344 basis point improvement in the operating margin before depreciation and amortisation (EBITDA margin) at 12.7% even as the volume increased a modest 5% to 5,21,868 units. The EBITDA per vehicle at ₹86,273 was at a record high. Sequentially, the company improved margin by nearly 41 basis points, surpassing market expectations by approximately 100 basis points.

A sustained decline in raw material costs caused the raw material-to-sales ratio to shrink 263 basis points to 70% in the first quarter of FY25. In addition, the company's average selling price (ASP) rose 5% year-on-year to ₹6.8 lakh per unit, driven by an improved product mix with a higher share of higher ASP CNG vehicles. Sales in lower CNG penetration markets such as Karnataka, Kerala, Rajasthan, Madhya Pradesh, and Bihar showed strong traction. The share of CNG vehicles in total domestic volume increased 600 basis points sequentially to 33% in the June quarter. Given the additional one lakh units of installed capacity at the Manesar facility, the CNG mix is expected to sustain. The company has guided for a sales volume of 6,00,000 CNG units for the current fiscal year, 33% higher compared with 4,50,000 units in the previous year.

In the coming quarters, margin may show pressure pertaining to rising discounts at the industry level due to higher inventory. The industry-wide inventory has reached approximately 6-6.5 lakh units, equivalent to 45 days of sales. For Maruti, though CNG models attracted lesser discount due to higher demand, average discounts per vehicle increased to ₹21,700 in the June quarter compared with ₹14,500 a year ago. This higher discount reflects rising

The company's export growth has remained stable, with gradual expansion into the Middle East and Latin American markets. In the first quarter of FY25, exports grew 11% year-on-year to 70,560 units, contributing 13.5% to the total volume. The company expects export sales of over 3,00,000 units for the full fiscal year compared with 2,83,000 units the previous year. With low single-digit growth in the domestic market, the full-year volume growth is expected to be 5-6% for FY25 and 7-8% for FY26.

Maruti's market share remained stable at 41.6% in the first quarter. It showed traction in the multi-utility vehicle (MUV) segment where the company's market share improved 500 basis points to 61%. Notably, the volume of the Ertiga nearly doubled over the past year. The MUV segment makes up 14% of the total industry volume.

The stock trades at 26 times one-year forward earnings, which is in line with its long-term average valuation.

Buyers Rush to Gold Amid Fears of Rally After a Lull

Jewellers report up to 15% higher footfalls, demand surge leads to prices rising 2%

Sutanuka Ghosal

Kolkata: Consumers are rushing to buy gold, some even placing advance orders, on fears that prices may start rallying again after a recent decline, said jewellers and trade executives. Prices of the yellow metal fell after a customs duty cut in the budget but have since rebounded amid a rush of buyers in the world's second-largest bullion market.

Jewellers reported up to 15% higher footfalls in the first weekend of August compared to the previous weekend, as consumers sought to benefit from the lower prices. However, the demand surge led to prices rebounding by 2% within a fortnight of the duty cut following expectations of a rate cut by the US Federal Reserve and flaring up of the West Asia conflict.

The FY25 budget, presented on July 23, lowered the import duty on gold to 6% from 15%, bringing cheers to consumers. On July 24, the day after the duty cut, retail prices of gold stood at ₹71,225 per 10 gm, which has risen to ₹72,594 per 10 gm as of August 2.

"The feeling among the customers is that prices might further go up as the geopolitical tension might further escalate as Iran has threatened to attack Israel. This is prompting them to make purchases. They are buying jewellery ranging between ₹25,000 – ₹4 lakh," said Colin Shah, managing director at Mumbai-based Kama Jewelry.

Monsoon Watch

FLASH FLOOD WARNING
Low-to-moderate flash flood risk likely over east and west Rajasthan, South Gujarat Region, and Konkan and Goa

Rainfall Deficiency June 1-Aug 5/Aug1-Aug5

East & NE	-13.4%/64.6
Northwest	-8.1%/74.6
Central	21%/+56.8
South Peninsula	23.9%/-5.8
Country as a whole	6.6%/+53.4

Under the influence of Depression, isolated extremely heavy rainfall likely over west Rajasthan and very heavy rainfall over east Rajasthan, Gujarat

CURRENT WEATHER & FORECAST

Fairly widespread-to-widespread rainfall with isolated heavy falls likely over MW & east India in next 3-4 days

KSK Mahanadi Lenders Can Distribute Surplus Cash Among Themselves: NCLT

Our Bureau

Mumbai: The Hyderabad bench of the National Company Law Tribunal (NCLT) on Monday approved a plea from the resolution professional of KSK Mahanadi Power to distribute the surplus cash amounting to ₹6,400 crore among lenders. According to people with knowledge of the matter, this is the first time lenders will recover a part of their dues before a resolution is approved by the NCLT.

All bidders including Adani Power — the highest bidder offering ₹27,000 crore, may want to relook at their respective offers following the NCLT order, according to the advisors involved in resolving the distressed thermal power company.

KSK Mahanadi Power received plans from Adani Power, Capri Global Holdings, Coal India, NTPC, Vedanta, Sajjan Jindal-owned JSW Energy, Naveen Jindal-owned Jindal Power and Steel, iLab India Special Fund, Rashmi Metaliks and Sherisha Technologies, **ET** reported on August 3.

The company had accumulated cash and a cash balance of little over ₹9,000 crore since three 600 megawatt units were operational for the last five years under the corporate insolvency and resolution process (CIRP).

The court has ruled that after setting aside a portion of funds required for maintaining the company's daily operations, the balance can be distributed among lenders. A banker said the surplus amounts to ₹6,400 crore.

Reliance Industries Limited
Growth is Life

Regd. Office: 3rd Floor, Maker Chambers IV, 222, Nariman Point, Mumbai 400 021
Phone: +91-22-3555 5000 • Fax: +91-22-2204 2268 • E-mail: investor.relations@ril.com
CIN: L17110MH1973PLC019786

INFORMATION REGARDING (A) FORTY-SEVENTH ANNUAL GENERAL MEETING (POST-IPO); AND (B) RECORD DATE FOR DIVIDEND

The Forty-seventh Annual General Meeting (Post-IPO) (**"AGM"**) of the members of the Company will be held through Video Conferencing (**"VC"**) / Other Audio Visual Means (**"OAVM"**) on **Thursday, August 29, 2024 at 2:00 p.m. IST**, in compliance with all the applicable provisions of the Companies Act, 2013 and the Rules made thereunder and the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with all applicable circulars on the matter issued by the Ministry of Corporate Affairs (**"MCA"**) and the Securities and Exchange Board of India (**"SEBI"**), to transact the business set out in the Notice calling the AGM.

The Notice of the AGM and the standalone and consolidated audited financial statement for the financial year 2023-24, along with Board's Report, Auditors' Report and other documents required to be attached thereto, will be sent electronically to those members of the Company whose e-mail address is registered with the Company / KFin Technologies Limited (**"KFinTech"**), Company's Registrar and Transfer Agent / Depository Participants / Depositories. The Notice of AGM and the aforesaid documents will also be available on the Company's website at **www.ril.com** and on the website of the Stock Exchanges, i.e., BSE Limited (**"BSE"**) and National Stock Exchange of India Limited (**"NSE"**) at **www.bseindia.com** and **www.nseindia.com**, respectively, and on the website of KFinTech at **https://evoting.kfintech.com**.

Manner of registering / updating e-mail address:

(a) Members holding shares in physical mode, who have not registered / updated their e-mail address with the Company, are requested to register / update their e-mail address by submitting Form ISR-1 (available on the website of the Company at **www.ril.com**) duly filled and signed along with requisite supporting documents to KFinTech at Unit: Reliance Industries Limited, Selenium Tower B, Plot 31 & 32, Gachibowli, Financial District, Nanakramguda, Hyderabad 500 032.

(b) Members holding shares in dematerialised mode, who have not registered / updated their e-mail address with their Depository Participant(s), are requested to register / update the same with the Depository Participant(s) where they maintain their demat accounts.

Manner of casting vote(s) through e-voting:

Members can cast their vote(s) on the business as set out in the Notice of the AGM through electronic voting system (**"e-voting"**). The manner of voting, including voting remotely (**"remote e-voting"**) by members holding shares in dematerialised mode, physical mode and for members who have not registered their email address has been provided in the Notice of the AGM. Members attending the AGM who have not cast vote(s) by remote e-voting will be able to vote at the AGM through Insta Poll.

Joining the AGM through VC / OAVM:

Members will be able to attend the AGM through VC / OAVM, through JioMeet, at https://jiomeet.jio.com/rilagm. The information about login credentials to be used and the steps to be followed for attending the AGM are explained in the Notice of AGM.

RECORD DATE FOR DIVIDEND AND PAYMENT THEREOF

(a) The Company has fixed **Monday, August 19, 2024** as the **'Record Date'** for determining entitlement of members to dividend, recommended by the Board of Directors of the Company, for the financial year ended March 31, 2024.

(b) The dividend will be paid within a week from the conclusion of the AGM through electronic mode. As mandated by SEBI, dividend to the members holding shares in physical mode shall be paid electronically, only after they have furnished their Permanent Account Number, Contact Details (Postal Address, Mobile Number and E-mail), Bank Account Details, Specimen Signature, etc. for their corresponding physical folios.

Manner of registering mandate for receiving Dividend:

Members are requested to register / update:

(a) their complete bank details with their Depository Participant(s), if shares are held in dematerialised mode, by submitting forms and documents as may be required by the Depository Participant(s); and

(b) Permanent Account Number, Contact Details (Postal Address, Mobile Number and E-mail), Bank Account Details, Specimen Signature, etc. with KFinTech by submitting duly filled and signed Form ISR-1 along with requisite supporting documents at its aforesaid address, if shares are held in physical mode.

Members are requested to carefully read the Notice of the AGM and in particular, instructions for joining the AGM and manner of casting vote through remote e-voting or voting at the AGM.

By order of the Board of Directors
Sd/-
Savithri Parekh
Company Secretary and Compliance Officer

Place : Mumbai
Dated : August 6, 2024

www.ril.com

motherson

MOTHERSON SUMI WIRING INDIA LIMITED

CIN - L29306MH2020PLC341326
Regd. Office: Unit No. 705, C-Wing, ONE BKC, G Block, Bandra Kurla Complex, Bandra East, Mumbai, Maharashtra-400051, India
Tel No. +91 022-61354800, Fax: 022-61354801,
Email: investorrelations@mswil.motherson.com, Website: www.mswil.motherson.com

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2024

INR in Crores

	Particulars	Three months ended			Year ended
		30/06/2024	31/03/2024	30/06/2023	31/03/2024
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
1	Total income from operations	2,184.84	2,232.67	1,871.84	8,328.25
2	Net Profit / (Loss) for the period before tax (before exceptional items)	198.36	250.46	166.09	845.54
3	Net Profit / (Loss) for the period before tax (after exceptional items)	198.36	250.46	166.09	845.54
4	Net Profit / (Loss) for the period after tax (after exceptional items)	148.87	191.44	123.13	638.30
5	Total comprehensive Income for the period {Comprising Profit/(Loss) for the period (after tax) and Other Comprehensive Income (after tax)}	144.44	190.50	117.30	633.66
6	Paid up Equity Share Capital (of Re. 1/- each)	442.11	442.11	442.11	442.11
7	Reserves (excluding Revaluation Reserve)				1,234.72
8	Earnings Per Share (of Re 1/- each) - Basic and Diluted (not annualised)	0.34	0.43	0.28	1.44

Notes

a) The above is an extract of the detailed format of quarterly financial results filed with the Stock Exchanges under Regulation 33 of the LODR Regulations. The full format of the quarterly financial results is available on the websites of the Stock Exchange(s) and the listed entity (www.nseindia.com, www.bseindia.com and www.mswil.motherson.com).

By Order of the Board of Directors
For **Motherson Sumi Wiring India Limited**
-sd-
V C SEHGAL
Chairman
DIN: 00291126

Place: London
Date: August 05, 2024

Proud to be part of samvardhana **motherson**

GUJARAT AMBUJA EXPORTS LIMITED

NURTURING BRANDS

STANDALONE FINANCIAL HIGHLIGHTS FOR THE QUARTER ENDED 30TH JUNE, 2024

(₹ in crores)

HIGHLIGHTS	QUARTER ENDED	
	30.06.2024	30.06.2023
Sales	1090.44	1162.99
EBITDA	134.57	128.68
Cash Profit Before Tax	131.18	122.51
Profit Before Tax	100.36	92.21
Profit After Tax	76.74	70.87
Cash Profit After Tax	107.56	101.17
EPS - in ₹ per share (FV ₹ 1/-)	1.67	1.55

Registered Office : "AMBUJA TOWER", Opp. Sindhu Bhavan, Sindhu Bhavan Road, Bodakdev, P.O. Thaltej, Ahmedabad - 380 054. | **CIN :** L15140GJ1991PLC016151
Phone : +91 79 6155 6677 | **Fax :** +91 79 6155 6678,
Website : www.ambujagroup.com | **Email :** info@ambujagroup.com

This is not a statutory release. For detailed statutory results, please visit www.ambujagroup.com

33% Global insurance tech funding went into AI-focused insurtechs in Q2 2024, according to a report from US based Gallagher Re

"JUST ABOUT EVERY INDUSTRY IS GOING TO BE AFFECTED BY THIS... ALL ARE GOING TO BE TRANSFORMED BY GENERATIVE AI."
JENSEN HUANG NVIDIA FOUNDER AT THE SIGGRAPH PROFESSIONAL GRAPHICS CONFERENCE

"When internet happened, there was similar speculation that it would lead to loss of jobs... So, AI applications will also provide new opportunities for jobs."
← MANSUKH MANDAVIYA, LABOUR MINISTER, IN THE LOK SABHA

THE GOOD

↑ Catching Fakes
Microsoft published a 42-page report urging US policy makers to take action to outlaw AI generated deep fakes, along with specifics on how to deal with the slew of AI deep fakes throughout the net.

↑ Greener AI
Technology from researchers at the University of Minnesota Twin Cities, called Computational Random-Access Memory (CRAM), has been stated to have the capability to reduce the power consumed by AI computing by a magnitude of 1000.

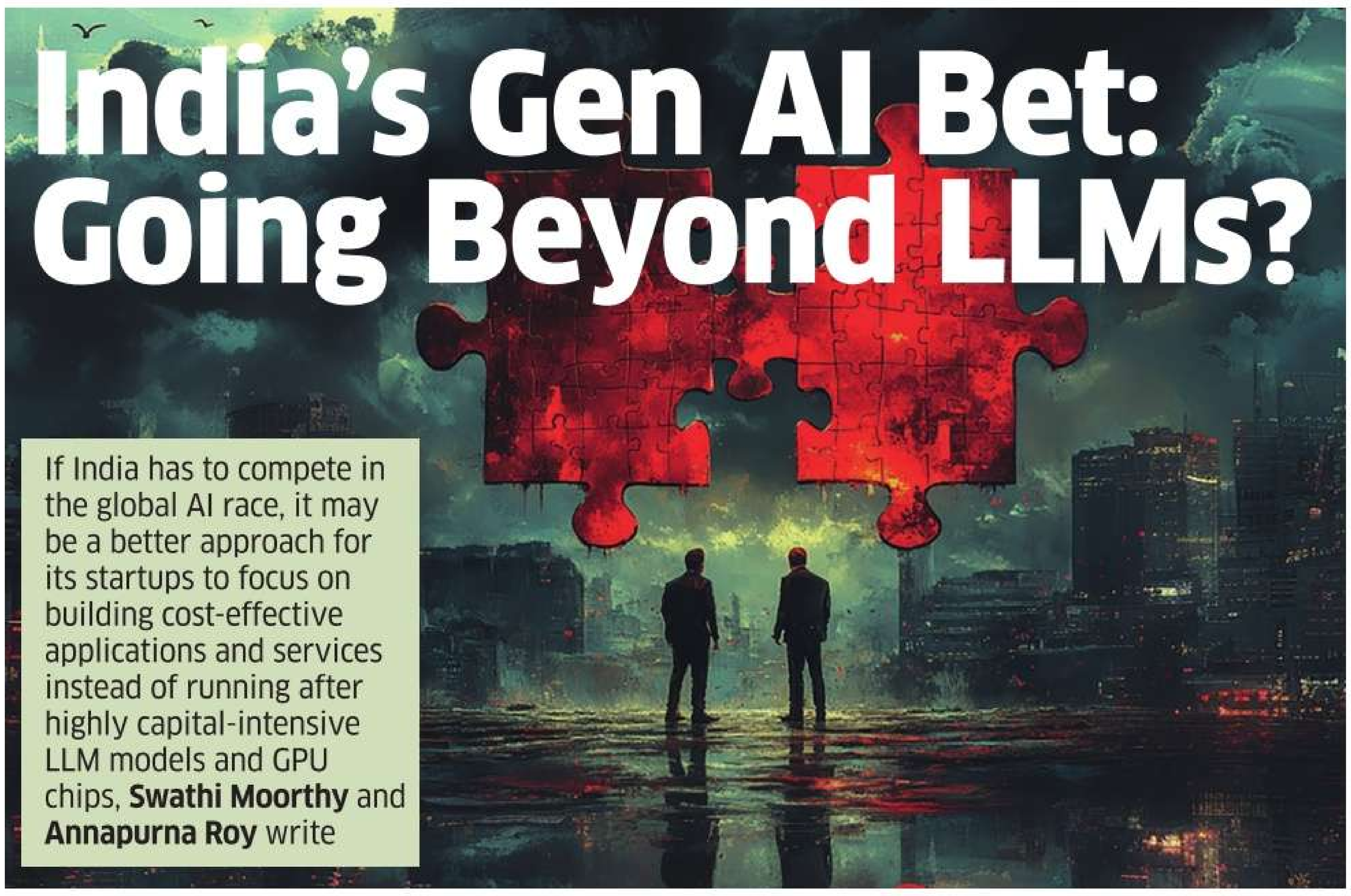
THE BAD

↓ Don't Say AI
A study by Washington State University found that companies have caused damage to their sales by using AI in the description of their products. Mentioning AI tends to lower emotional trust, it said.

↓ AI In Line of Fire
Meta's AI chatbot had in queries denied that Trump assassination attempt happened in what it says was a hallucination. Refuting claims of bias, firm explained that AI chatbots are not reliable when it comes to breaking news.

THE UGLY

↓ Reel to Real
Argentina announced the creation of a law enforcement unit dedicated to prediction of future crimes via AI, using facial recognition software, social media monitoring and real-time analysis of security footage, raising concerns among experts.



India's Gen AI Bet: Going Beyond LLMs?

If India has to compete in the global AI race, it may be a better approach for its startups to focus on building cost-effective applications and services instead of running after highly capital-intensive LLM models and GPU chips, **Swathi Moorthy** and **Annapurna Roy** write

AI startups in the United States received $27 billion in funding in the April-June quarter, accounting for nearly half of all startup funding in the country during that period. Funding for AI startups in India on the contrary stood at $8.2 million in the April-June quarter, declining about 91% sequentially and by 82% year on year.

Even as year-to-date in 2024, Indian AI startups have raised nearly $96 million, which is a 61% increase over the same period in 2023, there is a reset of sorts happening in the Indian AI space. The initial euphoria is settling down and investors are looking beyond large language models (LLMs) and are now trying to zero in on companies which could build applications and services on top of LLMs. The greatest value for Indian startups could perhaps accrue from building cost-effective applications and services since LLMs and GPU chips are highly capital-intensive, investors and executives told **ET.**

Nandan Nilekani, cofounder, Infosys, and founder chairman of Aadhaar, said recently that India would become the use case capital of the world for AI.

"India's advantage is our population and their aspirations. We have to build it (solutions) at scale and innovate frugally to dramatically reduce the cost of AI," he had said. India currently has just one AI startup unicorn – Ola founder Bhavish Aggarwal's latest venture Krutrim AI, which is developing foundation models for Indic languages and use cases. This January, Krutrim raised $50 million in a funding round led by Matrix Partners India at a $1 billion valuation. The only other Indian foundation model startup to secure a comparably large amount in funding was Sarvam AI. It raised $41 million last year backed by top VC firms Lightspeed, Peak XV Partners and Khosla Ventures.

The Indian path to AI innovation will be different to that of the US, Deepak Sharma, cofounder of seed stage startup accelerator India Accelerator told ET.

"We are not in a race to invest and build the next best GPU chip or LLM foundational model. India will leverage startups, private sector, academia and government to democratise and provide AI technology in the hands of common people and enterprises. The opportunity for Indian startups will be at the application layer, and that is where a large part of VC dry powder will be deployed," Sharma said. Earlier this year, Rajan Anandan, managing director of VC firm Peak XV Partners and seed platform Surge, also said that India could see hundreds of globally-focused AI firms in a few years with new SaaS (Software-as-a-Service) startups building AI-first.

Most of the value will be generated not from startups building foundational models, but those building on top of them, he said. Promising areas include companies that focus on AI tooling and infrastructure or 'LLMOps', those developing generative AI-based personalised content generation applications, and vertical AI companies building for specific domains.

EMERGING AREAS

Certain startups are already homing in on specific niches and are finding the funding too. For instance, Attentive AI, which raised $7 million this year, provides AI-powered solutions for field service businesses across landscaping, construction, asphalt and paving, facilities maintenance, and snow removal industries. It caters largely to the North American market.

Deeptech startup Myelin Foundry, which recently raised $4 million led by SIDBI Venture Capital, focuses on AI for consumer edge devices, building algorithms for video, voice, and sensor data. Another emerging theme is software development for systematic testing of LLMs, prompt testing, latency testing, testing for accuracy and minimising hallucinations, experts said.

For instance, AI testing and safety startup Raga AI raised about $4.7 million earlier this year from Pi Ventures, Anorak Ventures, TenOneTen Ventures, Arka Ventures, Mana Ventures and Exfinity Venture Partners.

> "India's advantage is our population and their aspirations. We have to build it (solutions) at scale and innovate frugally to dramatically reduce cost of AI."
> NANDAN NILEKANI, COFOUNDER, INFOSYS, AND FOUNDER CHAIRMAN OF AADHAAR

The firm uses AI to test issues related to databases, data models or others in a variety of AI products and services. It helps diagnose issues across LLMs, computer vision, structured data, and audio and speech models. Similarly, California-based Maxim AI, which helps developers evaluate and monitor their AI applications, raised $3 million in June in a funding round led by Elevation Capital.

For SenseAI, looking ahead, the focus is on small language models (SLM), agentic systems and AI tooling -- these promise a robust and sustainable future for India's AI sector, said Rahul Agarwalla, founding partner at the AI-focused venture firm.

It has invested in Floworks, for instance, which has developed an AI sales development representative using an agentic AI that utilises multiple SLMs for interacting with sales tools.

This approach has resulted in a highly accurate and cost-effective solution, proving the viability and benefits of SLMs, Agarwalla said.

"By capitalising on these areas, India can establish a strong presence in the global AI landscape."

BEYOND LLMS

Alok Goyal, partner, Stellaris Venture Partners, said that LLMs will become commoditised in the foreseeable future. The VC firm is bullish on opportunities in startups building vertical applications that reimagine processes and are deeply embedded in workflows. Further, those building developer tools for AI to democratise software development are in focus.

"We believe that services will be an important part of building an AI software company, as you will need to deliver outcomes instead of just selling the software," Goyal told ET. "We believe that over the next two decades, the landscape of both software and services providers will be altered dramatically. While the popular narrative is that the larger companies (ready incumbents) have all the advantages of capital, talent and market access, we believe that, like every wave of technology, startups will capture a large share of the value as incumbents deal with gravity and friction!"

A large chunk of Indian AI startups are focusing on building tools for easier adoption of the technology, especially given its rapid evolution, or applications leveraging it.

This year, for example, the second highest fundraise for an AI startup after Krutrim AI was by Neysa AI, an AI cloud and platform-as-a-service and network observability startup. Neysa raised $20 million in seed funding led by Matrix Partners India, Nexus Venture Partners, and others.

Somshubhro Pal Choudhury, partner at deeptech focused Bharat Innovation Fund (BIF) said while it is still developing its thesis around gen AI, LLM security and operations (SecOps) are notable areas. The firm has identified a couple of firms that are focusing on LLM security and operations (LLM SecOps). "We have made a list of close to 25-30 companies globally in this space and we have identified 3-4 companies in India, who are focusing on that entire LLM SecOps, security ops," he added.

The other areas of interest include observability, privacy and optimisation in the area of compute power and AI models. So far, the company has invested in one gen AI startup, enterprise AI solutions firm Clodura.AI.

THE BELIEVERS

Hemant Mohapatra, partner, Lightspeed India Partners, said in the gen AI realm, the VC firm is still actively looking at startups across layers like hardware and operating systems in addition to foundational models, middleware and applications. These areas however require specific expertise. "We're looking for people that can build the next version of Nvidia design, packaging, manufacturing, positioning and branding your company in that category, selling that product against an Nvidia and how do you price," Mohapatra told ET.

This entails a sophisticated formula that only a handful of firms will be able to do, he said. Further, commercialisation remains a challenge but if the technology works, this will follow, he added. LightSpeed has invested in Indian AI startups like Sarvam AI, Yellow.ai, and AI-powered synthetic video creation platform, Rephrase.ai.

GenAI Play Tops VC Mindspace in Funding Winter

Investments in Generative AI space are seeing significant traction since 2023, with the number of firms on the rise. According to Jeyandran Venugopal, chair, Nasscom DeepTech Council, about 74% of the new deeptech startups in 2023 were AI centric. Despite the funding winter, AI continued to be a major focal point for investors with 86% of the new funding commitments in AI-backed startups, Venugopal said. As per Nasscom's Gen AI Tracker, Gen AI startup investments in India doubled between H1 2023 and H1 2024, even as the number of funding rounds nearly halved between H2 2023 and H1 2024. **Annapurna Roy** and **Swathi Moorthy** take a look at India's AI and GenAI funding landcape in 2024.

TOP 10 FUNDED AI STARTUPS IN INDIA IN 2024*

Startup | Funding Amount (USD)

1 **Krutrim:** Building an indigenous AI stack, including a GenAI chatbot
50,000,000
Investors: Matrix Partners India

2 **Neysa:** AI cloud and platform-as-a-service
20,000,000
Investors: Matrix Partners India, Nexus Venture Partners, NTTVC, Anchorage Capital Group, Blume Ventures

3 **Attentive AI:** AI-based SaaS platform for the landscaping and outdoor service industry
7,000,000
Investors: Info Edge Ventures, Vertex Ventures, Surge, RedStart Labs, Peak XV Partners, Tenacity Ventures

4 **RagaAI:** Automated AI testing platform
4,700,000
Investors: pi Ventures, Arka Venture Labs, Anorak Ventures, Mana Ventures, Exfinity Venture Partners,

5 **Myelin Foundry:** Deep tech product startup building AI algorithms on complex unstructured data in real-time at the edge
4,000,000
Investors: SIDBI Venture Capital, Endiya Partners, Pratithi Investments, Subh Labh

6 **Assert AI:** Computer vision company providing AI-based video analytics solutions to industries
4,000,000
Investors: Arya, Ramesh Hariharan, Prashant Purker

7 **BiteSpeed:** Online platform offering Whatsapp marketing for Shopify businesses
3,463,949
Investors: Surge, Angel List, Whiteboard Capital, Matrix Partners India, Astir Ventures, Upsparks Capital, Logx Ventures Partners, Dhruv Vohra, Gaurav Munjal

8 **Vodex:** AI and SaaS-based outbound phone call automation software
2,000,000
Investors: Unicorn India Ventures, Pentathlon Ventures

9 **Ripik.AI:** Provider of production and manufacturing process analytics solutions
250,000
Investors: Accel

10 **Hyperleap AI:** GenAI platform for businesses, with solutions in prompt engineering, conversational personas, org-wide AI, and more
225,000
Investors: Anil Kommineni

Source: Tracxn, company websites
*As of July 18.

VC INVESTMENTS IN GENAI STARTUPS IN INDIA

	Total Funding ($ million)**	Number of Rounds
2024 (till June 30)	210	15
2023	349	18

Source: Venture Intelligence | **Note: This includes amounts invested by co-investors
Co-Investment includes both India-dedicated and Foreign Investors who participated in the company

CATCHER IN THE AI

MOROCCO'S LAYLI CROWNED WORLD'S FIRST 'MISS AI'
Moroccan AI-created lifestyle influencer Kenza Layli was crowned the world's first 'Miss AI' and earned a grand prize of $20,000. Lalina Valina from France, promoting kindness, secured the second spot, while Olivia C from Portugal, an advocate for harmonious coexistence between real and artificial worlds, clinched the third place. Social media creator platform Fanvue AI conducted the first-ever 'Miss AI' beauty pageant competition among 1,500 AI-generated characters.

AI GENERATED IMAGE

New MIT AI Model Can Spot Breast Cancer Stages Early

Researchers from MIT created an AI model that can detect breast cancer 5 years before it develops. The model can identify different stages of DCIS (a preinvasive tumor) from an easy-to-obtain breast tissue image. DCIS accounts for 25% of all breast cancer diagnoses. The new model could help clinicians diagnose simpler cases without the need for labour-intensive tests.

New Tool to Catch ChatGPT Cheating

OpenAI is experimenting with a tool that could tell if students have used AI-generated text to write assignments or research papers using 'text watermarking'. Previous efforts to detect AI-generated text have largely been ineffective due to low accuracy. Besides text, AI-generated images and voice could have far more harmful effects and detection tools by companies like ElevenLabs have largely been inaccurate.

AI-Made Bioweapon Gives US the Creeps

The White House is worried about AI's aid in creating bioweapons after Rocco Casagrande, a biochemist demonstrated how tools like ChatGPT could teach users ways to make viruses. He was carrying a box of ingredients, which, if assembled correctly, had the potential to cause the next pandemic. An AI chatbot had given him the deadly recipe.

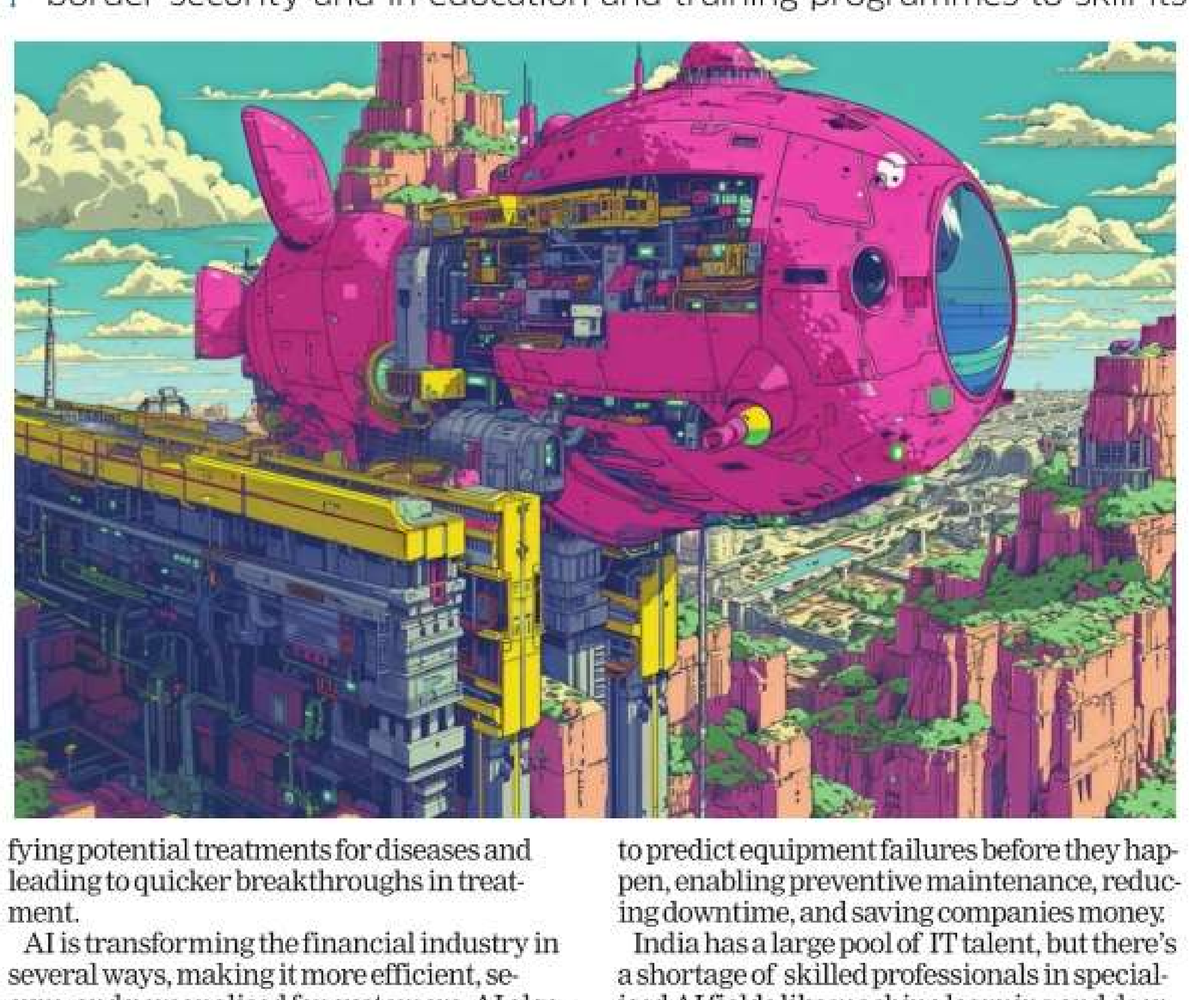
NueTRENDS

VINOD DHAM writes that India should focus on investing in AI across cyber-security, border security and in education and training programmes to skill its workforce

Endowing computers with human-like intelligence has been a dream of computer science experts since the dawn of electronic computing. Computer scientists have been struggling with the possibility of programming computers to learn from repetitive experiences, much as a newborn child does. A British mathematician and logician, Alan Turing, in the 1950s, posed the question: "Can machines think?" Thanks to the convergence of powerful computers, large amounts of data and novel ways of designing neural networks, we are finally beginning to see the birth of AI after 70 years.

The announcement of ChatGPT by Open AI, a startup, began a big bang of AI boom on November 30, 2022. ChatGPT is a virtual assistant (Chatbot) that allows the user to assist them with composing essays and creating content in the form of text, photos, and videos. It can be used to translate languages and write code. The user can perform human-like conversations with the computer and get answers to their questions on a wide range of topics. ChatGPT works through its 'generative pre-trained transformer': a type of machine learning algorithm that uses deep learning and a large database of training text to generate new text in response to a user's prompt.

AI is beginning to make an impact across a wide range of industries. AI has made significant strides in medical imaging, providing tools that can assist or sometimes even surpass human radiologists in detecting diseases. AI is being used to analyse massive datasets of genetics, proteins, and clinical data to pinpoint promising targets for new drugs, significantly accelerating the process of identifying potential treatments for diseases and leading to quicker breakthroughs in treatment.



AI is transforming the financial industry in several ways, making it more efficient, secure, and personalised for customers. AI algorithms are being used to analyse vast amounts of transaction data, in real-time, to identify suspicious patterns and prevent fraudulent activity.

Robots powered by AI are automating tasks on factory floors, optimising production lines, and improving quality control. By analysing sensor data from machines, AI is being used to predict equipment failures before they happen, enabling preventive maintenance, reducing downtime, and saving companies money.

India has a large pool of IT talent, but there's a shortage of skilled professionals in specialised AI fields like machine learning and deep learning. Despite AI's productivity improvements, the net employment isn't likely to change much, but it will create displacements. India should focus on investing in AI education and training programmes to help close this gap. Just like it did in semiconductors, government should proactively encourage collaboration between academia and industry to foster innovation in AI research. The public-private partnerships should be incentivised to develop a robust AI infrastructure by building new data centres with high performance GPU processors, so many professionals can access them for AI model development in an affordable way for the healthcare, drug discovery, and manufacturing industries.

> **The public-private partnerships should be incentivised to develop robust AI data centres with high performance GPUs**

One of the most crucial use cases for AI pertains to ensuring India's security. India has already begun using AI to strengthen its security infrastructure, by analysing massive amounts of data from security cameras, sensors, and social media to identify potential threats like terrorist activity or cyberattacks. By recognising patterns and anomalies, AI agents can flag suspicious activity, much faster and more effectively than humans can.

India should proactively address its border security threats and ensure the safety of its citizens by deploying AI-powered drones and surveillance systems to patrol India's vast borders, detecting illegal crossings and intrusions, in real-time.

India should integrate AI into its cyber-security effort. AI is a powerful tool to combat cyber threats. AI algorithms can detect sophisticated cyberattacks, including zero-day attacks, and automate responses to mitigate damage. Additionally, AI can help analyse network traffic and identify potential vulnerabilities before they can be exploited.

AI is a powerful tool with immense potential for good, however if misused, AI systems can perpetuate biases present in the data they are trained on. This can lead to damaging outcomes. To harness the power of AI for a better future, the government should proactively promote responsible AI adoption and develop ethical guidelines and regulations to address potential biases and privacy concerns.

(The author is popularly known as the 'Father of the Pentium Chip' for his contribution to the development of Intel's Pentium microprocessor.)

Top Court to see if Clause Restricting Arbitration Valid

Comes in backdrop of new govt policy that's being seen as 'anti-arbitration'

Indu Bhan

New Delhi: The Supreme Court has agreed to examine the validity of an arbitration clause that restricts the remedy of arbitration only to claims not exceeding 20% of the contract value.

A bench led by Justice Pankaj Mithal sought a response from the government on an appeal filed by Beaver Infra Consultants, challenging a Gauhati High Court judgment that dismissed its plea for the appointment of an arbitrator in its dispute with North East Frontier Railway (NEFR), one of the railway zones of the Indian Railway.

"This is a first such matter where validity of a restrictive arbitration clause will be tested by the apex court on grounds of reasonableness," advocate Abhijeet Swaroop, one of the lawyers who appeared for the company, told **ET**.

"It comes in the backdrop of the new arbitration policy issued by the government, which is being perceived as anti-arbitration. Views of the court in this matter would have implications on the policy itself," he said.

To resolve commercial disputes having government or PSE as one of parties, the finance ministry has set an upper limit of ₹10 crore for cases to be brought in. It has also said that arbitration clause should not be automatically included in large contracts.

Pankaj Chaudhary, MoS for Finance, in his reply to a Lok Sabha question said that the latest arbitration guidelines restricting arbitration clauses in government contracts to disputes of less than ₹10 crore are flexible and continue to permit arbitration for high value disputes after application of mind by the concerned ministries or undertaking.

Finmin has set a cap of ₹10 crore for arbitration. It's also against automatically including arbitration clause in big contracts

In the case before the Supreme Court, the Gauhati High Court had refused relief to Beaver Infra on the ground that the value of its claims in arbitration exceeded 20% of the contract value, thus arbitration as a remedy was excluded in the case.

Terming the clause as being "arbitrary and unreasonable", Beaver told the Supreme Court that there was no reasonable basis for the clause to provide a ceiling to elect a particular remedy.

SC No to Naming New Arbitrator in Religare-Zee Case

Indu Bhan

New Delhi: The Supreme Court on Monday rejected a Religare Finvest appeal seeking appointment of a new arbitrator in a dispute with Zee group of companies, including Windscreen Holdings and Asian Satellite Broadcast.

A bench led by chief justice DY Chandrachud said it was not inclined to interfere with the Delhi High Court's order extending the mandate of the arbitral tribunal till October 31.

Religare Finvest had challenged the high court order saying it was passed in the absence of any application seeking an extension of the mandate of the arbitrator. It further said that the order overlooked the fact that the consistent delay in the arbitral proceedings was directly attributable to the arbitrator. No effective hearing had taken place in the arbitration proceedings since 2023, argued senior counsel S Niranjan Reddy, appearing for Religare Finvest.

The issue relates to about ₹200 crore loan taken by these group companies from Religare Finvest in 2014. They had provided securities for the loan. However, they failed to repay the debt and, hence, arbitration proceedings were initiated in May 2019 and former Delhi High Court judge Rekha Sharma was appointed as the sole arbitrator.

EXCEPTIONAL GAIN PROPS UP BOTTOM LINE IN JUNE QUARTER

Airtel Beats Street View, Q1 Net Surges 158%

Rise in ARPU, lower finance costs also help co log consolidated profit of ₹4,160 crore

Our Bureau

New Delhi: Bharti Airtel's consolidated net profit for the fiscal first quarter rose more than two-and-a-half times from a year earlier and doubled sequentially, helped by an exceptional gain, along with an improvement in average revenue per user (ARPU) and lower finance costs.

The nation's second-largest telecom operator posted a consolidated net profit of ₹4,159.9 crore after factoring in a net exceptional gain of ₹735 crore in the quarter ended June 30, beating the average estimate of ₹3,959 crore by analysts tracked by **ET**.

The Sunil Mittal-led telco's consolidated revenue rose 3% from a year earlier to ₹38,506.4 crore, with currency devaluation in Africa weighing on the growth, the company said.

Airtel recorded a ₹1,399.1 crore gain after a favourable Supreme Court judgement related to the tax treatment on adjusted revenue-linked payment to the government and another ₹274.4 crore pertaining to the divestment of Airtel Lanka. These were partly offset by a ₹938.7 crore charge on a foreign exchange loss related to currency devaluation in group subsidiaries, resulting in a net exceptional gain of ₹735 crore, it said in an earnings statement Monday.

The company's India mobile revenue—which contributes around 78% to the total—grew 10% on-year to ₹22,527.4 crore on the back of strong mobile broadband user additions and higher data usage, though the full impact of recent price hikes will start reflecting only from the fiscal second quarter. ARPU—a key performance metric—rose to ₹211 from ₹209 in the March quarter on the back of decent post-paid user additions and a pickup in 2G to 4G/5G conversions. Net finance cost fell 8% on year to ₹4,976.3 crore.

"Q1FY25 was yet another steady quarter with India revenue growing at 1.9% sequentially and sustained Ebitda margins expansion to 53.7%. Our stringent focus on driving cost efficiencies is reflected in strong operating leverage. Africa continues to deliver strong underlying constant currency revenue growth," managing director Gopal Vittal said.

The industry saw much needed action on tariff repair which is a positive for the industry's financial health amid ongoing large network capex, he said. "We continue to believe that industry needs over ₹300 ARPU at the minimum for financial stability," the Airtel MD said.

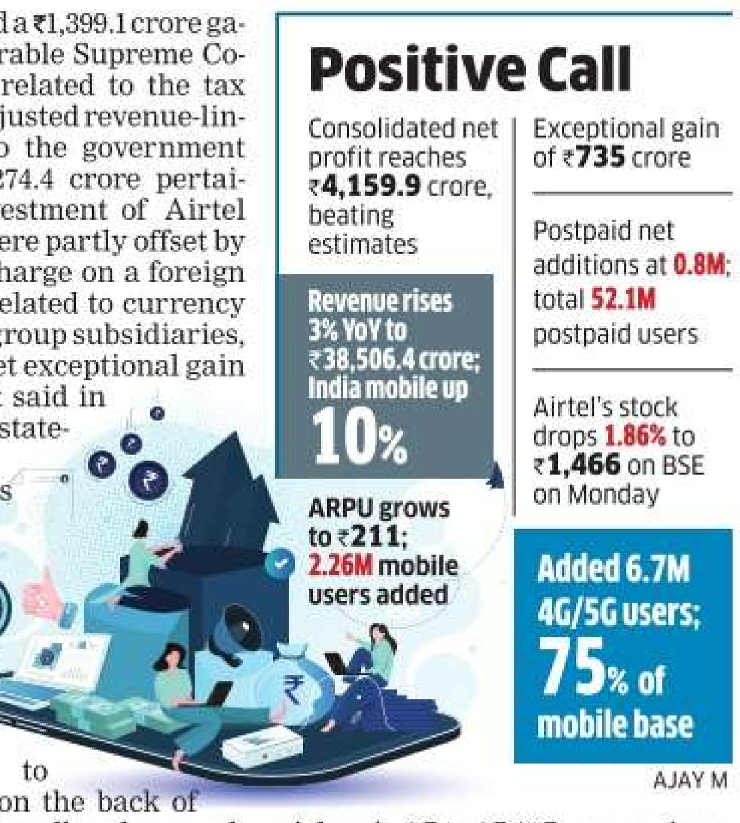
Shares of the telco closed 1.86% lower at ₹1,466 on BSE on Monday when the benchmark Sensex fell 2.74%. Earnings were announced after market hours.

For Airtel, this is the 11th successive quarter in the black after reporting losses for six straight quarters.

Last month, larger rival Reliance Jio Infocomm reported a 12% on-year increase in net profit for the June quarter to ₹5,698 crore, on 13% growth in revenue from operations to ₹34,548 crore. It added 7.9 million subscribers in the three-month period, taking its total subscriber base to 489.7 million as of end-June. APRU was flat at ₹181.7.

Airtel added 2.26 million mobile users, ending the quarter with 354.51 million subscribers. Monthly churn rose to 2.8% from 2.4% in the preceding quarter.

Airtel added 6.7 million 4G/5G users in the June quarter, which now comprise 75.4% of overall mobile customer base, up from 74.1% in the March quarter. Postpaid net additions stood at 0.8 million, taking the postpaid user base (including IoT/M2M connections) at 52.1 million.



AJAY M

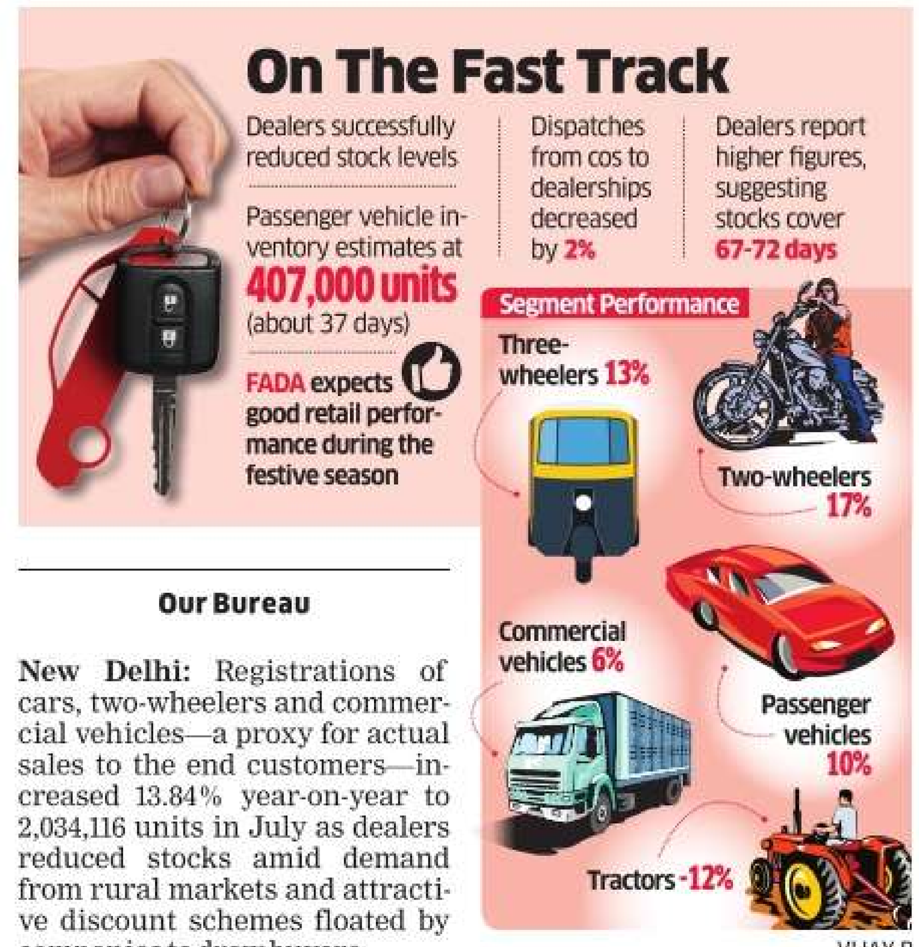
Board Defers Balance Rights Issue Calls

Kolkata: The Bharti Airtel board has deferred any additional calls in the near term for accessing its near ₹15,000 crore remaining rights issue proceeds as the telco has enough cash for its immediate fund requirements.

"Since the company is adequately resourced to cater to its immediate fund requirements, the board felt it was prudent to defer calling the balance amount on partly paid-up shares of the company," Airtel said in a statement on Monday. **Our Bureau**

Retail sales rise over 13% in July; FADA upbeat despite challenges of high PV stocks

Auto Registrations Rise on Discounts and Rural Demand



VIJAY P

Our Bureau

New Delhi: Registrations of cars, two-wheelers and commercial vehicles—a proxy for actual sales to the end customers—increased 13.84% year-on-year to 2,034,116 units in July as dealers reduced stocks amid demand from rural markets and attractive discount schemes floated by companies to draw buyers.

However, dispatches of passenger vehicles from manufacturers to the dealer showrooms declined about 2% in July as dealers already had enough stock.

As per industry estimates, inventory of passenger vehicles stands at 407,000 units, which would take about 37 days to clear.

The Federation of Automobile Dealers Associations (FADA), however, said passenger vehicles inventory in the network ranged from 67-72 days, equating to stock worth ₹73,000 crore.

The federation said it expects good retail sales in the upcoming festive season, even as challenges remain due to high stocks in the passenger vehicle segment, weak consumer sentiment in certain areas stemming from economic uncertainties and uneven spread of the monsoon.

FADA vice president CS Vigneshwar said that after a deficient June, monsoon has intensified, resulting in above-normal cumulative rainfall for July. "However, the geographical distribution was uneven, with southern and central India receiving excess rain, while 10 meteorological divisions experienced a double-digit deficit. Kharif sowing has increased by 2.3% since last year, but these figures are somewhat misleading due to poor sowing activity in the previous year caused by El Nino disruptions," he said.

The sown area has actually decreased 2.4% year-on-year, according to experts.

Despite these challenges, two-wheeler sales registrations increased 17% year-on-year to 1,443,463 units in July, three-wheeler registrations went up 13% to 110,497 units, passenger vehicle registrations increased 10% to 320,129 units and commercial vehicle registrations saw a 6% increase to 80,057 units. Tractors, however, continued to underperform, with registrations falling 12% to 79,970 units.

"The two-wheeler segment experienced notable growth due to a thriving rural economy, positive monsoon effects and government support programmes enhancing rural incomes," Vigneshwar said, adding that the introduction of new products and better stock availability also contributed significantly, despite market slowdowns in certain regions, excessive rains and increased competition.

The segment also saw an increase in electric vehicle sales PIs due to discounts and customers advancing purchases, fearing the end of the Electric Mobility Promotion Scheme on July 31.

Passenger vehicle registrations also benefited from new model launches and attractive pricing strategies. Vigneshwar said, "Dealers reported benefits from good product availability, attractive schemes and a wider range of products. Nonetheless, heavy rains, low consumer sentiment and intense competition posed challenges."

High stocks of passenger vehicles in the channel poses a substantial risk for dealer sustainability, necessitating extreme caution, according to FADA. The federation urged passenger vehicle makers to be vigilant about potential dealer failures due to the high inventory levels. "It is also crucial for the Reserve Bank of India to mandate financial institutions to implement stringent checks before releasing inventory funding, preferably requiring dealer consent or collaterals, to prevent the escalation of NPAs (non-performing assets)," Vigneshwar said.

FADA warns of potential dealer failures and urges careful inventory management

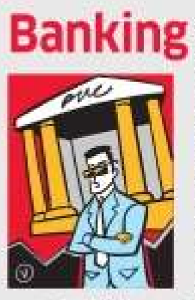
Commercial vehicle registrations increased 6% in July, with dealers reporting mixed sentiments. Positive factors included growth in the construction and mining sectors, but challenges such as continuous rainfall, poor finance availability and high vehicle prices impacted sales adversely. Some dealers achieved growth through small bulk deals and leveraged increased market reach.

Vigneshwar said he was cautiously optimistic about the demand environment in the local market. Two-wheeler sales are expected to increase on the back of a growing rural economy, positive impact of the monsoon and the introduction of new products, he said.

SUITS & SAYINGS

ET's roundup of the wackiest whispers in corporate corridors

Banking on



One of the significant moves by the Narendra Modi government when it came to power in 2014 was to tinker with the leadership of PSU banks. For the first time, it did the unthinkable by considering private sector candidates to head PSU banks. However, the response from private lenders was not that encouraging. Undaunted, FSIB is once again attempting to attract talent from the private sector for a mega Delhi-based PSU bank. Private sector bankers are also likely to be in the race to head the bank, which has cleaned up its books. However, insiders say a couple of PSU execs have already taken the lead. These execs from PSU banks with major foothold in the eastern and western part of the country are favourites as they have the age and required experience in their favour.

Mix Up

It's not every day that you get an invite to meet up with the minister in charge of your industry vertical, but you must politely turn it down. This head honcho of a hot-shot MNC was among the few invited by the ministry for the interaction between key bureaucrats and the minister. And he was invited not in his capacity as a corporate leader but as representative of a panel floated by a major industry chamber. It didn't take our man much time to notice that someone had mixed up the committees – he had been invited as a rep of a committee that doesn't even exist on paper. We hear there were quite a few red faces.

Privy to the whispers in power corridors or juicy tips on India Inc? Do share with us at etsuits.sayings@gmail.com

MTNL Defaults on ₹422-cr Loan Payment

NEW DELHI MTNL has defaulted on bank loan payments worth ₹422.05 crore, a regulatory filing said on Monday. The total default amount comprises ₹328.75 crore default on instalment of principal and ₹93.3 crore towards interest on debt for June and July.

AFTER RESORTING TO PRICE CUTS IN THE PAST SEVERAL QUARTERS...

Packaged Food Makers Gear Up to Hike Prices as Input Costs Bite

ROLLBACKS END Prices of biscuits, chocolates to rise 4-10% as cos look to offset inflation

Sagar Malviya

Mumbai: Packaged foods companies Britannia, Parle Products, Mondelez and Dabur could change their strategy of cutting prices that they have been employing for the past several quarters to boost consumption, and instead raise prices by 4-10% because of inflation in flour, cocoa and sugar.

"Our rollbacks have been on for some time now, but now's the time to start to consolidate," Britannia managing director Varun Berry told analysts during a call to discuss its first-quarter results. "We have done what we had to. We expect 4-5% inflation in the coming months and if that happens, we will start to take slight price increases in the future," he said.

The objective will still be to ensure volume growth and the company will do whatever is necessary to be able to get there, Berry said, indicating that the price hikes will be small. In fact, food inflation in India accelerated to a six-month high of 9.36% in June, driven by intense summer heat and delayed monsoon rains. For packaged food companies, flour prices have increased 20% over the past two years, while sugar has become costlier by 40% and cocoa by 60%.

"These are key raw materials for us and we have to increase prices to offset inflation. While we have already started price increases in some of our brands, the quantum will not be as steep as in the pandemic era," said Mayank Shah, vice-president at Parle Products.

India's price-sensitive consumer industry had faced a demand crunch after companies raised sticker prices by almost a quarter in two years after Covid to offset higher input costs. However, they had slashed prices in the past four quarters amid visible consumer preference for cheaper products.

Historically, two-thirds of FMCG companies' growth have come from volume and the remaining from price. However, post pandemic, price increases drove the entire growth, with volume either stagnant or lower for a few companies. This is reversing, although gradually, say companies.

"We had witnessed a deflation of 2% in the first quarter. Going forward, I foresee growth to be driven by volume growth with price hikes to be muted at around 2% as we anticipate some inflation in the second half of the year," said Mohit Malhotra, chief executive at Dabur. The company had taken price hikes in the healthcare business by 6% in the first quarter and 1.5% in the home and personal category. "As food inflation continues to grow, we might have to take some price increases in the food business," he said.

A recent report from ratings firms Crisil predicted the FMCG sector to grow 7-9% in the current fiscal year, riding on volume growth, supported by an expected revival in rural demand and steady urban demand. There is also strong traction for regional brands, especially in categories such as tea, snacks and biscuits, as local players keep their price tags lower.

Last week, Mondelez global chairman and CEO Dirk Van de Put said it saw food inflation impacting lower- and middle-income households in India, driving a pullback in spending and causing some down trading, particularly in biscuits. "So, we have seen a consumption dip because there is more intense competition and consumers are clearly moving to lower price points," he added.

Hindustan Unilever said most commodities will be stable except tea which has been volatile and uncertain. "In the second half of the financial year, we should have low single-digit pricing unless there's a dramatic change that happens from now in a few months' time to commodity basket compared to what you see out here. The only element which we are not sure about is tea," HUL chief financial officer Ritesh Tiwari said during an earnings call.

VIJAY P

India Needs More than Just Two Major Airlines: Bhatia

Our Bureau

New Delhi: India deserves more than just two major airlines, and IndiGo's market share domination is not entirely of its own volition, as certain airlines have fallen by the wayside, said IndiGo promoter Rahul Bhatia on Monday.

He also said IndiGo will never be found guilty of "gouging" its customers and welcomes competition that has a right cost structure.

In last 12 years three Indian airlines Kingfisher, Jet Airways and Go First went bankrupt.

IndiGo currently holds over 60% share of the Indian domestic passenger market, while the Tata-run Air India Group, including Vistara, held a 28.7% share.

"We welcome the competition. Clearly, a country like India deserves more than just two airlines. Just look at China, they have five or six major airlines and some smaller ones. So, India clearly has room for others to come out," Bhatia said.

"We are often held guilty of our market share and nobody spends the time to understand that this market share was not entirely IndiGo's doing. Some of our growth was of our own volition but some of the growth came because few other airlines fell by the wayside. That offered us the opportunity to grow into that space."

He stated that if an airline does not have the right cost structure, it will struggle sooner or later. "We welcome competition with the right side of the cost structure but the last thing we want is to be held guilty of being a duopoly, because it is not something that has been of our doing. We understand our responsibility as a service provider to customers," he noted.

PTI

IndiGo to Roll Out Premium Class, Loyalty Programme

Our Bureau

New Delhi: India's largest airline IndiGo will introduce a premium class of seats with a loyalty programme by November as one of the most successful low cost airlines aims to take on Air India in a bid to win over the country's fast growing premium segment of customers.

The airline will fit around 45 Airbus A321neos with 12 business class seats, while the economy cabin will have 208 seats and will be operated on metro routes.

The no-frills model—entailing packing more passengers in dense cabins and charging extra for food, priority boarding and seat allocation—has served IndiGo well, helping grab 60% share of India's domestic market and stay profitable in an environment where airlines struggle to increase ticket prices.

Since 2012, three Indian carriers have gone bankrupt, failing to keep costs in tandem with expenses.

But IndiGo's leadership is now convinced that the airline should use its firm leadership position to grab a greater portion of the premium traffic over which Tata group airlines like Air India and Vistara have a monopoly after the demise of Jet Airways in 2019.

"IndiGo democratised travel in economy class. We want to do the same in regards to business travel with the stretch class," the airline's promoter Rahul Bhatia said.

However, he emphasised that the deviation from the airline's uniform cabin policy will not overburden its cost structure. "We are in no way moving away from our superior cost structure. We are going to go play in that arena, but what we're going to make sure is that in that arena we have the finest cost structure," Bhatia added.

Pharma MNCs Seek Predictable Drug Pricing Policy

Teena Thacker

Mumbai: The Organisation of Pharmaceutical Producers of India (OPPI), which represents prominent multinational pharma companies, has asked the government for a "predictable" pricing policy for drugs and not to resort to Para 19 of the Drug Pricing Control Order (DPCO) that authorises the regulator to reduce prices significantly in public interest for a period as it deems fit.

The National Pharmaceutical Pricing Authority—India's drug pricing regulator—had earlier invoked Para 19 of DPCO to slash prices of cardiac stents and knee implants to make them affordable.

"Pricing policy should be predictable. There should be no change in the pricing policy like it was done by resorting to Para 19 of DPCO 2013, in 2014 and 2019," it said in a presentation to the Department of Pharmaceutical (DoP).

DoP has been holding meetings with stakeholders to discuss reforms in the pricing framework of drugs and medical devices.

Earlier, the drug pricing regulator had reduced the prices of stents by 87% and orthopaedic knee implants by invoking Para 19 of Drugs Prices Control Order 2013 which has subsequently been extended since then.

Staff-linked Cost Rationalisation Complete: ZEE

Javed Farooqui

Mumbai: Zee Entertainment Enterprises (ZEE) has said it has achieved a large part of the cost rationalisation related to employees and will focus on maintaining an optimal cost structure to suit business requirements.

"The largest part of the rationalisation in terms of people has already happened," ZEE CEO Punit Goenka said on an earnings call on July 31, after the first-quarter results were announced.

ZEE's acting chief financial officer Mukund Galgali said the company will focus on maintaining an optimal structure to suit business requirements.

In the June quarter, ZEE's consolidated employee benefit expenses declined 12% to ₹225 crore. For the fiscal ended March, its employee benefit expense stood at ₹1,018 crore.

As part of its restructuring, ZEE had cut workforce by 15% across functions, impacting 700 of its 4,500 employees. Prior to that, the company had sacked 50% of its staff at the Technology & Innovation Centre in Bengaluru.

The aggressive cost-cutting measures were undertaken following the termination of the company's merger deal with Sony Pictures Networks India.

Actis, Mahindra Lifespaces Take Logistics Step Jointly

Ample Parks looks to acquire about 750 acres to develop 16-17 m sq ft of industrial & logistics facilities across the country

Kailash Babar

Mumbai: Actis, a London-based global investor in sustainable infrastructure, and Mahindra Lifespaces, the realty and infrastructure development arm of Mahindra Group, have set up a joint venture to develop 16-17 million sq ft of industrial and logistics real estate facilities across India.

The joint platform, Ample Parks, is looking to acquire 700-750 acre land parcels across the country to develop 15-17 industrial and logistics parks through greenfield and brownfield sites over the next five-six years.

"India's industrial and logistics sector represents a tremendous investment opportunity, with the country's market strongly benefiting from a boom in consumer demand domestically and a realignment of supply chains globally in favour of India, with many corporations implementing a 'China Plus One' strategy," said Brian Chinappi, partner and head of real estate at Actis.

The business has completed its first acquisition, a prime 70-acre industrial land parcel within Mahindra World City, Chennai, to develop an integrated industrial and logistics park with institutional grade buildings. Ample Parks will be investing around ₹800 crore in this project.

"By combining Actis' global expertise with our deep understanding of the Indian market, we are poised to create a transformative platform to meet the evolving needs of businesses. This initiative fits well into the state-of-the-art facilities within an already established, self-contained ecosystem," said Amit Sinha, MD & CEO, Mahindra Lifespaces.

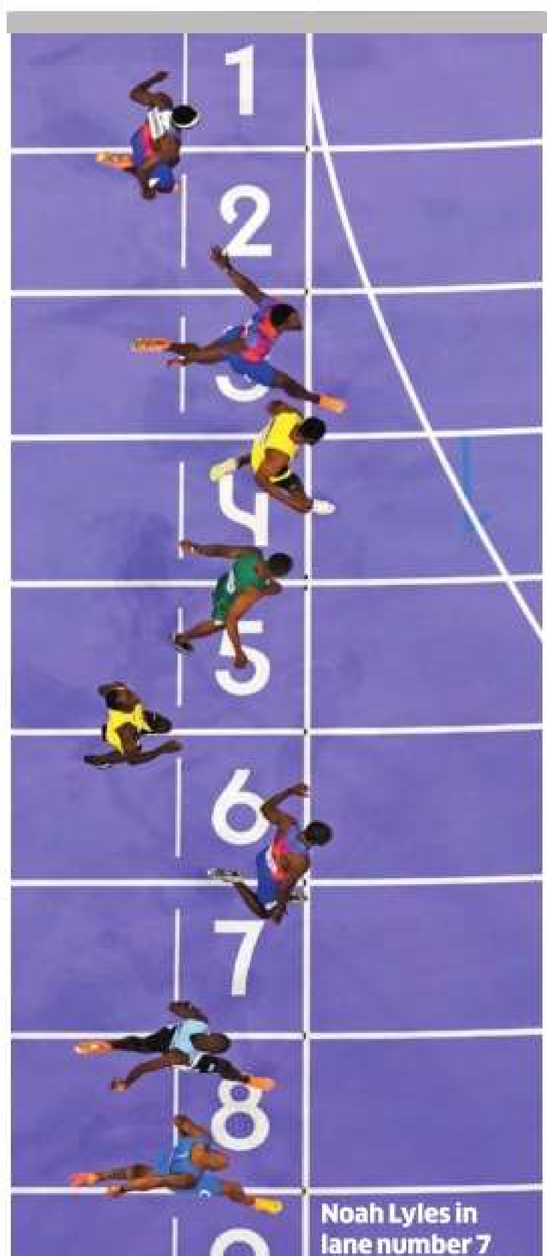
"Actis will own 67% in the maiden project and Mahindra Lifespaces will hold the remaining 33%. The ownership may vary from project to project, however, Actis will continue to own majority stake in all the projects. The first phase of the Chennai project will be completed in 18-24 months. Approximately 500,000 sq ft of land will be developed in the first phase," Raghavendra Chandak, director, Actis, told **ET**.

The platform set-up with an experienced management team and chief executive officer Akash Rastogi are expected to lead the company with the aim of establishing itself as a leading industrial and logistics real estate solutions provider to global and local corporations.

The project, according to Chandak, will largely focus on large format warehouses and industrial facilities that are suitable for light manufacturing segments such as auto ancillary and electrical components.

AJAY M

Sports World Play



Noah Lyles in lane number 7 wins the race AFP

0.005: Noah's Mark

Lyles wins 100m gold in closest finish in modern history

The race to determine the fastest man in the world lasted fewer than 10 seconds. It took longer than that to determine the winner.

After crossing the finish line at the Stade de France, Noah Lyles stood in a group looking at the screen, where the results read, "PHOTO." And then, "Noah Lyles, gold medalist." With a time of 9.784 — a personal best — Lyles claimed what he has been chasing since 2021: an Olympic gold medal, the first by an American man in the 100 since Justin Gatlin at the 2004 Games in Athens, Greece.

Through 30 meters, Lyles, 27, was last. He still trailed with 10 meters remaining and did not lead until his final steps, kicking past Kishane Thompson of Jamaica, who held the fastest time in the world this year. Lyles edged him by five-thousandths of a second, pushing Thompson to silver.

Lyles is the world champion in the 100, 200 and 4x100 relay. He still has the final two races to come in Paris, and he wants to — expects to — win them all. The New York Times

In a rematch of 2021 Olympics bronze medal play-off, India face Germany in the semifinal tonight

Boria Majumdar

DATELINE PARIS

Can India Repeat Tokyo Heroics?

India will miss their key defender and premier first rusher, Amit Rohidas, in the semi-final against Germany tonight. India's appeal against Rohidas' one-match suspension for receiving a red card during Sunday's quarterfinal match against England was rejected on Monday.

Head coach Craig Fulton, however, was keen on looking at the glass as half full rather than half empty. "At least we will have 11 on the pitch," he said. That sums up the mood in the hockey camp. This Indian hockey team has shown the kind of never-say-die attitude that has been lacking in other disciplines like badminton or boxing. India will need a lot of it when it comes to this crucial match.

In what is a repeat of the Tokyo bronze medal play-off, the match will not simply be decided on skill. To refresh the memory, at one point in the game, India were down 1-3 against Germany. That's when a mid-pitch team talk was held. In the next eight minutes, India drilled three goals past the German defence. The Germans did not know what hit them. The Indians had taken control of the game.

With India leading 5-4 and seven seconds left in the game, the Germans earned a penalty corner. PR Sreejesh, India's man for all occasions, once again saved the day and the team was on the podium after 41 long years.

India's captain Harmanpreet Singh (L) with teammate Jarmanpreet Singh

In Paris, India are once again facing Germany, but this time they can go a step further and secure their first final appearance since 1980.

Defensively, they seem like a team which is not afraid of looking ugly. That's a good quality to have at the highest stage. India know the Germans will come hard and they don't have their key defender in Rohidas. But they also know the eleven players out there are determined to make it count. Just like they did against Great Britain on Sunday. They just wouldn't concede a goal and were determined to put bodies on the line.

Germany's penalty corner will be taken by the brilliant Gonzalo Peillat, who was with Argentina in Rio 2016 and helped them win gold. Now, he has a different nationality and is the main threat. Fulton must have drawn a strategy to stop him, keeping in mind the scenario where Amit wouldn't be rushing out.

There will be moments when the Germans might just look like running away with the game. India must be ready to soak in the pressure and buy time. The team that soaks in pressure better and is able to hold off the other one will earn the right to have a shot at the gold medal.

Fulton, to his credit, sacrificed a trip to Australia, where India lost all five matches, and the Pro League to get to where he is with this team. When everyone was questioning the losses, he was silently working on the combinations. He was clear about his goal: to prepare a team for all eventualities. And he seems to have done a good job.

Besides preparing well, you also need luck to go your way. From what has transpired in Paris so far, the India have that luck. Maybe even the gods don't want to deny Sreejesh a second medal and Harmanpreet his moment in the sun as skipper.

LIVE on Sports18, 10:30pm

VITALS

Lakshya, Skeet Shooters Fall Short of Historic Medals. Heartbreak for Nisha

It was a day of near misses as Lakshya Sen's steely resolve finally wilted in the high-pressure bronze playoff, an unexpected skeet medal in shooting slipped away after a promising start, while a podium hope in wrestling was left in tears, adding to India's mounting heartbreaks in the Olympic Games. Sen, hoping to become India's first male shuttler to win an Olympic medal, squandered a game's advantage to lose 21-13 16-21 11-21 in a 71-minute clash against Malyasia's world no.7 Lee Zii Jia. At Chateauroux's shooting range, Maheshwari Chauhan and Anant Jeet Singh Naruka lost by a solitary point to China in the skeet mixed team event. Maheshwari and Naruka shot 43 to finish fourth behind China's Yiting Jiang and Jianlin Lyu (44) in a thrilling match for the bronze medal. There was more agony in store for India when grappler Nisha Dahiya was left sobbing in acute pain after she lost her quarterfinal bout to North Korea's Pak Sol Gum 8-10 in the women's 68 kg freestyle category. Leading 8-1 at one stage with just over 90 seconds left, Nisha sustained a serious injury on her right hand, which left her in agonising pain as she wept inconsolably. Following a medical break, she didn't have any strength left in her right hand and it became a cakewalk for the North Korean, who showed her ruthless streak to get a leg-hold and nine straight points. PTI

GRAHAM THORPE 1969 - 2024

Former England Batter Thorpe Dies Aged 55

Former England cricketer and coach Graham Thorpe has died at the age of 55, the England and Wales Cricket Board (ECB) said on Monday. Thorpe, known for his stylish batting style, is regarded as one of the best players of his generation. He played 100 test matches between 1993 and 2005, scoring 6,744 runs with an average of 44.66 including 16 centuries. The left-handed middle-order batter also played 82 One-Day Internationals (ODIs). Thorpe served as England's batting coach and assistant coach, helping them win their first ODI World Cup in 2019. He stepped down in February 2022 after a 4-0 loss in the Ashes. He was appointed as Afghanistan's head coach in March 2022, but was hospitalised with a serious illness before he could join the team. Reuters

Former Venture Capitalist, Current Olympic Champion

US cyclist Faulkner wins gold in women's road race on Olympics debut

First-time Olympian Kristen Faulkner of the US was by no means the favourite to win the women's road race on the Paris streets on Sunday but in a three-way cycling strategy poker game the former venture capitalist rode away with the gold medal.

In the final stages of the 158-km contest, Faulkner sprinted away from a four-rider group that included the two favourites, Belgium's Lotte Kopecky, 2023 road race world champion, and Dutch veteran Marianne Vos, one of the greatest of all time.

Kopecky and Vos — in the company of Hungary's Blanka Vas — knew full well that whoever led the chase to close the gap with Faulkner would not have the legs to win the final sprint under the Eiffel Tower.

The Dutch and Belgian riders eyed one another, held back just a split second to calculate their medal chances, and let Faulker ride away to gold.

Kristen Faulkner Getty Images

The American told Reuters she had to win solo to beat the other riders because they are faster on the finish line.

"I was guessing they would not work super well together, because there were four of us and only three medals," she said.

Faulkner, 31, who was a varsity rower for two seasons at Harvard University, has worked in several investment capital firms in New York and San Francisco, but quit in 2020 to pursue a career in cycling after winning some club races.

She told a news conference her finance background had taught her valuable lessons about risk and reward.

Faulkner has worked in several investment capital firms but quit in 2020 to pursue a career in cycling

Before being a cyclist, Faulkner was a venture capitalist, investing in early-stage technology companies, which carry big risks and big rewards.

"A lot of what I learned to do is how to take calculated risks. In a race, I take that mindset with me," she said. Reuters

Andrade Gets her Moment of Glory

The Brazilian upstages Biles in floor exercise final to deny the American fourth gold

After playing second fiddle to American superstar Simone Biles for the past week, Brazil's Rebeca Andrade finally got her moment of glory, clinching the last gymnastics gold medal at the Paris Games on Monday to carve out a place in history.

The moment the 25-year-old stepped on to the medals podium and raised her arms in triumph said it all: Biles and her United States teammate Jordan Chiles bowed in sync to the newly crowned floor exercise queen.

Simone Biles and her United States teammate Jordan Chiles bowed to the newly crowned floor exercise queen Brazil's Rebeca Andrade Getty Images

"It was very adorable of them," Andrade said, flashing a smile as reporters asked about that photogenic moment, which quickly went viral on social media. "They are the world's best athletes and what they did means a lot to me. I feel honoured," she said.

Glittering in teal and with the adoring crowd clapping along to her floor music, Andrade performed an energetic, rhythmic routine that captivated Bercy Arena, the cheers as deafening as those let out for Biles. "I love Rebecca -- she's absolutely amazing," Biles gushed, content with her own accomplishments in Paris - three golds and a silver. "I can't say enough good things about her."

Biles, now with 11 Olympic medals to her name, said the all-Black podium was a proud moment too, and that when Chiles asked her if they should bow to Andrade, it was a no-brainer.

"She's a queen... That's why we did it. She's such an excitement to watch. And then all the fans in the crowd always cheering for her, so it was just the right thing to do." Earlier in the competition, Biles had paid Andrade the ultimate compliment by declaring her the only gymnast to "stress her out" by coming close to her sky-high scores on the various events.

But Andrade did more than stress out Biles on Monday, beating her by a razor-thin 0.033 of a point to capture the title. She had placed second behind Biles in the all-around and vault events. Reuters

Parliament Watch

More Action on Sahara After SFIO Probe: FM

New Delhi: Finance minister Nirmala Sitharaman told the Lok Sabha on Monday that the Serious Fraud Investigation Office (SFIO) is undertaking a comprehensive probe into issues related to the Sahara group of companies and further actions will depend on its findings.

"It is true that only small investors have come forward to claim the refunds. The SFIO is investigating the matter. It is also looking into why all the investors have not come forward and where they are," the minister said during the Question Hour.

There were about 37 m investors in the firms but only 19,650 people have claimed refunds

There were about 37 million investors in the Sahara group companies but only 19,650 people have so far come forward to claim the refunds, she said. Of these, 17,250 claims were settled while the remaining applicants have been asked to provide more details and papers for expediting their claim settlement. About ₹138.07 crore have been given to the claimants, she said.

The minister indicated that the Centre cannot take the matters in its own hands, as all key matters pertaining to the Sahara group are being monitored by the Supreme Court. "I want to dispel this thought that the Government of India is not doing anything. We are constantly reporting to the Supreme Court," she said.

'Govt Willing to Hear Cases of Harassment for Loan Recovery'

New Delhi: Finance minister Nirmala Sitharaman on Monday told the Lok Sabha that the government is closely monitoring any harassment of borrowers during loan recovery and is willing to hear any cases that come up.

The finance minister made this observation in her reply on the loans sanctioned under MUDRA Scheme, where she stated that the non performing or bad loans for state run banks has come down to 3.4%, lower than what it was in the beginning of the 2023-24 financial year (FY24)

"The NPAs of PSBs on disbursement of MUDRA loans was 3.76% in FY19. It went up to 4.8% in FY20. In FY21, it stood at 4.77%," she stated.

The finance minister also pointed out that 76.29 lakh accounts amounting to ₹43,407.09 crore have turned into Non-Performing Assets under the scheme. The overall number of NPAs on MUDRA loans stood at 2.10%. -Our Bureau

GST of ₹8,263 cr Collected on Health Insurance Premium

The government told parliament on Monday that it has collected ₹8,263 crore as Goods and Services tax (GST) on health insurance premium and ₹1,484.36 crore on account of GST on health reinsurance premium for the 2023-24 financial year (FY24). In FY23, GST of ₹7,638 crore was mopped up from health insurance premium, and another ₹963 crore from health reinsurance premium, MoS, Finance, Pankaj Chaudhary said in a written reply to the Lok Sabha.

GoM to Decide on Lowering GST on Fertiliser Raw Material

The Centre on Monday told parliament that it has referred the recommendations of the Standing Committee on Chemicals & Fertilisers to reduce GST on raw materials used for fertilisers to a group of ministers on rate rationalisation. The committee had recommended a reduction in GST from 18% to 5% on raw materials for fertilisers, MoS, Finance, Pankaj Chaudhary said in a written reply to the Lok Sabha.

Merger of PSU Insurers Not Under Consideration

In a written reply to the Lok Sabha on Monday, MoS, Finance, Pankaj Chaudhary said that ₹17,450 crore was infused into three PSU general insurance companies, namely Oriental Insurance, National Insurance and United India Insurance during FY20 and FY22 to focus on their growth. "There is no proposal under consideration at present for merger of public sector general insurance companies," Chaudhary said.

Education Loans up 14.8% to ₹28,699 crore in FY24

Pankaj Chaudhary, MoS, Finance, told the Lok Sabha on Monday that in terms of number of accounts and amount disbursed towards education loans for state run banks, the Y-o-Y growth for FY24 was 17% and 14.8%, respectively. PSBs disbursed ₹28,699 crore towards education loans during FY24.

Assets Worth ₹3.86 L cr Monetised in Past 3 Years

The government has monetised assets worth ₹3.86 lakh crore in the past three years up to FY24, with the coal sector emerging as the top contributor, MoS, Finance, Pankaj Chaudhary told the Lok Sabha on Monday. In a written reply, Chaudhary said that asset monetisation in coal fetched ₹1.54 lakh crore, followed by roads (₹81,556 crore), power (₹33,512 crore), mines (₹32,651 crore), petroleum and natural gas (₹28,587 crore), railways (₹20,417 crore), shipping (₹12,979 crore), urban sector (₹9,800 crore), warehousing (₹8,033 crore), civil aviation (₹2,663 crore) and telecom (₹1,452 crore).

UPI Transactions Jump 36% to ₹60 lakh crore in June Quarter

UPI transactions in the first three months of the 2024-25 financial year (Q1FY25) have grown over 36% to ₹60 lakh crore, the government told the parliament on Monday. As per the details shared by Minister of State (MoS) for Finance Pankaj Chaudhary in the Lok Sabha, 4,122 crore UPI transactions worth ₹60 lakh crore were carried out in Q1FY25. In Q1FY24, 2,762 crore transactions worth ₹44 lakh crore had taken place while for the entire FY24, 13,113 crore transactions for a value of ₹200 lakh crore were done. For FY23, it stood at 8,371 crore transactions for ₹139 lakh crore as against 4,596 crore transactions worth ₹84 lakh crore for FY22.

No Immediate Plan to Bring Law to Regulate Virtual Digital Assets

The government has no immediate plan to bring legislation to regulate the sale and purchase of virtual digital assets, including cryptos, MoS, Finance, Pankaj Chaudhary said on Monday. In a written reply, he said that but for specific oversight purposes such as anti-money laundering and countering the financing of terrorism, the Financial Intelligence Unit (India) has been authorised to designate virtual digital asset service providers as reporting entities under the Prevention of Money Laundering Act, 2002. "Additionally, law enforcement agencies have the mandate to address illicit activities under existing legal provisions," Chaudhary said.

CONTRAPUNTO There is no greater sorrow than to recall happiness in times of misery DANTE ALIGHIERI

MIDEAST ON BOIL

Not Keen on War, But Have 'Right to Punish' Israel: Iran

Allies of both nations, including US andJordan, rush to avoid larger regional conflict

Iran reiterated it wants to avoid all-out war with Israel, even as it threatened to retaliate for last week's assassination of a leading Hamas figure.

Tehran, which had already vowed revenge for the killing of Palestinian armed group Hamas' political chief Ismail Haniyeh, said it aimed to deter Israel from repeating similar moves. Israel has neither confirmed nor denied being responsible for his death.

"Reinforcing stability and security in the region will be achieved by punishing the aggressor and creating deterrence against Israel and its adventurism," Nasser Kanaani, spokesperson for Iran's foreign ministry, told reporters Monday in Tehran. He added the Islamic Republic doesn't want to escalate tensions but has the right, within the framework of international law, to punish Israel.

Kanaani also warned of "consequences" for any country supporting Israel, an apparent threat to the US and its allies.

Jordanian foreign minister Ayman Safadi (left) meets Iran President Masoud Pezeshkian in Tehran Reuters

G7 OUTREACH

The comments come as Group of Seven and regional officials rush to avert a wider conflict. G7 members have reached out to Iran to try to ensure its retaliation isn't serious enough to spark a regional war, sources said. G7 foreign ministers spoke on Sunday about the risks of a regional war. General Michael Kurilla, head of Central Command, which oversees US forces in the Middle East, was in Israel Monday for talks, an official briefed on the visit said.

US secretary of state Antony Blinken said there was an "urgent need for de-escalation" and, as per an *Axios* report, told his G7 counterparts that an attack on Israel by Iran and Hezbollah could begin as early as Monday. Jordan's foreign minister Ayman Safadi visited Iranian President Masoud Pezeshkian on Sunday and Qatar, which in the past mediated between Iran and the US, has also been in contact with Tehran, according to a source.

UN High Commissioner for Human Rights Volker Turk, too, called for an urgent de-escalation in the Middle East. "I am deeply worried about the rising risk of a wider conflict in the Middle East and plead with all parties, along with those states with influence, to act urgently to de-escalate what has become a very precarious situation," he said in a statement.

"Already, over the past 10 months, civilians—mostly women and children—have endured unbearable pain and suffering as result of the bombs and guns.

"Everything, and I mean everything, must be done to avoid this situation spiralling further into an abyss that will only have even more terrible consequences for civilians," Turk said. Agencies

Russian Security Chief Visits Iran Prez

Russian Security Council Secretary Sergei Shoigu visited Iran for talks with President Masoud Pezeshkian and top officials amid mounting tensions over a possible retaliation attack by the Islamic Republic against Israel for the death of a Hamas leader.

Sergei Shoigu, one of Putin's closest allies, reportedly will discuss regional and international issues in Tehran

Shoigu, 68, will also meet with his Iranian counterpart Ali Akbar Ahmadian and the Chief of the General Staff of the Iranian Armed Forces Mohammad Bagheri, Russia's state-run *Tass* news service reported. Iranian news agencies also reported the planned meetings to discuss regional and international issues.

Iran has threatened to retaliate for last week's killing of Ismail Haniyeh in Tehran, while signaling it wants to avoid all-out war with Israel. Moscow and Tehran have forged closer ties since Russia's 2022 invasion of Ukraine, with Iran supplying drones to aid Putin's military.

Shoigu, who was defense minister from 2012 until being moved to the security council in May, is regarded as one of Putin's closest allies. The International Criminal Court issued an arrest warrant for Shoigu in June for alleged war crimes during the invasion. Bloomberg

Air Travel Gets Turbulent: Nations Ask Citizens to Flee, Carriers Cancel Flights

A number of nations issued advisories to their citizens to evacuate Lebanon, in what experts see as a precautionary measure in case of an attack by Iran against Israel.

Some airlines, meanwhile, are avoiding Iranian and Lebanese airspace and cancelling entire flights to Israel and Lebanon.

The Japanese Foreign Ministry issued an alert Monday urging Japanese citizens in Lebanon to evacuate the country in light of the rising tensions in the Middle East.

Late on Sunday, the foreign ministry of Turkey urged its citizens in Lebanon to leave the country if they do not need to stay, due to the possibility that the security situation there will deteriorate rapidly.

The Chinese embassy in Lebanon told Chinese citizens Monday to travel to the country with caution, citing "grim and complex" security situation. It called on Chinese nationals and institutions in Lebanon to stay on high alert and take safety precautions.

Meanwhile, Jordan requested all airlines landing at its airports carry 45 minutes of reserve fuel for "operational reasons".

Germany's Lufthansa Group said that its carriers would be avoiding Iranian and Iraqi airspace through August 7. The group, which includes carriers Swiss International Air Lines, Austrian Airlines and Eurowings, said all flights to Tel Aviv, Tehran and Beirut had been suspended up to and including August 12. Agencies

GOVERNORS OF PENNSYLVANIA AND MINNESOTA

Harris' Choices for Running Mate Down to Josh Shapiro, Tim Walz

Washington: Democratic presidential candidate Kamala Harris has narrowed her search for a vice presidential running mate to two finalists, Pennsylvania Governor Josh Shapiro and Minnesota Governor Tim Walz, three sources with knowledge of the matter said on Monday.

Harris' search began shortly after President Joe Biden withdrew from the race Reuters

Harris, the US Vice President, is expected to announce her selection by Tuesday, ahead of her first scheduled public appearance with her running mate that evening at Temple University in Philadelphia. It was unclear if a final decision has been made, the sources said. The rally will kick off a five-day, seven-city tour of the battleground states likely to decide the November 5 election.

The choice of a running mate is one of the most consequential decisions of Harris' political career, as she hastily pulls together a campaign to challenge Republican nominee Donald Trump and US senator JD Vance, his vice presidential pick, in the November 5 election. Vance will also make a campaign stop in South Philadelphia on Tuesday.

Shapiro, 51, is a rising star of the party with strong approval ratings in Pennsylvania, whose 19 electoral votes makes it a must-win state for both Harris and Trump. A former state attorney general, Shapiro would add to the ticket's historical significance; he would be the country's first Jewish vice president, while Harris is seeking to become the first woman and the first Asian American elected US president.

Shapiro's strong support for Israel could alienate some progressive voters, though it could also appeal to moderate voters and defang Republican efforts to turn the Israel-Gaza war into a wedge issue for Democrats.

Walz, 60, is a US Army National Guard veteran and a former teacher who has raised his profile in recent weeks as an effective advocate for Harris. He has attacked Trump and Vance as "weird", a viral insult the Harris campaign has embraced.

A former member of Congress from a Republican-leaning district, Walz has proven appeal to rural, white voters, though he has also championed progressive policies as governor. While Minnesota is a solidly Democratic state, it borders Wisconsin and Michigan, two crucial battlegrounds.

Speculation had focused on six finalists—four governors, a senator and a cabinet secretary in the Biden administration, all white men with a record of winning over rural, white or independent voters. The candidates will be informed on Monday night or Tuesday morning whether they were picked, sources told *Reuters*. The Harris campaign plans a social media announcement featuring the duo, campaign officials familiar with the arrangements said.

Harris' search for a running mate began in earnest two weeks ago, shortly after President Joe Biden withdrew from the race and endorsed her to replace him.

HOSPITALITY LOBBY BACKING

Meanwhile, the hospitality workers' union UNITE HERE has endorsed Harris, a rejoinder to Trump's effort to woo restaurant and hotel workers by promising to make their tips tax-free. Gwen Mills, the union's president, said Trump was merely "making a play" for votes while Harris has credibility from having supported unions. Agencies

AFTER SUCCESSFUL BIDS FROM ONLY 2 COS...

IOC Cancels Green H2 Tender Yet Again

Kalpana Pathak

Mumbai: For the third time in a row, state-run Indian Oil Corporation Ltd (IOCL) has scrapped the tender to build the country's first green hydrogen plant at its refinery in Panipat, Haryana.

The tender was significant as it was the first effort by an Indian company to determine the price of green hydrogen through a bidding or market-driven exercise.

On its website, IOCL Monday updated the tender status to "cancelled". Industry sources said the fuel retailer did so after it received only two bids. **ET** had on July 16 reported that the two company to have tabled bids were GH4India and Noida-based Neometrix Engineering.

GH4India is an equal joint venture between IOC, ReNew and L&T.

An industry source aware of the matter said, "It is unfortunate that the tender has been cancelled yet again alluding to accusations of preferential treatment towards GH4 India. This time round IOCL had addressed the industry's concerns. Yet many companies who participated in the pre-bid meeting, chose to stay away."

IOCL had in August last year invited bids for setting up the 10 KTA (thousand tonnes per annum) green hydrogen generation unit on a build, own and operate basis at its Panipat refinery for 25 years.

As per the terms, the winning bidder had to start delivering hydrogen gas within 30 months from the date of the project's award. The project includes 75 MW of electrolyser capacity, generating 300 MW of clean energy and a total capex of $400 million, industry participants said.

The first tender was scrapped over claims that some of its conditions were anti-competitive

They, however, cited several clauses in the bid document which they argued were skewed in favour of GH4India. **ET** had in February reported that IOCL scrapped the maiden tender after an industry association moved the Delhi High Court claiming some of its conditions to be anti-competitive and skewed in favour of GH4India.

Flagged by EU for Addiction Fears, TikTok to Pull out Rewards Feature

ByteDance's TikTok has agreed to permanently withdraw its TikTok Lite rewards programme from the EU to comply with the bloc's Digital Services Act (DSA), the European Commission said on Monday.

TikTok Lite has a "Reward Programme" that allows users to earn points while performing certain tasks on the platform such as watching videos, liking content, following creators or inviting friends to join.

The EU in April demanded an immediate risk assessment from TikTok on the app, shortly after it was launched in France and Spain, because of concerns about its potential impact on children and users' mental health.

Under the DSA, large online platforms are required to report potential risks of new functionalities to the EU before they are launched and have to adopt effective measures to address these risks.

The EU's executive branch said TikTok had now made legally binding commitments to withdraw the rewards programme from the EU and to not launch any other programme that would circumvent that decision.

"Any breach of the commitments would immediately amount to a breach of the DSA and could therefore lead to fines," the commission said.

Another investigation whether TikTok breached online content rules aimed at protecting children and ensuring transparent advertising was still ongoing, it added.

That investigation was opened in February and put the social media platform at risk of a hefty fine. Reuters

Claiming 'Altruism vs Greed', Musk Sues OpenAI, Altman Again

Elon Musk revived a lawsuit on Monday against OpenAI, accusing its co-founders Sam Altman and Greg Brockman of betraying the artificial intelligence company's founding mission.

The case against ChatGPT maker OpenAI is "a textbook tale of altruism versus greed," read the complaint filed in a federal court in California. "The perfidy and deceit are of Shakespearean proportions."

The filing of the complaint by the billionaire Tesla and SpaceX co-founder comes nearly two months after he abruptly withdrew a similar suit against OpenAI, Altman and Brockman. Musk, who left the San Francisco-based OpenAI in 2018, accuses them in the latest complaint of fraud, conspiracy and false advertising. He said he originally invested in OpenAI in 2015 with the understanding that it would be a non-profit, but Altman "manipulated and deceived" him, eventually joining forces with Microsoft.

"Altman assured Musk that the non-profit structure guaranteed neutrality and a focus on safety and openness for the benefit of humanity, not shareholder value," the suit says. "But as it turns out, this was all hot-air philanthropy — the hook for Altman's long con.

The Tesla CEO filed the complaint in a California court, two months after he withdrew a similar suit

"The resulting OpenAI network, in which Altman and Microsoft hold significant interests, was recently valued at a staggering $100 billion," it added.

"As a result of their unlawful actions, Defendants have been unjustly enriched to the tune of billions of dollars in value, while Musk, who co-founded their start-up, has been conned along with the public."

OpenAI captured the public's imagination in late 2022 with the release of ChatGPT, which can generate poems and essays and even succeed in exams. The firm has also developed image and video generating tools that are seen as leaders in the field. Microsoft, a major investor in OpenAI since 2019, poured billions more into the firm last year. And the software giant stepped in when OpenAI's board fired CEO Altman in November, hiring him and offering to house any staff members who were unhappy with his ousting. AFP

India Keeping Close Watch

▸▸ From Page 1

They're understood to have discussed the situation in Bangladesh, where massed crowds erupted in jubilation once it became clear that she had left the country. Still, the streets are volatile, given the presence of Islamists and members of the Jamaat-e-Islami. Hasina and Doval also discussed where she plans to go from India.

Earlier, Indian security forces had kept watch as the Bangladesh Air Force C-130 aircraft with Hasina onboard made its journey towards the national capital. Use of airspace was granted and fighter jets were deployed to escort the aircraft as it entered Indian territory. The plane is parked close to the Indian fleet of C-130J and C-17 military transport aircraft at Hindon.

External affairs minister S Jaishankar met Prime Minister Narendra Modi as Hasina landed in India and briefed him on the evolving situation. Hasina was twice hosted in India by Modi in June. The Cabinet Committee on Security met on Monday night to assess the situation.

The highest levels of the Indian government are monitoring the situation in Bangladesh, where radicals are said to be targeting the minority community, including places of worship. There is concern they may also attack progressives. The Centre is working on plans to protect Indians based in Bangladesh, including the high commission and officials, **ET** has learnt. A close eye is also being kept on the border for any exodus from Bangladesh in case of a deterioration of the situation there.

Protesters targeted Dhanmondi 32 in Dhaka, the house-turned-museum of the late Sheikh Mujibur Rahman, Hasina's father who led the fight for Bangladesh's independence, which came about after India defeated Pakistan in the 1971 war. His statues were also targeted by the protestors.

Students protesting against job quotas for those allied with Sheikh Hasina's Awami League had gone ahead with their Long March to Dhaka, despite the former government blocking the internet in a bid to quell the campaign. Several Indian parliamentarians across parties expressed concern over Bangladesh.

Congress MP Manish Tewari said the situation in the neighbouring country is sensitive and evolving and hoped the government will make a statement on it in both houses of Parliament. Biju Janata Dal leader Sasmit Patra said his party will support the Centre's stand on the issue.

DGGI Sought Segregated List

▸▸ From Page 1

This is the circular cited by Infosys following a recent integrated GST demand amounting to ₹32,000 crore.

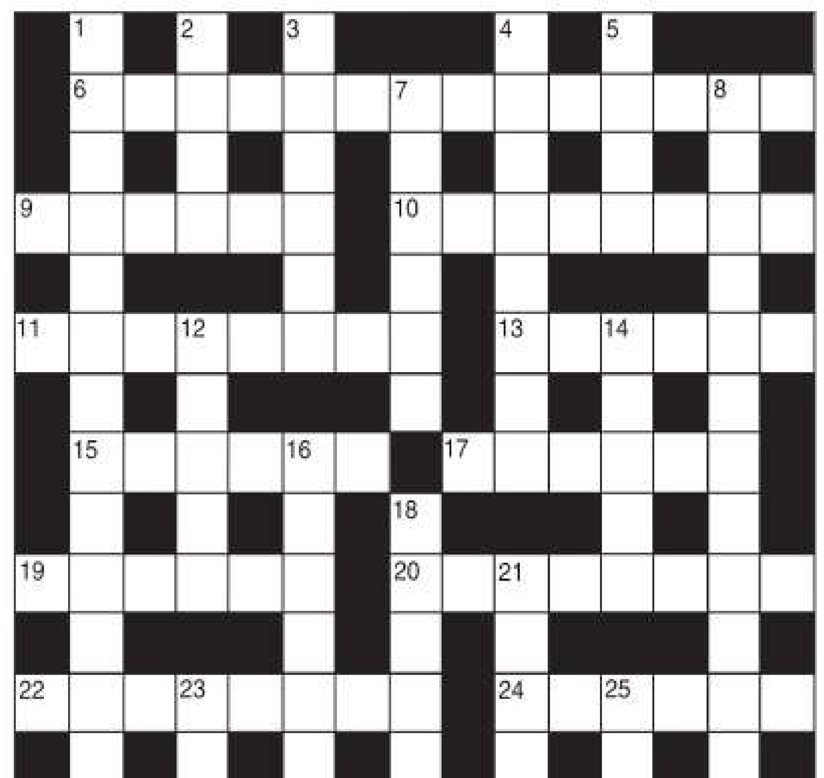
Airlines deal in both exempt and non-exempt services, making them ineligible under the circular, the official said. DGGI had earlier sought a segregated list of exempt and non-exempt services from airlines. "Of the 10 airlines, only four provided the list. The rest failed to furnish any explanation," the official said. The notices are for the period from July 2017, when GST was rolled out, to March 2024. The carriers did not respond to **ET**'s queries.

A senior official said overseas headquarters of these airlines were providing services such as aircraft maintenance, as well as payments for crew and rentals. DGGI says these services are offered from one legal entity to another, and are therefore liable for GST, which the airlines have not paid.

A probe was initiated into the matter in August 2023. DGGI had summoned key executives from the India offices of these airlines.

NON-SEQUITUR

Crossword 9044



ACROSS
6 Receptive attitude depends on mines being renovated (4-10)
9 Section of first Anzac lines (6)
10 Faculty's boat crew receive approval (8)
11 15 surround harbour, covering various situations (5-3)
13 Paltry point's disputed at end of argument (6)
15 Laugh at Des defending Rhode Island (6)
17 In pub I'm eating posh sort of meal doctor advises (6)
19 Cricket club win title abroad without first team (6)
20 Batsman's there to advance (8)
22 In September, Iberians contract nasty disease (8)
24 Watch out for fizzy beer when touring W. Australia (6)
26 Substitute Rodgers devised for house rules (8,6)

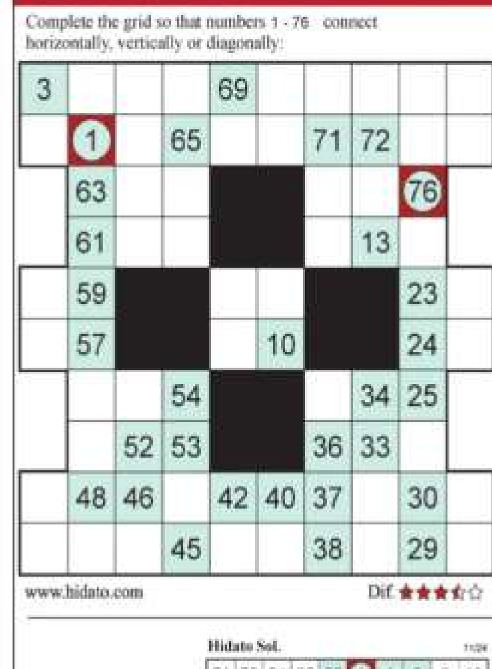
DOWN
1 It fills caissons in harbour region, deploying men etc. (8,6)
2 College head's study has one (4)
3 Antelope, one with a limp unfortunately, turned up (6)
4 Item 2 could produce complaint among the elderly (8)
5 Struggling against releasing gas? (4)
7 It was used to pick up sounds in sewer (6)
8 In middle of lesson perhaps she's cool and trim? (14)
12 Red wine left out? Sign that something's missing (5)
14 Sound that's normal on French river (5)
16 Old penny receipt's crumbling, falling apart (8)
18 Old Scandinavian's very good to host one family (6)
21 Schwarzenegger played one extremely canny tennis star (6)
23 Where lawyers are at home with Poles (4)
25 Scottish flower clipped as unwanted plant (4)

SOLUTION TO No. 9043:
ACROSS: 1 Backsaw. **5** Guards. **9** Unnerve. **10** Anaemia. **11** Ecu. **12** Silly season. **13** Kitty. **14** Scoreline. **16** Concordat. **17** Slips. **19** Port of Spain. **22** Act. **23** Ecocide. **24** Horwich. **26** Asters. **27** Nominal.
DOWN: 1 Brubeck. **2** Consulting rooms. **3** Sir. **4** Wheel. **5** Gravy boat. **6** Adage. **7** Demystification. **8** Marnie. **12** Say-so. **14** Sidesteps. **15** Essen. **16** Capped. **18** Satchel. **20** Olive. **21** Ashen. **25** Rim.

HIDATO

FIND THE PATH - SOLVE THE PUZZLE

Complete the grid so that numbers 1 - 76 connect horizontally, vertically or diagonally:



www.hidato.com Dif. ★★★

Yesterday's puzzle solution.

7 LITTLE WORDS

Find the 7 words to match the 7 clues. The numbers in parentheses represent the number of letters in each solution. Each letter combination can be used only once, but all letter combinations will be necessary to complete the puzzle.

CLUES	SOLUTIONS
1 getting your hands on (9)	
2 sibling by marriage (10)	
3 like road salt (9)	
4 extortion (9)	
5 waterfall over rocks (7)	
6 close-knit group (5)	
7 pulled apart (9)	

CUR	PRO	STE	ROS	STER
PSI	IVE	DE	DRE	AIL
UNI	DIS	ING	BLA	CAS
TED	CA	CA	CKM	COR

Yesterday's Answers: 1. KANT 2. EMBROIDER 3. QUORUM 4. SPIES 5. ENGAGING 6. REPAIR 7. TOPONYM

ET Panache

NEW DELHI / GURGAON
TUESDAY
6 AUGUST 2024

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ADVERTORIAL & PROMOTIONAL FEATURE

Low blow
Olympic boxer Imane Khelif has called for an end to bullying of athletes, saying that the wave of hateful scrutiny she has faced "harms human dignity"

Forgery, spying charges fly in billion-dollar dispute

Family members of the late Russian tycoon Oleg Bourlakov have been fighting over his $3.7-billion fortune since 2021

PICS: AP, GETTY IMAGES, BLOOMBERG

A private intelligence and lobbying firm has landed in the middle of a dramatic legal dispute over a late Russian tycoon's $3.7-billion fortune.

The case centres on cement and oil baron Oleg Bourlakov, whose death in 2021 triggered a messy inheritance battle between different parts of his family, with each side accusing the other of using forged documents to bolster their claim.

Enlisting ex-military and intelligence consultants to win legal cases is a common tactic among ultra-wealthy litigants in the UK. In 2020, during a bitter legal battle between billionaire twins Frederick and David Barclay, it was revealed that David's sons had hired private investigative firm Quest Global to eavesdrop on Frederick's private discussions. The year prior, BGC Partners installed pinhole cameras above the desks of two of its brokers to catch them leaking information to a rival firm.

Hacked emails

In this instance, Vera and Nikolai Kazakov, Bourlakov's sister and brother-in-law, have accused the CT Group of hacking into their private email accounts and falsifying correspondence and bank transfers to benefit their clients, Bourlakov's widow and daughter.

A spokesperson for CT has denied any wrongdoing. "We are confident the intelligence sourced in this case is genuine and accurate and that this attack is an attempt to distract from the merits of the substantive case," they said.

The spokesperson also noted that the accusations were filed without prior notice, so the group didn't have time to represent itself in court.

"This attack was deliberately launched without giving prior notice to CT and with the full knowledge that CT could not be represented in court to defend itself and rebut such serious allegations," the spokesman wrote. "This is an abuse of the English courts."

A report that Loudmila Bourlakova presented in a London court was allegedly found to have 143 fake bank transactions

Bitter feud

The conflict arose when Bourlakov's widow, Loudmila Bourlakova, alleged that the Kazakovs prevented her from claiming a chunk of her husband's estate. In January, Bourlakova and her daughter, Veronica, presented a London court with a report prepared by CT Group as part of a petition to persuade the court to freeze the Kazakovs' assets. According to the CT report, the materials, which included bank transactions supposedly conducted by the Kazakovs and their associates, had been gathered by private investigators.

However, the Kazakovs' court filings allege that many of the transactions and emails cited in that report were fake. "Of the 148 transactions identified in the CT report," wrote Elizabeth Seborg, one of the Kazakovs' lawyers, in a witness statement, "143 transfers simply did not occur." Seborg said that whoever had accessed her clients' email accounts may have used the sensitive data they found "to enable the production of forged banking documents, forged emails and forged invoices".

Lawyers from the Mishcon de Reya firm, which is representing the Bourlakovas, wrote in a letter to the Kazakovs' lawyers that it was aware as far back as August 2023 that the CT Group had obtained potentially privileged documents belonging to the Kazakovs. Mishcon de Reya is not suspected of any wrongdoing in connection with the situation.

– Bloomberg

Icon or eyesore? Debate grows over Marilyn Monroe statue

Citing a desire to stop spending money on costly litigation, Florida officials have announced that the Palm Springs sculpture will be moved to an adjacent park

PIC: GETTY IMAGES

Marilyn Monroe in a still from *The Seven Year Itch*

A 26-foot tall, 17-tonne Marilyn Monroe statue in Palm Springs, Florida, has bitterly divided the desert city. While popular with tourists and selfie takers, drawing tens of thousands of visitors a month, the sculpture showing Monroe in her famous subway grate pose, has been met with fierce opposition, and a lawsuit, from foes who saw it as tacky, tasteless and sexist.

Some objected that it blocked the view of the Palm Springs Art Museum and confronted visitors leaving the museum with Monroe's exposed underwear.

Now the two sides appear to have agreed on a truce. At a meeting late last month, the city's mayor, Jeffrey Bernstein, said an agreement had been reached "in principle" to relocate the statue, 'Forever Marilyn' by artist Seward Johnson, away from its current position to a spot in the adjacent Downtown Park. The agreement is expected to be finalised within 30 days.

Controversy magnet

The sculpture, which had travelled around the country, was purchased in 2021 for $1 million by PS Resorts, a hotels committee that promotes tourism. But it drew controversy from the start.

Elizabeth Armstrong, a former director of the museum, in an interview called it "a monument to misogyny" and said that it seemed to invite the practice of 'up-skirting', or taking photos up women's skirts. "At a time when sexual violence is on the rise and women continue to be demonised around the globe, this piece is throwback, a relic of sexist, patriarchal attitudes," she said.

Opponents also argued that it obscured the view of the museum. In 2021, a group called the Committee to Relocate Marilyn (Crema), filed a lawsuit against the city and PS Resorts arguing that the pedestrian-only street where it had been placed, Museum Way, had been improperly closed to traffic.

Some see the battle as a clash between high and low culture, pitting fans of the popular sculpture against admirers of the art museum and its architecture. "It's elitist to tell somebody what they can or cannot like," actor John Barrowman, who lives in Palm Springs, said in an interview. "Or what is art and what isn't art."

– The New York Times

quote unquote

"You [the Saudis] are welcome to cycling, we need to work together, and you also need to respect what the red lines are for the UCI [Union Cycliste Internationale], and what are the key principles: That we will never support a clone league."

– DAVID LAPPARTIENT, president, UCI, commenting on the Saudis' reported interest in funding a rival sports league

PIC: AFP

$277 billion The cash that billionaire Warren Buffett, 93, is sitting on after almost halving his Apple stake and selling some of his stock in Bank of America and the Chinese EV maker BYD. This is up from what was a record $189 billion in cash just three months earlier. CFRA Research analyst Cathy Seifert said it looked like "this is a company [Berkshire Hathaway] girding itself for a weaker economic climate".

PICS: GETTY IMAGES, BLOOMBERG

Battle for Tech Talent Shifts to the Hinterlands on Reverse Migration

Availability of top professionals adds to default advantages of smaller towns like lower ops costs and low attrition rates

Sameer Ranjan Bakshi

THE WAR FOR TALENT

As per a CBRE research report, during H1 of 2023, about 22% of GCC centres were set up in tier-II cities, driven by the availability of existing and fresh talent

ROY LICHTENSTEIN, *Whaam!*

Bengaluru: Reverse migration of tech employees to their hometowns during the pandemic has shifted the battle for talent to tier-2 and smaller cities, which hold the default advantage of lower operational costs and low attrition rates.

Two recent reports – the Economic Survey and Infosys ESG – suggest that tech firms and global capability centres (GCCs) of multinationals are increasingly expanding their operations beyond metros, thanks to a newer base of talent available after their relocation during Covid.

What is driving them to smaller cities is high availability of talent that migrated during pandemic and didn't return to their work locations post pandemic plus cost benefit across operations, said Munira Loliwala, vice president for strategy and growth at TeamLease Digital.

"Hiring is 60-70% more cost effective, infrastructure more viable and scalable. These locations offer cost arbitrage, standardisation, lower attrition rates, better government policies and subsidies," she said.

As per TeamLease data, emerging tech hubs such as Chandigarh, Jaipur, Ahmedabad, Indore, Bhubaneswar, Vizag, Coimbatore and Kochi have a combined installed tech talent of 490,000-540,000. That is around 10% of the total technology talent pool of about 5.5 million available in the country.

"GCCs are increasingly evaluating tier-II towns to expand their operations, influenced by the reverse migration seen during the pandemic and the cost arbitrage offered by such relatively under-penetrated markets," the Economic Survey of 2024 released on July 22 said. "As per a CBRE research report, during the first half of 2023, about 22% of GCC centres were set up in tier-II cities, driven by the availability of existing and fresh talent," the survey said.

Infosys in its ESG (environmental, social and governance) report of FY24 released in May said it has decided to open offices in tier-2 cities to help employees preferring to work out of their base locations following the Covid-19 pandemic and opened two offices in Visakhapatnam and Coimbatore in FY24. "This strategy is expected to have a two-fold impact: It can boost the local ecosystem and reduce construction in the big cities, thereby reducing pollution and water stress," it said.

Three other tech companies either consolidated or expanded their presence in smaller cities last month. Hitachi's subsidiary GlobalLogic opened a 50-seat facility in Ahmedabad, HCLTech launched a global delivery centre in Patna, and IBM launched its Gen AI innovation centre in Kochi.

Nearly 92% of Indian SaaS Cos Adopted AI in 12 Mths: Bessemer

Massive tailwinds from AI, GenAI sectors to take SaaS market to $50 b in next 6 yrs, says report

Ajay Rag

Logging in

Indian SaaS centaurs and unicorns will generate **$20 to $25 billion** in revenue by 2030

Between 2022 and 2023, over 100 firms achieved revenues between **$1-5 million** and nearly 40 cos between $5-10 m

Domestic consumption of cyber software and services surged to **$6b** in 2023, up from **$3.4b** in 2021

THE RISE OF SAAS IN INDIA 2024- BESSEMER REPORT

SIDDHARTH

Mumbai: Nearly 92% of software-as-a-service (SaaS) startups in India have integrated some form of artificial intelligence (AI) features into their products over the last 12 months, according to a report by venture capital firm Bessemer Venture Partners, which says almost 87% of these companies describe themselves as either AI-native SaaS or AI-enabled SaaS.

This integration of AI technologies such as machine learning (ML), natural language processing (NLP), and advanced analytics into SaaS platforms helps make software more intuitive, adaptive, and capable of automating complex tasks.

"We expect the SaaS market to get to $50 billion in the next six years because there is a massive tailwind coming from the AI and the generative AI world," Anant Vidur Puri, partner at Bessemer Venture Partners, told **ET**. "We believe India's SaaS sector is fundamentally transitioning to what we call as IndAI SaaS."

The report, titled 'The Rise of SaaS in India 2024', is based on a survey of some 100 SaaS startups with annual recurring revenue (ARR) ranging from $3 million to $200 million, Puri said.

The report forecasts that Indian SaaS centaurs and unicorns will generate $20-25 billion in revenue by 2030. India-first companies like Perfios, Bill Desk and Razorpay are expected to achieve an ARR of $5 billion by 2023, while global-first companies such as Zoho, Amagi and Icertis are projected to reach an ARR of about $17 billion in the same period. Collectively, these companies added $5.9 billion in revenue during 2023 alone.

In 2024, India saw two new SaaS unicorns--Perfios and Krutrim.

Centaurs are defined as startups with valuations exceeding $100 million, while unicorns are those valued at more than $1 billion.

ANANT VIDUR PURI
partner at Bessemer Venture Partners

We believe India's SaaS sector is fundamentally transitioning to what we call as IndAI SaaS

The report also noted that between 2022 and 2023, more than 100 companies achieved $1-5 million in revenue, and nearly 40 companies recorded $5-10 million.

"This data tells that the adoption of software in the ecosystem is going up and more people are ready to trust smaller companies which come and implement in their environment," Puri said.

Also, total investment in Indian SaaS startups this year is on track to surpass 2023 levels. The companies in the sector have raised $0.53 billion in the first half of 2024 compared with $0.9 billion in 2023, the report said. "AI has been an undeniable catalyst for Indian SaaS. It has accelerated our ability to move swiftly and decisively in the market," Siva Rajamani, cofounder and CEO of the SaaS startup Everstage, said in the report. "Indian entrepreneurs are combining their product strengths with complementary services to deliver capital-efficient results. At Everstage, we are incredibly excited about the potential of AI and are rolling out new modules with this technology at its core."

CYBER SECURITY TAKES CENTRE STAGE

The report says that domestic consumption of cyber software and services surged to $6 billion in 2023, up from $3.4 billion in 2021.

ET tech
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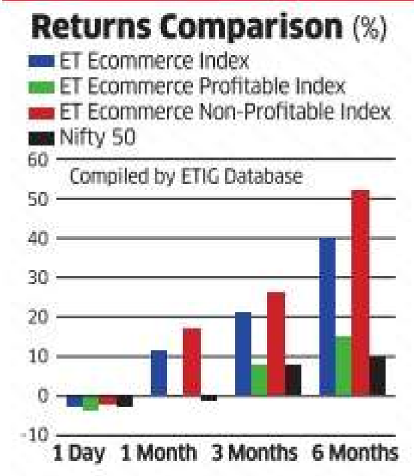
ET Ecommerce Tracker



Tweet OF THE DAY

FEROLDI
@BRIANFEROLDI

Random market declines become far less scary once you realize they are perfectly normal

Mobile Wallet Transactions on a Slippery Slope as UPI Rises

Mobile wallets are losing relevance with their monthly transactions in steep decline

Pratik Bhakta

Wallets Sink

DOWNWARD SPIRAL: THE STORY OF MOBILE WALLETS

Month, 2024	No of txns (crore)
June	40.3
May	41.9
April	39.9
March	44.8
February	52
January	57.6

Source: RBI

Wallet payments were popular for domestic remittance transactions, but stricter KYC rules resulted in many consumers shifting to the biz correspondent channels

SIDDHARTH

Bengaluru: As Unified Payments Interface (UPI) becomes the de-facto retail digital payment mode in the country, mobile wallets are losing relevance with their monthly transactions in steep decline.

Around 403 million mobile wallet payments were recorded in June this year, 24% lower compared with 530 million such transactions a year earlier, data from the Reserve Bank of India show. The number has also been falling sequentially every month since January, when it was more than 576 million.

Throughout this year, these prepaid payment instruments have shown a decline in transactions with January recording more than 57 million wallet payments, compared to the next six months when it kept declining to the 40 million range.

In case of person-to-person transactions, another popular use case for wallets, the year-on-year fall has been significant too. This June the ecosystem recorded around 25 million such transactions, down 20% from 31 million in June last year and down 26% from 34 million in June 2022.

"The acceptance infrastructure for UPI became much larger than wallets and all customers with bank accounts could participate in UPI payments. Further, UPI was on a nil fee model, whereas merchants had to pay a fee of up to 1.25% on wallet payments, which incentivised the merchants to accept UPI over wallets," said Rohan Lakhaiyar, partner, Grant Thornton Bharat.

ROHAN LAKHAIYAR
partner, Grant Thornton Bharat

UPI was on a nil fee model, whereas merchants had to pay a fee of up to 1.25% on wallet payments, which incentivised the merchants to accept UPI over wallets

Large fintechs like PhonePe, Google Pay, Paytm and Amazon Pay are all focused on the UPI story currently. Paytm, which had one of the largest mobile wallet operations, lost its wallet business from March 15 after the Reserve Bank of India shut down basic banking services of Paytm Payments Bank.

RBI data show PhonePe has around 202 million registered wallets, but only 14.8 million transactions in June this year. Similarly Amazon Pay has 67 million wallets registered, but there are only 6.8 million transactions in June.

Another major wallet player, MobiKwik, reported 6.7 million transactions for goods and services on a base of 137 million registered wallets.

Wallet payments were also popular for domestic remittance transactions, but stricter KYC rules on these instruments resulted in many consumers shifting to the business correspondent (BC) channels.

'Google Broke Antitrust Law in Search Case'

Google broke the law to cement its dominance over online searches and related ads, a federal judge ruled on Monday in the US Justice Department's first victory against a monopoly in more than 20 years. US District Judge Amit Mehta's ruling against Alphabet's major revenue driver paves the way for a second trial to determine potential fixes, such as requiring the company to stop paying smartphone makers billions of dollars annually to set Google as the default search engine on new phones. The ruling is the first major decision in a series of cases taking on alleged monopolies in Big Tech.—**Reuters**

954.40m
Total internet subscribers in the country as on March 2024

Deal Corner Deals keep flowing in as investors look for bright spots

Agritech Firm Agrizy Raises $9.8 million

New Delhi: Agritech startup Agrizy raised $9.8 million (about Rs 82 crore) in a funding round co-led by Accion and Omnivore.

The round also saw participation from Capria Ventures, Thai Wah Ventures, and existing investor Ankur Capital, Agrizy said in a statement on Monday. The company didn't disclose its valuation in the latest round.

The funds will be used for expanding into new product areas and markets, launching contract development and manufacturing organisation (CDMO) and value-added advisory services, and providing financial services to MSME processors and farmer-producer organisations (FPOs).

—**Our Bureau**

Stock Broking Firm Punch Bags $7million

Mumbai: Stock broking platform Punch has raised $7 million in seed funding from Stellaris Venture Partners, Susquehanna Asia VC, Prime Venture Partners, and Innoven Capital. The round also saw participation from angel investors including Cred founder Kunal Shah, Vatsal Singhal, cofounder of Ultrahuman, and Nitish Mittersain, founder of Nazara Technologies.

The funds will be allocated to R&D initiatives aimed at enhancing user experience and covering marketing expenses. "A chunk of the funds will be spent on innovating products, understanding problems by seeing what the regulator wants, and what the customer wants," said CEO Amit Dhakad. —**Our Bureau**

US Co Instawork Buys Bengaluru's Able Jobs

Pratik Bhakta

Bengaluru: San Francisco-based staffing solution provider Instawork has acquired the technology platform built by Bengaluru-based online placement forum Able Jobs for an undisclosed amount.

Ravish Agrawal, one of the cofounders, will serve as an advisor to Instawork, while Siddharth Srivastava, the other cofounder will join Instawork as a product leader.

Through the deal, Elevation Capital, Titan Capital and other venture investors on the cap table of Able Jobs will exit the company and the small team of around four employees still with the company will be imbibed into Instawork as well, the spokesperson added.

Founded in 2019, Able Jobs runs an online platform to help young professionals, with the skills and knowledge necessary to secure employment. The company said it has successfully helped more than 35,000 candidates secure employment and the app has been used by nearly 3 million users and more than 2,500 employers.

Through the deal, Instawork will use Able Jobs's product to enhance its own capabilities and build from India for the global market, the company said.

Elevation Capital, Titan Capital and other investors on Able Jobs' cap table to exit

Instawork has raised $160 million in equity funding over multiple rounds and was last valued in 2023 at $760 million. It is backed by investors like Benchmark, Greylock, Craft Ventures, Spark Capital, Y Combinator and venture capital fund TCV.

Flipkart's Quick Comm Service 'Minutes' Goes Live in Bengaluru

Our Bureau

To deliver grocery, electronics, smartphones and other products in 8-16 minutes

Bengaluru: Walmart-owned Flipkart has entered the quick-commerce race with a service called Minutes.

The ecommerce firm has opened the fast-delivery service to users in select areas of Bengaluru, going beyond employees at its headquarter here who were previously offered it on a trial basis.

The service has gone live on the Flipkart app, **ET** has seen. Over the next few weeks, it will be expanded to more areas in Bengaluru, people in the know said.

In localities like Belandur and HSR, Flipkart Minutes is delivering groceries, electronics, smartphones and other products within 8-16 minutes.

This marks Flipkart's formal entry in quick commerce, taking on Swiggy's Instamart, Zomato's Blinkit, Zepto and BigBasket's BB Now.

Flipkart didn't immediately offer a comment on the launch.

AI Chip Firm Groq Valued at $2.8 billion

Chip startup Groq said on Monday it has raised $640 million in a Series-D funding round led by Cisco Investments, Samsung Catalyst Fund and BlackRock Private Equity Partners, among others, bringing its valuation to $2.8 billion. The firm specialises in producing AI inference chips – a type of semiconductor that optimises speed and executes commands of pre-trained models. Many startups including Groq have been trying to nibble away at Nvidia's position in the AI chip industry.—**Reuters**

Xerox Pencils $355m as Tech Spends for Seven-yr TCS Deal

IT co to execute Xerox's end-to-end transformation programme

Sameer Ranjan Bakshi

CLOUD-FIRST MODEL

TCS will develop a cloud-first operating model, build an AI-first enterprise platform for Xerox

Bengaluru: More than a month after signing an IT transformation agreement with Tata Consultancy Services, digital printing company Xerox said it has a $355 million tech spending commitment under the seven-year contract.

In a regulatory filing in the US, Xerox also disclosed its spending commitment with Microsoft at $125 million and with SAP at $45 million for the same period under this multi-party agreement.

TCS did not respond to an email seeking comment sent on Monday morning.

In June, TCS said that it expanded its partnership with Xerox to execute an end-to-end transformation programme, without disclosing the deal value. The Mumbai-based company has been providing business processing outsourcing services in support of Xerox's global finance and accounting organisation.

In its regulatory filing last week, Xerox said it entered into a seven-year agreement with TCS for consolidating its technology services to improve business outcomes, migrate legacy data centres to the cloud, deploy a cloud-based digital ERP platform and incorporate generative artificial intelligence (GenAI) into operations to help drive sustainable growth.

In connection with the TCS deal, Xerox also entered into seven-year agreements with SAP, which will provide a cloud-based digital ERP platform, and Microsoft for its Azure cloud platform services, The US-based company said.

TCS will develop a new cloud-first operating model and build an AI-first enterprise platform for Xerox.

The expanded deal came months after Xerox revealed its intention to reduce its workforce by 15% as part of a "reinvention" strategy. It also has an $1.3 billion outsourcing deal with Noida-based HCLTech, signed in 2019.

Why OpenAI's SearchGPT won't Kill Google Search Anytime Soon

GenAI-based search yet to reach the level of comfort of Google: Experts

ET EXPLAINER

Himanshi Lohchab

Mumbai: When OpenAI introduced SearchGPT last month, it was believed to challenge Google's dominance in the space. However, rival search startup Perplexity AI's founder Aravind Srinivas and some AI researchers were quick to call out the tool's inaccuracies when prompted for simple search queries.

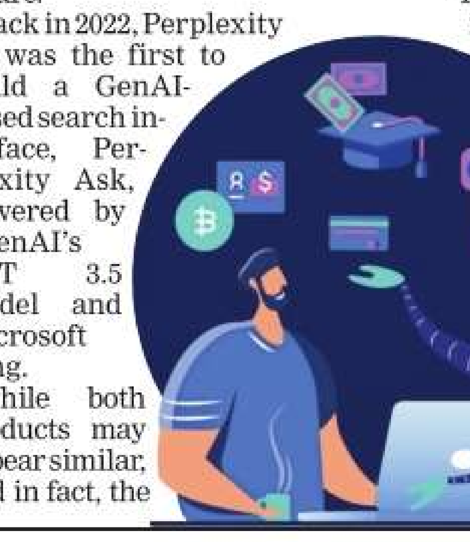
Whether GenAI-based search can ever dethrone incumbents like Google Chrome is still a far sight. But if it does, it could cause a tectonic shift in the way users consume AI in their daily lives. **ET** explains what the future of search could mean and what are the pressing concerns around it:

WHAT IS SEARCH GPT?

Late last month, OpenAI said it is testing SearchGPT, a prototype of new search features designed to combine the conversational capabilities of AI models with information from the web. While this prototype is temporary, OpenAI plans to integrate these features directly into ChatGPT in the future.

Back in 2022, Perplexity AI was the first to build a GenAI-based search interface, Perplexity Ask, powered by OpenAI's GPT 3.5 model and Microsoft Bing.

While both products may appear similar, and in fact, the latter being derived from the former's base model, both have taken a different approach to monetise search in partnership with publishers and content creators. This could also mean the emergence of new business models for futuristic search engines.



BUT WHAT ARE THE CHALLENGES?

The primary objective of any search interface is to provide reliable and accurate information quickly with least efforts. GenAI prompting has not yet reached the level of comfort needed on these basic requirements.

For instance, Google, which started displaying AI summaries for search queries, has faced much criticism for inaccurate collation of facts and figures without proper attribution to source of information.

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The Motherson Group is poised to enter the growing Apple supply chain network in India with BIEL Crystal Manufactory ▶ Page 1

▶ India Equities Fall on US Recession Fears, Iran-Israel Tensions, Japan Stock Rout ▶ DGGI Sends Notices to 10 Foreign Airlines over ₹10kcr GST Dues: P 1

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The Supreme Court upheld appointment of 10 aldermen by the Lt Governor of Delhi to the MCD without aid and advice of the Delhi govt. ▶ P 3

▶ **As Sheikh Hasina Quits, BSF on High Alert along Bangla Border; Extra Troops Mobilised** ▶ **Bangladesh Army Chief has Cordial Ties with India: P 2**

firstcry .com

(Please scan this QR code to view the Red Herring Prospectus)

BRAINBEES SOLUTIONS LIMITED

Our Company was incorporated on May 17, 2010 as a private limited company under the Companies Act 1956, with the name "Brainbees Solutions Private Limited" at Pune, Maharashtra, India pursuant to a certificate of incorporation issued by the Registrar of Companies, Maharashtra at Pune (the **"RoC"**). Upon the conversion of our Company to a public limited company pursuant to a resolution passed by our Board on August 31, 2023 and a special resolution passed by our Shareholders at the extra-ordinary general meeting on September 5, 2023, the name of our Company was changed to "Brainbees Solutions Limited". A fresh certificate of incorporation dated November 2, 2023 was issued by the RoC consequent to our Company's conversion into a public limited company. For details of changes in the registered office of our Company, see ***"History and Certain Corporate Matters – Changes in the registered office"*** on page 311 of the Red Herring Prospectus dated July 30, 2024 and to be read with the Corrigendum to the RHP dated July 31, 2024, (**"RHP"** or **"Red Herring Prospectus"**) filed with the RoC.

Corporate Identity Number: U51100PN2010PLC136340
Registered and Corporate Office: Rajashree Business Park, Survey No. 338, Next to Sohrabh Hall, Tadiwala Road, Pune - 411 001, Maharashtra, India; **Tel:** (+91) 84829 89157
Contact Person: Neelam Jethani, Company Secretary and Compliance Officer; **E-mail:** companysecretary@firstcry.com; **Website:** www.firstcry.com

OUR COMPANY DOES NOT HAVE AN IDENTIFIABLE PROMOTER

INITIAL PUBLIC OFFERING OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹2 EACH (THE "EQUITY SHARES") OF BRAINBEES SOLUTIONS LIMITED ("COMPANY" OR "ISSUER") FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE (THE "OFFER PRICE") AGGREGATING TO ₹[●] MILLION (THE "OFFER") COMPRISING A FRESH ISSUE OF [●] EQUITY SHARES OF FACE VALUE ₹ 2 EACH AGGREGATING UP TO ₹16,660.00 MILLION (THE "FRESH ISSUE") AND AN OFFER FOR SALE OF UP TO 54,359,733 EQUITY SHARES OF FACE VALUE ₹2 EACH AGGREGATING TO ₹[●] MILLION (THE "OFFER FOR SALE").

THE OFFER INCLUDES A RESERVATION OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹ 2 EACH, AGGREGATING UP TO ₹30.00 MILLION (CONSTITUTING UP TO [●] % OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL, FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES ("EMPLOYEE RESERVATION PORTION"). THE OFFER LESS THE EMPLOYEE RESERVATION PORTION IS HEREINAFTER REFERRED TO AS THE "NET OFFER". THE OFFER AND THE NET OFFER SHALL CONSTITUTE [●] % AND [●] % OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY.

DETAILS OF THE 10 LARGEST SELLING SHAREHOLDERS, OFFER FOR SALE AND THE WEIGHTED AVERAGE COST OF ACQUISITION

Name of Selling Shareholder	Type	Number of equity shares offered	Weighted average cost of acquisition per Equity Share[1] (in ₹)	Name of Selling Shareholder	Type	Number of equity shares offered	Weighted average cost of acquisition per Equity Share[1] (in ₹)
SVF Frog (Cayman) Ltd	Corporate Selling Shareholder	20,318,050	154.40	Apricot Investments Limited	Corporate Selling Shareholder	2,523,280	280.87
Mahindra & Mahindra Limited	Corporate Selling Shareholder	2,806,174	77.96	Satyadharma Investments and Trading Company Private Limited	Corporate Selling Shareholder	197,777	196.38
PI Opportunities Fund- 1	Corporate Selling Shareholder	8,601,292	280.87	Schroders Capital Private Equity Asia Mauritius II Limited	Corporate Selling Shareholder	3,802,210	145.26
TPG Growth V SF Markets Pte. Ltd.	Corporate Selling Shareholder	3,899,525	280.87	Sage Investment Trust	Corporate Selling Shareholder	52,516	280.87
NewQuest Asia Investments III Limited	Corporate Selling Shareholder	4,141,043	133.69	Pratithi Investment Trust	Corporate Selling Shareholder	224,712	312.48

[1] *As certified by Bansal & Co LLP, Chartered Accountants, bearing firm registration number 001113N/N500079, by way of their certificate dated July 30, 2024. For a complete list of all Selling Shareholders and their weighted average cost of acquisition per Equity Share on a fully diluted basis, see* ***"Summary of the Offer Document – Weighted average cost of acquisition of equity shares by the Selling Shareholders"*** *on page 81 of the RHP.*

We sell Mothers', Babies' and Kids' products through our online platform in India, United Arab Emirates and Kingdom of Saudi Arabia, and also through company-owned stores, franchisee-owned stores and general trade retail distribution in India.

The Offer is being made through the Book Building Process in accordance with Regulation 6(2) of the SEBI ICDR Regulations
QIB Portion: Not less than 75% of the Net Offer | Non-Institutional Portion: Not more than 15% of the Net Offer | Retail Portion: Not more than 10% of the Net Offer
Employee Reservation Portion: Up to [•] Equity Shares aggregating up to ₹ 30.00 Million

PRICE BAND: ₹ 440 TO ₹ 465 PER EQUITY SHARE OF FACE VALUE OF ₹2 EACH.
THE FLOOR PRICE AND THE CAP PRICE ARE 220 TIMES AND 232.50 TIMES THE FACE VALUE OF THE EQUITY SHARES RESPECTIVELY.
BIDS CAN BE MADE FOR A MINIMUM OF 32 EQUITY SHARES AND IN MULTIPLES OF 32 EQUITY SHARES THEREAFTER.
A DISCOUNT OF ₹ 44 PER EQUITY SHARE IS BEING OFFERED TO ELIGIBLE EMPLOYEES BIDDING IN THE EMPLOYEE RESERVATION PORTION.

In accordance with the recommendation of the Independent Directors of our Company, pursuant to their resolution dated July 31, 2024, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the *'Basis for Offer Price'* section of the RHP *vis-a-vis* the weighted average cost of acquisition ("WACA") of primary and secondary transaction(s), as applicable, disclosed in *'Basis for Offer Price'* section on page 222 of the RHP.

In making an investment decision and purchase in the Offer, potential investors must only rely on the information included in the RHP and the terms of the Offer, including the merits and risks involved and not rely on any other external sources of information about the Offer available in any manner.

In relation to Price Band, potential investors should only refer to this price band advertisement for the Offer and should not rely on any media articles/ reports in relation to the valuation of our Company as these are not endorsed, published or confirmed either by our Company or by the BRLMs.

RISKS TO INVESTORS

For details refer to section titled "Risk Factors" on page 83 of the RHP

- **Financials Risk:**
  - **Negative Cash Flows**: We have had negative net cash flows in the past. The following table sets forth our cash flow for the periods indicated as per our Restated Consolidated Financial Statements:

(₹ in million)

Particulars	For the year ended March 31,		
	2024	2023	2022
Net cash used in operating activities	(420.73)	(3,989.89)	(1,317.26)
Net cash (used) in/generated from investing activities	629.44	3,040.89	(4,905.81)
Net cash (used) in/generated from financing activities	814.74	(506.18)	6,443.76
Net increase/(decrease) in cash and cash equivalents	1,023.45	(1,455.18)	220.69

  - **Losses incurred in past periods:** We have incurred loss of ₹(3,215.07) million, ₹(4,860.56) million and ₹(786.85) million for the Financial Year 2024, 2023 and 2022 respectively. If we continue to incur losses, our business and the value of the Equity Shares could be adversely affected.
- **Risk related to the objects of the offer:** We face various inter-related risks concerning usage, receipt and deployment of the Offer Proceeds in relation to the objects of the Offer, some of which are outline below:
  - We are yet to identify the exact locations or properties for the setting up our new modern stores and warehouses in India and the Kingdom of Saudi Arabia, for which we intend to utilize the amount from Net Proceeds;
  - A portion of the Net Proceeds will be invested in our Subsidiaries, Globalbees Brands, Digital Age and Firstcry Trading Company, which have incurred losses and certain newly established businesses. We cannot assure you that our investments will enhance their profitability or yield intended results.
  - The Net Proceeds will be deployed over a long period of time and any delay may impact our operations and profitability.
- **Market Risk:** The Offer Price of our Equity Shares, our pre-Offer market capitalization to revenue from operations for FY 2024 and our price-to-earnings (P/E) ratio at Offer price may not be indicative of the market price of our Equity Shares after the Offer.

Period	Ratio vis-à-vis Floor Price of ₹ 440	Ratio vis-à-vis Cap Price of ₹ 465
	(In multiples, unless otherwise specified)	
Market capitalization to Revenue from operations (for FY 2024)	3.28	3.47
Price-to-earnings ratio	N.A	N.A

Notes:

- *Market capitalization = Number of shares outstanding as on date of RHP * Floor price or Cap price, as applicable*
- *Since the Company has incurred loss in the Financial Year 2024, the basic and diluted EPS is negative and hence, the Price to Earnings ratio is not ascertainable*

- **Business and Operational Risks:**
  - **Risk relating to retaining existing customer and acquiring new customers:** If we fail to acquire new customers or experience a decline in engagement with our existing customers, we may not be able to increase our revenues or achieve profitability. Our GMV generated from our Annual Unique Transacting Customers ('AUTC') for Financial Years 2024, 2023 and 2022 was ₹91,211.28 million ₹72,576.34 million and ₹57,994.63 million respectively. The tables below sets forth the details of our advertising and sales promotion expenses as a percentage of our revenue from operations and our GMV generated from our new customers and existing customers as a percentage of GMV from AUTC:

Period	For the year ended March 31,		
	2024	2023	2022
	Percentage of revenue from operations (%)		
Advertising and sales promotion expenses*	7.44%	7.39%	11.19%

**Includes payments made to third-party websites, search engines and social media influencers.*

Period	For the year ended March 31,		
	2024	2023	2022
	Percentage of GMV from Annual Unique Transacting Customers (%)		
GMV from new customers	27.77%	27.02%	29.76%
GMV from existing customers	72.23%	72.98%	70.24%

  - **Risk relating to third-party brands and SKUs:** If we fail to retain our relationships with third-party brands, or attract new relationships, our business, results of operations, financial condition and cash flows will be adversely affected. Set forth below is the number of brands added on our FirstCry platform (in India, UAE and KSA), brands associated with us on our FirstCry platform, and SKUs offered by us on our platform:

Particulars	As at/for the financial year ended March 31,		
	2024	2023	2022
Brands added on our FirstCry platform (in India, UAE and KSA)	1,125	2,250	2,235
Brands associated with us on our FirstCry platform	7,580	7,035	6,287
SKUs offered (in million)	1.65	1.29	1.27

  - **Dependency on the online commerce industry in India:** Our business depends on the growth of the online commerce industry in India and our ability to effectively respond to changing customer behavior on digital platforms. Details of our GMV from Online business in India as a percentage to total GMV in India is provided hereunder:

Particulars	For the year ended March 31,		
	2024	2023	2022
GMV from Online business in India (as % of total GMV in India)	76.91%	77.36%	81.58%

Continued on next page...

...continued from previous page.

- **Other Risks:**
  - Our Company will not receive any proceeds from the Offer for Sale amounting to ₹23,918.28 million (calculated at floor price).
  - The five Book Running Lead Managers associated with the Offer have handled 55 public issues in the past three Financial Years, out of which 12 issues closed below the issue price on the listing date:

Name of the BRLMs	Total Public Issues	Issues closed below the IPO Price on listing date
Kotak Mahindra Capital Company Limited*	15	3
Morgan Stanley India Company Private Limited*	1	-
BofA Securities India Limited*	-	-
JM Financial Limited*	29	8
Avendus Capital Private Limited*	-	-
Common Issues of above BRLMs	10	1
Total	**55**	**12**

Issues handled where there were no common BRLMs.

- Weighted average cost of acquisition of all shares transacted in the three years, 18 months and one year preceding the date of the Red Herring Prospectus:

Period preceding the date of Red Herring Prospectus	Weighted average cost of acquisition (in ₹)	Cap Price is 'x' times the weighted average cost of acquisition	Range of acquisition price: lowest price – highest price (in ₹)**
Last one year	407.42	1.14	243.72 - 524.15
Last 18 months	407.42	1.14	243.72 - 524.15
Last three years	237.09	1.96	2.00 - 524.15

*** As certified by Bansal & Co LLP, Chartered Accountants, bearing firm registration number 001113N/N500079, by way of their certificate dated July 30, 2024.*

- Since the Company has incurred loss in the Financial Year 2024, the basic and diluted EPS is negative and hence, the Price to Earnings ratio is not ascertainable.
- Weighted Average Return on Net Worth for Financial Year ended 2024, 2023 and 2022 is (8.92)%.

BID/OFFER PERIOD

BID/OFFER OPENS TODAY

BID/OFFER CLOSES ON : THURSDAY, AUGUST 8, 2024[(1)]

1. UPI mandate and time end date shall be at 5:00 pm on the Bid/Offer Closing Date.

An indicative timetable in respect of the Offer is set out below:

Submission of Bids (other than Bids from Anchor Investors):

Bid/Offer Period (except the Bid/Offer Closing Date)	
Submission and Revision in Bids	Only between 10.00 a.m. and 5.00 p.m. (Indian Standard Time (**"IST"**)
Bid/Offer Closing Date*	
Submission of Electronic Applications (Online ASBA through 3-in-1 accounts) – For RIIs, other than QIBs, Non-Institutional Investors and Eligible Employees Bidding in the Employee Reservation Portion.	Only between 10.00 a.m. and up to 5.00 p.m. IST
Submission of Electronic Applications (Bank ASBA through Online channels like Internet Banking, Mobile Banking and Syndicate UPI ASBA applications)	Only between 10.00 a.m. and up to 4.00 p.m. IST
Submission of Electronic Applications (Syndicate Non-Retail, Non-Individual Applications)	Only between 10.00 a.m. and up to 3.00 p.m. IST
Submission of Physical Applications (Bank ASBA)	Only between 10.00 a.m. and up to 1.00 p.m. IST
Submission of Physical Applications (Syndicate Non-Retail, Non-Individual Applications of QIBs and Non-Institutional Investors	Only between 10.00 a.m. and up to 12.00 p.m. IST
Modification/ Revision/cancellation of Bids	
Upward Revision of Bids by QIBs and Non-Institutional Investors categories#	Only between 10.00 a.m. on the Bid/Offer Opening Date and up to 4.00 p.m. IST on Bid/Offer Closing Date
Upward or downward Revision of Bids or cancellation of Bids by RIIs and Eligible Employees Bidding in the Employee Reservation Portion	Only between 10.00 a.m. on the Bid/Offer Opening Date and up to 5.00 p.m. IST on Bid/Offer Closing Date

**UPI mandate end time and date shall be at 5:00 pm on the Bid/Offer Closing Date.*
#QIBs and Non-Institutional Investors can neither revise their bids downwards nor cancel/ withdraw their Bids.

Bid / Offer Period

Event	Indicative Date
Bid/Offer Opens On	Tuesday, August 6, 2024
Bid/Offer Closes On[(1)]	Thursday, August 8, 2024
Finalization of Basis of Allotment with the Designated Stock Exchange	On or about Friday, August 9, 2024
Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account	On or about Monday, August 12, 2024
Credit of Equity Shares to depository accounts of allottees	On or about Monday, August 12, 2024
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about Tuesday, August 13, 2024

[(1)] *UPI mandate end time and date shall be at 5:00 pm on the Bid/Offer Closing Date.*

ASBA# Simple, Safe, Smart way of Application!!!

Applications supported by blocked amount (ASBA) is a better way of applying to issues by simply blocking the fund in the bank account, For further details, check section on ASBA.

Mandatory in public issues. No cheque will be accepted.

UPI UNIFIED PAYMENTS INTERFACE

UPI-Now available in ASBA for Retail Individual Investors and Non - Institutional Investor applying for amount upto ₹ 5,00,000/-, applying through Registered Brokers, DPs and RTAs. UPI Bidder also have the option to submit the application directly to the ASBA Bank (SCSBs) or to use the facility of linked online trading, demat and bank account. Investors are required to ensure that the bank account used for bidding is linked to their PAN. Bidders must ensure that their PAN is linked with Aadhaar and are in compliance with CBDT notification dated February 13, 2020, issued by the Central Board of Direct Taxes and the subsequent press releases, including press releases dated June 25, 2021 and September 17, 2021 and CBDT circular no.7 of 2022, dated March 30, 2022 read with press release dated March 28, 2023 and any subsequent press releases in this regard.

ASBA has to be availed by all the investors except anchor investors. UPI may be availed by (i) Retail Individual Investors in the Retail Portion; (ii) Non-Institutional Investors with an application size of up to ₹ 500,000 in the Non-Institutional Portion. For details on the ASBA and UPI process, please refer to the details given in ASBA form and abridged prospectus and also please refer to the section *"Offer Procedure"* on page 603 of the RHP. The process is also available on the website of Association of Investment Bankers of India (**"AIBI"**) and Stock Exchanges and in the General Information Document. ASBA bid-cum-application forms can be downloaded from the websites of the Stock Exchanges and can be obtained from the list of banks that is displayed on the website of SEBI at www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=35 and https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi= yes&intmId=43, respectively as updated from time to time. For the list of UPI apps and banks live on IPO, please refer to the link: www.sebi.gov.in. UPI Bidders Bidding using the UPI mechanism may apply through the SCSBs and mobile applications whose names appear on the website of SEBI, as updated from time to time. HDFC Bank Limited and Kotak Mahindra Bank Limited have been appointed as Sponsor Banks for the Offer, in accordance with the requirements of the SEBI Circular dated November 1, 2018 as amended. For Offer related queries, please contact the BRLMs on their respective email IDs as mentioned below. For UPI related queries, investors can contact NPCI at the toll free number: 18001201740 and mail Id: ipo.upi@npci.org.in.

THE EQUITY SHARES OF OUR COMPANY WILL GET LISTED ON MAIN BOARD PLATFORM OF BSE AND NSE

In case of any revision in the Price Band, the Bid/Offer Period will be extended for at least three additional Working Days after such revision of the Price Band subject to the Bid/Offer Period not exceeding 10 Working Days. In cases of *force majeure*, banking strike or unforeseen circumstances, our Company may, in consultation with the BRLMs, for reasons to be recorded in writing, extend the Bid/Offer Period for a minimum of one Working Day, subject to the Bid/Offer Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/Offer Period, if applicable, will be widely disseminated by notification to the Stock Exchanges, by issuing a public notice, and also by indicating the change on the respective websites of the BRLMs and at the terminals of the other members of the Syndicate and by intimation to the Designated Intermediaries and the Sponsor Bank(s), as applicable.

The Offer is being made in terms of Rule 19(2)(b) of the Securities Contracts (Regulation) Rules, 1957, as amended (**"SCRR"**) read with Regulation 31 of the SEBI ICDR Regulations. The Offer is being made through the Book Building Process, in compliance with Regulation 6(2) of the SEBI ICDR Regulations, wherein at least 75% of the Offer shall be available for allocation on a proportionate basis to Qualified Institutional Buyers (**"QIBs"**) (the **"QIB Category"**), provided that our Company in consultation with the BRLMs, may allocate up to 60% of the QIB Category to Anchor Investors, on a discretionary basis (the **"Anchor Investor Portion"**), of which one-third shall be reserved for domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the price at which Equity Shares are allocated to Anchor Investors. In the event of under-subscription or non-allocation in the Anchor Investor Portion, the balance Equity Shares shall be added to the QIB Category (excluding the Anchor Investor Portion) (**"Net QIB Category"**). Further, 5% of the Net QIB Category shall be available for allocation on a proportionate basis to Mutual Funds only and the remainder of the Net QIB Category shall be available for allocation on a proportionate basis to all QIBs, including Mutual Funds, subject to valid Bids being received at or above the Offer Price. If at least 75% of the Offer cannot be Allotted to QIBs, then the entire application money will be refunded forthwith. Further, not more than 15% of the Offer shall be available for allocation to non-institutional investors (**"Non-Institutional Investors"** or **"NIIs"**) (the **"Non-Institutional Category"**) of which one-third of the Non-Institutional Category shall be available for allocation to Bidders with an application size of more than ₹200,000 and up to ₹1,000,000 and two-thirds of the Non-Institutional Category shall be available for allocation to Bidders with an application size of more than ₹1,000,000 and under-subscription in either of these two sub-categories of Non-Institutional Category may be allocated to Bidders in the other sub-category of Non-Institutional Category in accordance with the SEBI ICDR Regulations, subject to valid Bids being received at or above the Offer Price. The allocation to each Non-Institutional Investor shall not be less than the minimum application size, subject to availability of Equity Shares in the Non-Institutional Category and the remaining available Equity Shares, if any, shall be allocated on a proportionate basis in accordance with the conditions specified in this regard in Schedule XIII of the SEBI ICDR Regulations. Further, not more than 10% of the Offer shall be available for allocation to retail individual investors (**"Retail Individual Investors"** or **"RIIs"**) (the **"Retail Category"**) in accordance with the SEBI ICDR Regulations, subject to valid Bids being received at or above the Offer Price. Further, Equity Shares will be allocated on a proportionate basis to Eligible Employees applying under the Employee Reservation Portion, subject to valid Bids received from them at or above the Offer Price. All Bidders (other than Anchor Investors) shall mandatorily participate in the Offer through the Application Supported by Block Amount (**"ASBA"**) process, and shall provide details of their respective bank account (including UPI ID for UPI Bidders (defined hereinafter)) in which the Bid Amount will be blocked by the SCSBs or the Sponsor Bank(s), as the case may be. Anchor Investors are not permitted to participate in the Offer through the ASBA process. For details, specific attention is invited to "Offer Procedure" on page 603 of the RHP.

Bidders/ Applicants should ensure that DP ID, PAN, Client ID and UPI ID (for UPI Bidders bidding through the UPI Mechanism) are correctly filled in the Bid cum Application Form. The DP ID, PAN and Client ID provided in the Bid cum Application Form should match with the DP ID, PAN, Client ID available in the Depository database, otherwise, the Bid cum Application Form is liable to be rejected. Bidders/ Applicants should ensure that the beneficiary account provided in the Bid cum Application Form is active. Bidders/Applicants should note that on the basis of the PAN, DP ID, Client ID and UPI ID (for UPI Bidders bidding through the UPI Mechanism) as provided in the Bid cum Application Form, the Bidder/Applicant may be deemed to have authorised the Depositories to provide to the Registrar to the Offer, any requested Demographic Details of the Bidder/Applicant as available on the records of the depositories. These Demographic Details may be used, among other things, for giving Allotment Advice or unblocking of ASBA Account or for other correspondence(s) related to the Offer. Bidders/Applicants are advised to update any changes to their Demographic Details as available in the records of the Depository Participant to ensure accuracy of records. Any delay resulting from failure to update the Demographic Details would be at the Bidders'/Applicants' sole risk. Investors must ensure that their PAN is linked with Aadhaar and are in compliance with CBDT notification dated February 13, 2020 and press release dated June 25, 2021, read with press release dated September 17, 2021 and CBDT circular no.7 of 2022, dated March 30, 2022 read with press release dated March 28, 2023 and any subsequent press releases in this regard.

Contents of the Memorandum of Association of our Company as regards its objects: For information on the main objects of our Company, please see the section "*History and Certain Corporate Matters*" on page 311 of the RHP. The Memorandum of Association of our Company is a material document for inspection in relation to the Offer. For further details, please see the section titled "*Material Contracts and Documents for Inspection*" on page 650 of the RHP.

Liability of the members of our Company: Limited by shares

Amount of share capital of our Company and Capital structure: As on the date of the RHP, the authorised share capital of the Company is ₹ 1,104,910,000 divided into 552,455,000 Equity Shares of face value ₹ 2 each and ₹ 99,820,030 divided into 49,910,015 Preference Shares of face value of ₹2 each, 155,000 Series A CCPS of ₹2 each, 866,165 Series B CCPS of ₹2 each, 21,856,650 Series C CCPS of ₹2 each, 438,100 Series C1 CCPS of ₹2 each, 77,900 Series C2 CCPS of ₹2 each, 12,217,950 Series D1 CCPS of ₹2 each, 14,197,750 Series D2 CCPS of ₹2 each, 30,500 Option 1 CCPS of ₹2 each and 70,000 Option 2 CCPS of ₹2 each. The issued, subscribed and paid-up share capital of the Company is ₹ 966,698,940 divided into 483,349,470 Equity Shares of face value ₹ 2 each. For details, please see the section titled "*Capital Structure*" on page 159 of the RHP.

Names of signatories to the Memorandum of Association of our Company and the number of Equity Shares subscribed by them: The initial signatories to the Memorandum of Association of our Company are Supam Maheshwari and Sampada Maheshwari who subscribed to 1,000 equity shares of face value of ₹10 each and 9,000 equity shares of face value of ₹10 each. For details of the share capital history of our Company, please see the section titled "*Capital Structure*" on page 159 of the RHP.

Listing: The Equity Shares offered through the Red Herring Prospectus are proposed to be listed on the Stock Exchanges. Our Company has received in-principle approvals from BSE and NSE for the listing of the Equity Shares pursuant to letters each dated May 16, 2024. For the purpose of the Offer, NSE is the Designated Stock Exchange. A signed copy of the Red Herring Prospectus has been filed and the Prospectus shall be filed with the RoC in accordance with Section 26(4) of the Companies Act 2013. For details of the material contracts and documents available for inspection from the date of the Red Herring Prospectus up to the Bid/Offer Closing Date, see "*Material Contracts and Documents for Inspection*" on page 650 of the RHP.

Disclaimer Clause of the Securities and Exchange Board of India ("SEBI"): SEBI only gives its observations on the offer documents and this does not constitute approval of either the Offer or the specified securities or the offer document. The investors are advised to refer to page 582 of the RHP for the full text of the disclaimer clause of SEBI.

Disclaimer Clause of NSE (Designated Stock Exchange) : It is to be distinctly understood that the permission given by NSE should not in any way be deemed or construed that the Offer Document has been cleared or approved by NSE nor does it certify the correctness or completeness of any of the contents of the Offer Document. The investors are advised to refer to page 584 of the RHP for the full text of the Disclaimer Clause of NSE.

Disclaimer Clause of BSE : It is to be distinctly understood that the permission given by BSE should not in any way be deemed or construed that the Red Herring Prospectus has been cleared or approved by BSE nor does it certify the correctness or completeness of any of the contents of the Red Herring Prospectus. The investors are advised to refer to page 584 of the Red Herring Prospectus for the full text of the Disclaimer Clause of BSE.

General Risk: Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in the Offer unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in the Offer. For taking an investment decision, investors must rely on their own examination of our Company and the Offer, including the risks involved. The Equity Shares offered in the Offer have not been recommended or approved by SEBI, nor does SEBI guarantee the accuracy or adequacy of the contents of the Red Herring Prospectus. Specific attention of the investors is invited to *"Risk Factors"* on page 83 of the RHP.

BOOK RUNNING LEAD MANAGERS					REGISTRAR TO THE OFFER	COMPANY SECRETARY AND COMPLIANCE OFFICER
Kotak Mahindra Capital Company Limited 1st Floor, 27 BKC, Plot No. C-27 'G' Block, Bandra Kurla Complex Bandra (East), Mumbai - 400 051 Maharashtra, India **Tel:** (+91 22) 4336 0000 **E-mail:**brainbees.ipo@kotak.com **Website:** https://investmentbank.kotak.com **Investor grievance e-mail:** kmccredressal@kotak.com **Contact person:** Ganesh Rane **SEBI registration no.:** INM000008704	**Morgan Stanley India Company Private Limited** 18F, Tower 2, One World Centre Plot 841, Senapati Bapat Marg Mumbai - 400 013, Maharashtra, India **Tel:** (+91 22) 6118 1000 **E-mail:** firstcryipo@morganstanley.com **Website:** www.morganstanley.com **Investor grievance e-mail:** investors_india@morganstanley.com **Contact person:** Honi Joshi **SEBI registration no.:** INM00001123	**BofA Securities India Limited** Ground Floor, "A" Wing, One BKC, "G" Block Bandra Kurla Complex, Bandra (East) Mumbai - 400 051, Maharashtra, India **Tel:** (+91 22) 6632 8000 **E-mail:** dg.brainbees_ipo@bofa.com **Website:** https://business.bofa.com/bofas-india **Investor grievance e-mail:** dg.india_merchantbanking@bofa.com **Contact person:** Aparajit Varadhan **SEBI registration no.:** INM000011625	**JM Financial Limited** 7th Floor, Cnergy, Appasaheb Marathe Marg Prabhadevi, Mumbai - 400 025 Maharashtra, India **Tel:** (+91 22) 6630 3030/ 3262 **E-mail:** firstcry.ipo@jmfl.com **Website:** www.jmfl.com **Investor grievance e-mail:** grievance.ibd@jmfl.com **Contact person:** Prachee Dhuri **SEBI registration no.:** INM000010361	**Avendus Capital Private Limited** Platina Building, 9th Floor 901, Plot No C-59, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051, Maharashtra, India **Tel:** (+91 22) 6648 0050 **E-mail:** firstcry.ipo@avendus.com **Website:** http://www.avendus.com **Investor grievance e-mail:** investorgrievance@avendus.com **Contact person:** Sarthak Sawa / Shantanu Chate **SEBI registration no.:** INM000011021	**Link Intime India Private Limited** C-101, 1st Floor, 247 Park L.B.S. Marg, Vikhroli (West) Mumbai - 400 083, Maharashtra, India **Tel:** +91 810 811 4949 **E-mail:** brainbees.ipo@linkintime.co.in **Website:** www.linkintime.co.in **Investor grievance e-mail:** brainbees.ipo@linkintime.co.in **Contact person:** Shanti Gopalkrishnan **SEBI registration no.:** INR000004058	**Neelam Jethani** Rajashree Business Park, Survey No. 338 Next to Sohrabh Hall, Tadiwala Road Pune - 411 001, Maharashtra, India **Tel:** (+91) 84829 89157 **E-mail:** companysecretary@firstcry.com Investors may contact the Company Secretary and Compliance Officer or the Registrar to the Offer in case of any pre-Offer or post-Offer related grievances including non-receipt of letters of Allotment, non-credit of Allotted Equity Shares in the respective beneficiary account, non-receipt of refund orders or non-receipt of funds by electronic mode, etc. For all Offer related queries and for redressal of complaints, Investors may also write to the BRLMs.

AVAILABILITY OF THE RHP: Investors are advised to refer to the RHP and the section titled *"Risk Factors"* on page 83 of the RHP, before applying in the Offer. A copy of the RHP is available on website of SEBI at www.sebi.gov.in, websites of the Stock Exchanges i.e. BSE Limited and National Stock Exchange of India Limited at www.bseindia.com and www.nseindia.com, respectively, and on the website on the website of the Company at www.firstcry.com and on the websites of the BRLMs, i.e. Kotak Mahindra Capital Company Limited, Morgan Stanley India Company Private Limited, BofA Securities India Limited, JM Financial Limited and Avendus Capital Private Limited at https://investmentbank.kotak.com, www.morganstanley.com, https://business.bofa.com/bofas-india, www.jmfl.com and http://www.avendus.com, respectively.

Availability of the Abridged Prospectus: A copy of the abridged prospectus shall be available on the website of the Company, the BRLMs and the Registrar to the Offer at www.firstcry.com, https://investmentbank.kotak.com, www.morganstanley.com, https://business.bofa.com/bofas-india, www.jmfl.com and http://www.avendus.com and www.linkintime.co.in, respectively.

AVAILABILITY OF BID CUM APPLICATION FORMS: Bid cum Application Forms can be obtained from the Registered Office of **BRAINBEES SOLUTIONS LIMITED , Tel:** (+91) 84829 89157; **BRLMs : Kotak Mahindra Capital Company Limited, Tel:** (+91 22) 4336 0000; **Morgan Stanley India Company Private Limited, Tel:** (+91 22) 6118 1000; **BofA Securities India Limited, Tel:** (+91 22) 6632 8000; **JM Financial Limited, Tel:** (+91 22) 6630 3030/ 3262 and **Avendus Capital Private Limited, Tel:** (+91 22) 6648 0050; **Syndicate Member: JM Financial Services Limited, Tel.:** (+91 22) 6136 3400; **Kotak Securities Limited, Tel.:** (+91 22) 6218 5410 **and Spark Institutional Equities Private Limited, Tel.:** +91 22 6885 4503 and at the select locations of the Sub-syndicate Members (as given below), SCSBs, Registered Brokers, RTAs and CDPs participating in the Offer. ASBA Forms will also be available on the websites of BSE and NSE and the Designated Branches of SCSBs, the list of which is available at websites of the Stock Exchanges and SEBI.

Sub-Syndicate Members: Almondz Global Securities Ltd, Anand Rathi Share & Stock Brokers Ltd, Asit C. Mehta Investment Interrmediates Ltd, Axis Capital Limited, Bajaj Financial Securities Ltd, Centrum Broking Limited, Centrum Wealth Management Ltd, Dalal & Broacha Stock Broking Private Limited, Eurekha Stock & Share Brokers Ltd, Finwizard Technology Pvt Limited, Globe Capital Market Limited, HDFC Securities Limited, ICICI Securities Limited, IDBI Capital Markets and Securities Ltd, IIFL Securities Ltd, Jobanputra Fiscal Services Private Limited, Kantilal Chhaganlal Securities P. Ltd, Keynote Capital Limited, KJMC Capital Market Services Limited, LKP Securities Limited, Motilal Oswal Financial Services Limited, Nuvama Wealth and Investment Limited(Formely known as Edelweiss Broking Limited), Prabhudas Lilladher P. Ltd, Pravin Ratilal Share & Stock Brokers Limited, Religare Broking Ltd, RR Equity Brokers Private Limited, SBIcap Securities Limited, Sharekhan Ltd, SMC Global Securities Ltd, Systematix Shares and Stock Brokers Ltd, Tradebulls Securities Limited and YES Securities (India) Limited

Escrow Collection Bank and Refund Bank : HDFC Bank Limited

Public Offer Account Bank : Kotak Mahindra Bank Limited • **Sponsor Banks:** HDFC Bank Limited and Kotak Mahindra Bank Limited

All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.

For **BRAINBEES SOLUTIONS LIMITED**
On behalf of the Board of Directors
Sd/-
Neelam Jethani
Company Secretary and Compliance Officer

Place: Pune
Date: August 5, 2024

BRAINBEES SOLUTIONS LIMITED is proposing, subject to applicable statutory and regulatory requirements, receipt of requisite approvals, market conditions and other considerations, to make an initial public offering of its Equity Shares and has filed the RHP with RoC on July 30, 2024. The RHP is available on the website of SEBI at www.sebi.gov.in, as well as on the websites of the Stock Exchanges i.e. BSE and NSE at www.bseindia.com and www.nseindia.com, respectively, on the website of the Company at www.firstcry.com and on the websites of the BRLMs, i.e. Kotak Mahindra Capital Company Limited, Morgan Stanley India Company Private Limited, BofA Securities India Limited, JM Financial Limited and Avendus Capital Private Limited at https://investmentbank.kotak.com, www.morganstanley.com, https://business.bofa.com/bofas-india, www.jmfl.com and http://www.avendus.com, respectively. Any potential investors should note that investment in equity shares involves a high degree of risk and for details relating to such risk, see ***'Risk Factors'*** on page 83 of the RHP. Potential Bidders should not rely on the DRHP filed with SEBI for making any investment decision and instead should place reliance on the RHP.

This announcement does not constitute an invitation or offer of securities for sale in any jurisdiction. The Equity Shares offered in the Offer have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended ("**U.S. Securities Act**") and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. Accordingly, the Equity Shares are being offered and sold (a) within the United States solely to persons who are reasonably believed to be "qualified institutional buyers" (as defined in Rule 144A under the U.S. Securities Act) pursuant to Section 4(a) of the U.S. Securities Act, and (b) outside the United States in offshore transactions as defined in and in compliance with Regulation S under the U.S. Securities Act and the applicable laws of the jurisdiction where those offers and sales are made. There will be no public offering of securities in the United States.

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FM Nirmala Sitharaman told Lok Sabha the SFIO is undertaking a probe into issues related to the Sahara group of cos
▶ Page 15

▶ **Packaged Food Makers Gear Up for Price Increases as Input Costs Bite** ▶ **Global Pharmaceutical Cos Push for Predictable Drug Pricing Policy:** P 14

unicommerce

UNICOMMERCE ESOLUTIONS LIMITED

(Please scan this QR code to view the RHP)

Our Company was originally incorporated as 'Unicommerce eSolutions Private Limited' at New Delhi as a private limited company under the Companies Act, 1956, pursuant to a certificate of incorporation dated February 2, 2012, issued by the Registrar of Companies, Delhi and Haryana ("**RoC**"). Our Company was converted from a private limited company to a public limited company pursuant to a special resolution passed by our Shareholders on December 19, 2023, and the name of our Company was changed to 'Unicommerce eSolutions Limited'. A fresh certificate of incorporation dated December 26, 2023 consequent upon change of name on conversion to a public limited company was issued by the RoC. For further details on the changes in the name and registered office of our Company, see "*History and Certain Corporate Matters*" on page 181 of the red herring prospectus of our Company dated July 30, 2024 filed with the RoC ("**Red Herring Prospectus**" or "**RHP**").

Registered Office: Mezzanine Floor, A-83, Okhla Industrial Area, Ph-II, New Delhi 110 020, India; Corporate Office: Landmark House, Plot Number 65, 6th and 7th Floor, Sector 44, Gurgaon, 122 003, Haryana, India;
Tel: +91 9311749240; Website: www.unicommerce.com; **Contact Person:** Monish Pal, Compliance Officer; **E-mail:** complianceofficer@unicommerce.com, **Corporate Identity Number:** U74140DL2012PLC230932

ACEVECTOR LIMITED (FORMERLY KNOWN AS SNAPDEAL LIMITED), STARFISH I PTE. LTD., KUNAL BAHL AND ROHIT KUMAR BANSAL ARE THE PROMOTERS OF OUR COMPANY

INITIAL PUBLIC OFFER OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹1 EACH ("EQUITY SHARES") OF UNICOMMERCE ESOLUTIONS LIMITED ("COMPANY" OR "ISSUER") FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE AGGREGATING UP TO ₹[●] MILLION (THE "OFFER"), THROUGH AN OFFER FOR SALE OF UP TO 25,608,512 EQUITY SHARES AGGREGATING UP TO ₹[●] MILLION ("OFFER FOR SALE").

BY THE SELLING SHAREHOLDERS (AS DEFINED BELOW), COMPRISING UP TO 9,438,272 EQUITY SHARES AGGREGATING UP TO ₹[●] MILLION BY ACEVECTOR LIMITED (FORMERLY KNOWN AS SNAPDEAL LIMITED) ("PROMOTER SELLING SHAREHOLDER"), AND UP TO 16,170,240 EQUITY SHARES AGGREGATING UP TO ₹[●] MILLION BY SB INVESTMENT HOLDINGS (UK) LIMITED* ("INVESTOR SELLING SHAREHODER") (THE PROMOTER SELLING SHAREHOLDER AND THE INVESTOR SELLING SHAREHOLDER TOGETHER REFERRED TO AS THE "SELLING SHAREHOLDERS" AND SUCH EQUITY SHARES OFFERED BY THE SELLING SHAREHOLDERS, THE "OFFERED SHARES")

The Equity Shares being offered by SB Investment Holdings (UK) Limited include 32,340,480 Equity Shares which have resulted upon conversion of 9,858 Series A Preference Shares and 2,775 Series B Preference Shares held by SB Investment Holdings (UK) Limited in the ratio of 2,560:1, i.e., 2,560 Equity Shares for one Preference Share.

THE FACE VALUE OF EQUITY SHARES IS ₹1 EACH. THE OFFER PRICE IS [●] TIMES THE FACE VALUE OF THE EQUITY SHARES. THE PRICE BAND AND THE MINIMUM BID LOT SHALL BE DECIDED BY OUR COMPANY,IN CONSULTATION WITH THE BRLMS WILL BE ADVERTISED IN ALL EDITIONS OF FINANCIAL EXPRESS, AN ENGLISH NATIONAL DAILY NEWSPAPER AND ALL EDITIONS OF JANSATTA, A HINDI NATIONAL DAILY NEWSPAPER WITH WIDE CIRCULATION (HINDI ALSO BEING THE REGIONAL LANGUAGE OF DELHI AND HARYANA, WHERE OUR REGISTERED OFFICE IS LOCATED) AT LEAST TWO WORKING DAYS PRIOR TO THE BID/OFFER OPENING DATE AND SHALL BE MADE AVAILABLE TO BSE LIMITED ("BSE") AND NATIONAL STOCK EXCHANGE OF INDIA LIMITED ("NSE", AND TOGETHER WITH BSE, THE "STOCK EXCHANGES") FOR THE PURPOSE OF UPLOADING ON THEIR RESPECTIVE WEBSITES IN ACCORDANCE WITH SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018, AS AMENDED.

DETAILS OF THE SELLING SHAREHOLDERS, OFFER FOR SALE AND THE WEIGHTED AVERAGE COST OF ACQUISITION

NAME OF THE SELLING SHAREHOLDERS	Type	NUMBER OF SHARES OFFERED/AMOUNT	WEIGHTED AVERAGE COST OF ACQUISITION PER EQUITY SHARE (IN ₹ PER EQUITY SHARE)^#
AceVector Limited (formerly known as Snapdeal Limited)	Promoter Selling Shareholder	Up to 9,438,272 Equity Shares of face value of ₹1 each aggregating up to ₹[●] million	23.52
SB Investment Holdings (UK) Limited	Investor Selling Shareholder	Up to 16,170,240 Equity Shares of face value of ₹1 each aggregating up to ₹[●] million	30.87

^#*For notes please refer cover page of the RHP.*

We provide e-commerce enablement Software-as-a-Service ("SaaS") platform in the transaction processing or nerve centre layer that enables end-to-end management of e-commerce operations for brands, sellers and logistics service provider firms.

The Offer is being made through the Book Building Process pursuant to Regulation 6(2) of the SEBI ICDR Regulations.

QIB Portion: Not less than 75% of the Net Offer | Non-Institutional Portion: Not more than 15% of the Net Offer | Retail Portion: Not more than 10% of the Net Offer.

One of the Corporate Promoter of the Company has transferred certain Equity Shares through secondary sale at a price of Rs. 95.95 per Equity Share on May 22, 2024 and June 11, 2024. For further details, please see next page of this ad and "*Capital Structure - Secondary transactions of Equity Shares*" on page 88 of the RHP.

PRICE BAND: ₹102 TO ₹108 PER EQUITY SHARE OF FACE VALUE OF ₹1 EACH.

THE FLOOR PRICE IS 102 TIMES THE FACE VALUE OF THE EQUITY SHARES AND THE CAP PRICE IS 108 TIMES THE FACE VALUE OF THE EQUITY SHARES.

THE PRICE TO EARNINGS RATIO ("P/E") BASED ON DILUTED EPS FOR FINANCIAL YEAR ENDED 2024 FOR THE COMPANY AT THE UPPER END OF THE PRICE BAND IS AS HIGH AS 93.10 TIMES AND AT THE LOWER END OF THE PRICE BAND IS 87.93 TIMES AS COMPARED TO THE NIFTY P/E RATIO OF 23.03 TIMES (AS ON JULY 25, 2024).

BIDS CAN BE MADE FOR A MINIMUM OF 138 EQUITY SHARES AND IN MULTIPLES OF 138 EQUITY SHARES THEREAFTER.

ASBA# | **Simple, Safe, Smart way of Application!!!** | #Applications Supported by Blocked Amount ("ASBA") is a better way of applying to Issues by simply blocking the fund in the bank account. For further details, check section on ASBA. Mandatory in public issues. No cheque will be accepted.

In accordance with the recommendation of the Committee of Independent Directors of our Company, pursuant to their resolution dated July 31, 2024, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the "*Basis for Offer Price*" section of the RHP vis-à-vis the weighted average cost of acquisition of primary and secondary transaction(s) disclosed in the "*Basis for Offer Price*" section on page 107 of the RHP.

IN MAKING AN INVESTMENT DECISION, POTENTIAL INVESTORS MUST RELY ON THE INFORMATION INCLUDED IN THE RED HERRING PROSPECTUS AND THE TERMS OF THE OFFER, INCLUDING THE RISKS INVOLVED AND NOT RELY ON ANY OTHER EXTERNAL SOURCES OF INFORMATION ABOUT THE OFFER AVAILABLE IN ANY MANNER.

In relation to price band, potential Investors should only refer to the price band advertisement for the Offer and should not rely on any media articles/ reports in relation to the valuation of the Company as these are not endorsed, published or confirmed either by the Company or by the BRLMs.

RISK TO INVESTORS - (*For details refer to section titled "Risk Factors" on page 29 of the RHP*)

1. ***Technology related risks:*** **We provide a comprehensive suite of products. If we fail to develop and innovate our technology-based expertise in a timely and effective manner, our brand, competitive edge and market share may lose or may face resistance from our existing or potential clients. We may experience disruptions, outages, and other performance problems with our technology infrastructure due to a variety of factors, including introductions of new functionality, human or software errors, capacity constraints and denial-of-service attacks, which may reduce the quality of our products or interfere with our clients' use of our products, leading to reduction in demand, decrease in revenues, and increase in our costs.**
2. ***Risk associated with maintaining existing clients or attracting new clients:*** **Our business is subscription based, and clients are not obligated to renew and may not renew their subscriptions. If we fail to attract new clients and maintain and expand new and existing client relationships, our revenue from subscriptions may grow slower than expected, may not grow at all, or may decline. Further, a portion of our business is attributable to certain large clients. The contribution by our top 10 clients to our revenue from contract with customers has decreased from Fiscal 2023 to Fiscal 2024.**

Particulars	For Fiscal 2024	For Fiscal 2023	For Fiscal 2022
Contribution by our top 10 clients to our revenue from contract with customers (amount in ₹ million)	283.56	289.04	189.44
Contribution by our top 10 clients to our revenue from contract with customers (in %)	27.38%	32.10%	32.09%

While we have witnessed an increase in number of clients in the last three fiscals, we cannot assure a similar account growth rate or at all.

3. ***Ecommerce industry related risk:*** **Our revenues are based on transaction volumes on e-commerce platforms and are typically a function of the growth of online sales of our clients. Our business, results of operations, financial condition, cash flows and prospects will suffer to the extent the ecommerce industry in India, in particular our ecommerce enterprises and clients, do not use of the internet as a medium of commerce in India do not continue to grow.**
4. ***Competition risk:*** **Some of our competitors have made or could make acquisitions of businesses that allow them to offer more competitive and comprehensive solutions, accelerate the adoption of new technologies that better address client needs, or develop and expand their product offerings more quickly than we do. Our inability to anticipate or effectively react to competitive challenges, could materially and adversely affect our business, financial performance, cash flows and prospects.**
5. ***Absence of listed industry peers in India or abroad:*** **There are no direct listed companies in India or internationally with whom our business model can be compared that matches the size and scale of our business operations. Our competitive position and any valuation exercise undertaken for the purposes of the Offer may not be based on a benchmark with our industry peers in India or abroad.**
6. ***Dependency on dropship volumes of our clients:*** **A portion of our e-commerce business is dependent on the dropship volumes of our clients. If our clients are able to develop their own system to manage their dropship operations, increase utilisation of their in-house services, or reduce their allocation of dropship volumes to us, our business, financial performance, cash flows and growth prospects would be materially and adversely affected.**
7. ***High employee benefits expense related risk:*** **Employee benefits expense constitute the largest portion of our total expense. Our employee benefits expense as a percentage of our revenue from contract with customers and as a percentage of total expenses were as follows:**

Particulars	For Fiscal 2024	For Fiscal 2023	For Fiscal 2022
Employee benefits expense as % of revenue from contract with customers	62.71%	68.87%	71.79%
Employee benefits expense as a % of total expense	70.64%	73.74%	77.83%

Our high employee benefits expense may make us less competitive, and any further increase in our employee benefit expense may reduce our profitability.

8. **Our Company will not receive any proceeds from the Offer. The Selling Shareholders shall be entitled to proceeds from the Offer for Sale.**
9. **Our market capitalization to revenue multiple and price to earnings ratio may not be indicative of the market price of the Equity Shares on listing or thereafter.**

Particulars	Price to earnings ratio (Diluted basis)	Market capitalisation to revenue from contract with customers#
At Floor Price i.e. ₹ 102	87.93	10.09 times
At Cap Price i.e. ₹ 108	93.10	10.68 times

Note: *Financial information for our Company is derived from the Restated Financial Information for Fiscal 2024.*

 # Market capitalisation has been computed as floor price or cap price, as the case may be, x number of shares outstanding as on the date of the Red Herring Prospectus. Market capitalisation to revenue from contract with customers is calculated as market capitalisation divided by revenue from contract with customers for Fiscal 2024.

10. **Highest average cost of acquisition of Equity Shares for the Selling Shareholders in the Offer is ₹ 30.87, and Offer Price at the upper end of the price band is ₹108.**
11. **The weighted average return on net worth for our Company for FY 24, 23 and 22 is 18.98%, 12.48% and 14.53%, respectively. The weighted average return on net worth for last three fiscals is 16.07%.**

Continued on next page...

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12. Details of weighted average cost of acquisition ("WACA") of all Equity Shares transacted in last three years, eighteen months and one year immediately preceding the date of the RHP.

a) Equity Shares

Period	Weighted Average Cost of Acquisition (in ₹)**^	Cap Price/upper end of Price Band is 'x' times the Weighted Average Cost of Acquisition^	Range of acquisition price: Lowest Price – Highest Price (in ₹)#^
Last 1 year	22.21	4.86	Nil**-95.95
Last 18 months	22.21	4.86	Nil**-95.95
Last 3 years	23.43	4.61	Nil**-95.95

***Acquisition price of Equity Shares issued pursuant to bonus issue of Equity Shares is Nil.*

#Adjusted for sub-division of equity shares from face value of ₹10 each to face value of ₹1 each and bonus issue of Equity Shares in the ratio of 255 Equity Shares for one Equity Share held.

^As certified by B.B & Associates, Chartered Accountants pursuant to the certificate dated July 31, 2024.

b) Preference shares

Period	Weighted Average Cost of Acquisition (in ₹)**	Cap Price/upper end of Price Band is 'x' times the Weighted Average Cost of Acquisition^	Range of acquisition price: Lowest Price – Highest Price (in ₹)**
Last 1 year	65.42	1.65	65.42-65.42
Last 18 months	65.42	1.65	65.42-65.42
Last 3 years	33.72	3.20	30.87-65.42

***Pursuant to the sub-division and the bonus issue of Equity Shares, appropriate adjustments to the conversion ratio of outstanding Preference Shares was made and the conversion ratio was accordingly adjusted to 2,560:1, i.e., 2,560 Equity Shares for every Preference Share held.*

^As certified by B.B & Associates, Chartered Accountants pursuant to the certificate dated July 31, 2024.

13. Weighted average cost of acquisition compared to floor price and cap price:

Type of past transactions	WACA (in ₹)*	Floor Price (i.e. ₹ 102)	Cap Price (i.e. ₹ 108)
WACA of primary issuances during 3 years prior to the RHP	33.98	3.00 times	3.18 times
WACA of secondary issuances during 3 years prior to the RHP	65.42	1.56 times	1.65 times

As certified by B.B & Associates, Chartered Accountants, by way of their certificate dated July 31, 2024.

14. The two BRLMs associated with the Offer have handled 33 public issues in the past three years, out of which 9 issues closed below the offer price on listing date.

Name of the BRLMs	Total issues	Issues closed below IPO price
IIFL Securities Limited*	29	7
CLSA India Private Limited*	2	-
Common Issues of above BRLMs	2	2
Total	33	9

**Issues handled where there were no common BRLMs.*

Set out below are the details of the transfer by one of our corporate promoter, AceVector on May 22, 2024 and June 11, 2024:

Date of the Transfer	Name of the transferor	Name of the trans-feree	Nature of tran-saction	Number of Equity Shares trans-ferred	Transfer price per Equity Share (in ₹)	Total consideration (in ₹)
May 22, 2024	AceVector Limited	Absolute Returns Scheme	Secondary Sale	5,21,104	95.95	4,99,99,928.80
May 22, 2024	AceVector Limited	Siddharth Sundar Iyer	Secondary Sale	14,59,093	95.95	13,99,99,973.35
June 11, 2024	AceVector Limited	Akshat Greentech Private Limited	Secondary sale	14,59,093	95.95	13,99,99,973.35
Total				34,39,290	-	32,99,99,875.50

BID/OFFER SCHEDULE	BID/OFFER OPENS TODAY	BID/OFFER CLOSES ON: THURSDAY, AUGUST 8, 2024^

^UPI mandate end time and date shall be at 5:00 pm on the Bid/Offer Closing Date.

An indicative timetable in respect of the Issue is set out below:

Event	Indicative Date
Bid/Issue Closing Date	On Thursday, August 8, 2024
Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about Friday, August 9, 2024
Initiation of refunds (if any, for Anchor Investors) / unblocking of funds from ASBA Account*	On or about Monday, August 12, 2024
Credit of the Equity Shares to depository accounts of Allottees	On or about Monday, August 12, 2024
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about Tuesday, August 13, 2024

Submission of Bids (other than Bids from Anchor Investors):

Bid/Issue Period (except the Bid/Issue Closing Date)	
Submission and Revision in Bids	Only between 10.00 a.m. and 5.00 p.m. (Indian Standard Time ("IST")
Bid/Issue Closing Date*	
Submission of Electronic Applications (Online ASBA through 3- in-1 accounts) – For RIBs other than QIBs and NIIs	Only between 10.00 a.m. and up to 5.00 p.m. IST
Submission of Electronic Applications (Bank ASBA through Online channels like Internet Banking, Mobile Banking and Syndicate UPI ASBA applications where Bid Amount is up to ₹500,000)	Only between 10.00 a.m. and up to 4.00 p.m. IST
Submission of Electronic Applications (Syndicate Non-Retail, Non-Individual Applications)	Only between 10.00 a.m. and up to 3.00 p.m. IST
Submission of Physical Applications (Bank ASBA)	Only between 10.00 a.m. and up to 1.00 p.m. IST
Submission of Physical Applications (Syndicate Non-Retail, Non- Individual Applications where Bid Amount is more than ₹500,000)	Only between 10.00 a.m. and up to 12.00 p.m. IST
Modification/ Revision/cancellation of Bids	
Upward Revision of Bids by QIBs and Non-Institutional Bidders categories#	Only between 10.00 a.m. and up to 5.00 p.m. IST on Bid/ Issue Closing Date
Upward or downward Revision of Bids or cancellation of Bids by RIBs	Only between 10.00 a.m. and up to 5.00 p.m. IST

*UPI mandate end time shall be 5:00 p.m. on the Bid/ Offer Closing Date.

#QIBs and Non-Institutional Bidders can neither revise their bids downwards nor cancel/withdraw their Bids.

THE EQUITY SHARES OF OUR COMPANY WILL GET LISTED ON MAIN BOARD PLATFORM OF NSE AND BSE.

UPI

UNIFIED PAYMENTS INTERFACE

UPI-Now available in ASBA for Retail Individual Bidders and Non Institutional Bidders applying in public issues where the application amount is up to ₹500,000, applying through Registered Brokers, Syndicate, CDPs & RTAs. Retail Individual Bidders and Non-Institutional Bidders also have the option to submit the application directly to the ASBA Bank (SCSBs) or to use the facility of linked online trading, demat and bank account. Investors are required to ensure that the bank account used for bidding is linked to their PAN. Bidders must ensure that their PAN is linked with Aadhaar and are in compliance with CBDT notification dated February 13, 2020 and press release dated June 25, 2021 read with press release dated September 17, 2021 and CBDT circular no. 7 of 2022, dated March 30, 2022, read with press release dated March 28. 2023 and any subsequent press releases in this regard.

*ASBA has to be availed by all the investors except Anchor Investors. UPI may be availed by UPI Bidders. For details on the ASBA and UPI process, please refer to the details given in the Bid Cum Application Form and abridged prospectus and also please refer to the section "Offer Procedure" on page 327 of the RHP. The process is also available on the website of Association of Investment Bankers of India ("AIBI") and Stock Exchanges and in the General Information Document. The Bid Cum Application Form and the Abridged Prospectus can be downloaded from the websites of BSE Limited ("**BSE**") and National Stock Exchange of India Limited ("**NSE**", and together with BSE, the "**Stock Exchanges**") and can be obtained from the list of banks that is displayed on the website of SEBI at www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=35 and https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=43, respectively as updated from time to time. For the list of UPI apps and banks live on IPO, please refer to the link: www.sebi.gov.in. UPI Bidders Bidding using the UPI Mechanism may apply through the SCSBs and mobile applications whose names appear on the website of SEBI, as updated from time to time.Axis Bank Limited and HDFC Bank Limited have been appointed as the Sponsor Banks for the Offer, in accordance with the requirements of SEBI circular dated November 1, 2018 as amended. For Offer related queries, please contact the Book Running Lead Managers ("**BRLMs**") on their respective email-ids as mentioned below. For UPI related queries, investors can contact NPCI at the toll free number: 18001201740 and mail Id: ipo.upi@npci.org.in.*

In case of any revision in the Price Band, the Bid/Offer Period will be extended by at least three additional Working Days after such revision in the Price Band, subject to the Bid/Offer Period not exceeding 10 Working Days. In cases of force majeure, bank strike or similar unforeseen circumstances, our Company may, for reasons to be recorded in writing, extend the Bid/Offer Period for a minimum of one Working Day, subject to the Bid/Offer Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/Offer Period, if applicable, shall be widely disseminated by notification to the Stock Exchanges, by issuing a press release, and also by indicating the change on the respective websites of the BRLMs and at the terminals of the other members of the Syndicate and by intimation to Designated Intermediaries and Sponsor Bank(s).

The Offer is being made in terms of Rule 19(2)(b) of the Securities Contracts (Regulation) Rules, 1957, as amended ("**SCRR**") read with Regulation 31 of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended ("**SEBI ICDR Regulations**"). The Offer is being made in accordance with Regulation 6(2) of the SEBI ICDR Regulations through the Book Building Process wherein not less than 75% of the Offer shall be allotted on a proportionate basis to Qualified Institutional Buyers ("**QIBs**", and such portion, the "**QIB Portion**"). Our Company in consultation with Book Running Lead Managers, may allocate up to 60% of the QIB Portion to Anchor Investors on a discretionary basis in accordance with the SEBI ICDR Regulations ("**Anchor Investor Portion**"), out of which at least one-third shall be reserved for allocation to domestic Mutual Funds only, subject to valid Bids being received from the domestic Mutual Funds at or above the Anchor Investor Allocation Price, in accordance with the SEBI ICDR Regulations. In the event of under-subscription, or non-allocation in the Anchor Investor Portion, the balance Equity Shares shall be added to the Net QIB Portion (defined hereinafter). Further, 5% of the Net QIB Portion shall be available for allocation on a proportionate basis to Mutual Funds only, and the remainder of the QIB Portion shall be available for allocation on a proportionate basis to all QIB Bidders other than Anchor Investors, including Mutual Funds, subject to valid Bids being received at or above the Offer Price. However, if the aggregate demand from Mutual Funds is less than 5% of the Net QIB Portion, the balance Equity Shares available for allocation will be added to the remaining QIB Portion for proportionate allocation to QIBs Further, not more than 15% of the Offer shall be available for allocation on a proportionate basis to Non-Institutional Bidders, of which (a) one-third of such portion shall be reserved for applicants with application size of more than ₹2,00,000 and up to ₹10,00,000; and (b) two-third of such portion shall be reserved for applicants with application size of more than ₹10,00,000, provided that the unsubscribed portion in either of such sub-categories may be allocated to applicants in the other sub-category of Non-Institutional Bidders and not less than 10% of the Offer shall be available for allocation to Retail Individual Bidders ("**RIBs**") in accordance with SEBI ICDR Regulations, subject to valid Bids being received at or above the Offer Price. All potential Bidders, other than Anchor Investors, are required to mandatorily utilise the Application Supported by Blocked Amount ("**ASBA**") process by providing details of their respective bank account (including UPI ID (defined hereinafter) in case of UPI Bidders (defined hereinafter)) in which the corresponding Bid Amounts will be blocked by the SCSBs, or under the UPI Mechanism, as applicable to participate in the Offer. Anchor Investors are not permitted to participate in the Anchor Investor Portion through the ASBA process. For details, please see the section entitled "*Offer Procedure*" on page 327 of the RHP.

Bidders/ Applicants should ensure that DP ID, PAN, Client ID and UPI ID (for UPI Bidders using the UPI Mechanism) are correctly filled in the Bid cum Application Form. The DP ID, PAN and Client ID provided in the Bid cum Application Form should match with the DP ID, PAN, Client ID available in the Depository database, otherwise, the Bid cum Application Form is liable to be rejected. Bidders/ Applicants should ensure that the beneficiary account provided in the Bid cum Application Form is active. Bidders/Applicants should note that on the basis of the PAN, DP ID, Client ID and UPI ID (for UPI Bidders using the UPI Mechanism) as provided in the Bid cum Application Form, the Bidder/Applicant may be deemed to have authorised the Depositories to provide to the Registrar to the Offer, any requested Demographic Details of the Bidder/Applicant as available on the records of the depositories. These Demographic Details may be used, among other things, for giving Allotment Advice or unblocking of ASBA Account or for other correspondence(s) related to the Offer. Bidders/Applicants are advised to update any changes to their Demographic Details as available in the records of the Depository Participant to ensure accuracy of records. Any delay resulting from failure to update the Demographic Details would be at the Bidders'/Applicants' sole risk. Investors must ensure that their PAN is linked with Aadhaar and are in compliance with Central Board of Direct Taxes notification dated February 13, 2020 and press release dated June 25, 2021 and September 17, 2021 and CBDT circular no. 7 of 2022, dated March 30, 2022, read with press release dated March 28. 2023 and any subsequent press releases in this regard.

CONTENTS OF THE MEMORANDUM OF ASSOCIATION OF THE COMPANY AS REGARDS ITS OBJECTS: For information on the main objects of the Company, please see the section *"History and Certain Corporate Matters"* on page 181 of the RHP. The Memorandum of Association of the Company is a material document for inspection in relation to the Offer. For further details, please see the section titled *"Material Contracts and Documents for Inspection"* on page 366 of the RHP.

LIABILITY OF THE MEMBERS OF THE COMPANY: Limited by shares.

AMOUNT OF SHARE CAPITAL OF THE COMPANY AND CAPITAL STRUCTURE: As on the date of the RHP, the authorised share capital of the Company is Equity share capital of ₹150,000,000 comprising 150,000,000 Equity Shares (having face value of ₹1 each), Preference Share capital comprising 11,350 Series A Preference Shares (having face value ₹100 each) of ₹1,135,000 and 13,090 Series B Preference Shares (having face value of ₹100 each) of ₹1,309,000. For details, please see the section titled *"Capital Structure"* beginning on page 82 of the RHP.

NAMES OF SIGNATORIES TO THE MEMORANDUM OF ASSOCIATION OF THE COMPANY AND THE NUMBER OF EQUITY SHARES SUBSCRIBED BY THEM: The initial signatories to the Memorandum of Association are Ankit Pruthi and Karun Singla who subscribed to 5,000 Equity Shares each bearing face value of ₹10. For details of the share capital history and capital structure of our Company, please see the section entitled "*Capital Structure*" beginning on page 82 of the RHP.

LISTING: The Equity Shares offered through the Red Herring Prospectus are proposed to be listed on Stock Exchanges. Our Company has received an 'in-principle' approval from BSE and NSE for the listing of the Equity Shares pursuant to letters both dated June 26, 2024. For the purposes of the Offer, the Designated Stock Exchange shall be NSE. A signed copy of the Red Herring Prospectus has been filed with the RoC and the Prospectus shall be delivered for filing to the RoC in accordance with Section 26(4) of the Companies Act 2013. For details of the material contracts and documents available for inspection from the date of the Red Herring Prospectus up to the Bid/Offer Closing Date, see "*Material Contracts and Documents for Inspection*" on page 366 of the RHP.

DISCLAIMER CLAUSE OF SECURITIES AND EXCHANGE BOARD OF INDIA ("SEBI"): SEBI only gives its observations on the Offer documents and the does not constitute approval of either the Offer or the specified securities or the Offer document. The investors are advised to refer to page 310 of the RHP for the full text of the disclaimer clause of SEBI.

DISCLAIMER CLAUSE OF NSE (DESIGNATED STOCK EXCHANGE): It is to be distinctly understood that the permission given by NSE should not in any way be deemed or construed that the Offer Document has been cleared or approved by NSE nor does it certify the correctness or completeness of any of the contents of the Offer Document. The investors are advised to refer to page 312 of the RHP for the full text of the disclaimer clause of NSE.

DISCLAIMER CLAUSE OF BSE: It is to be distinctly understood that the permission given by BSE should not in any way be deemed or construed that the RHP has been cleared or approved by BSE nor does it certify the correctness or completeness of any of the contents of the RHP. The investors are advised to refer to page 311 of the RHP for the full text of the disclaimer clause of BSE.

GENERAL RISKS: Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in the Offer unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in the Offer. For taking an investment decision, investors must rely on their own examination of our Company and the Offer, including the risks involved. The Equity Shares in the Offer have not been recommended or approved by SEBI, nor does SEBI guarantee the accuracy or adequacy of the contents of the RHP. Specific attention of the investors is invited to "*Risk Factors*" on page 29 of the RHP.

BOOK RUNNING LEAD MANAGERS		REGISTRAR TO THE OFFER	COMPLIANCE OFFICER
IIFL SECURITIES	CLSA A CITIC Securities Company	LINK Intime	Monish Pal Compliance Officer **Tel:** +91 1275 248345
IIFL Securities Limited 24th Floor, One Lodha Place, Senapati Bapat Marg, Lower Parel (West) Mumbai 400 013, Maharashtra, India **Tel:** +91 22 4646 4728, **E-mail:** unicommerce.ipo@iiflcap.com **Investor Grievance E-mail:** ig.ib@iiflcap.com **Website:** www.iiflcap.com **Contact Person:** Mukesh Garg/ Pawan Jain **SEBI Registration Number:** INM000010940	**CLSA India Private Limited** 8/F Dalamal House, Nariman Point, Mumbai 400 021, Maharashtra, India **Tel:** +91 22 6650 5050 **E-mail:** unicommerce.ipo@clsa.com **Investor Grievance E-mail:** investor.helpdesk@clsa.com **Website:** www.india.clsa.com **Contact Person:** Prachi Chandgothia/ Siddhant Thakur **SEBI Registration Number:** INM000010619	**Link Intime India Private Limited** C-101, 247 Park, 1st Floor, L.B.S. Marg, Vikhroli West Mumbai 400 083, Maharashtra, India **Tel:** +91 810 811 4949 **E-mail:** unicommerce.ipo@linkintime.co.in **Investor Grievance E-mail:** unicommerce.ipo@linkintime.co.in **Website:** www.linkintime.co.in, **Contact Person:** Shanti Gopalkrishnan **SEBI Registration Number:** INR000004058	Investors may contact the Company Secretary and Compliance Officer or the Registrar to the Offer in case of any pre-Offer or post-Offer related grievances including non-receipt of letters of Allotment, non-credit of Allotted Equity Shares in the respective beneficiary account, non-receipt of refund orders or non-receipt of funds by electronic mode, etc. For all Offer related queries and for redressal of complaints, Investors may also write to the BRLM.

AVAILABILITY OF THE RHP: Investors are advised to refer to the RHP and the "*Risk Factors*" beginning on page 29 of the RHP, before applying in the Offer. A copy of the RHP is available on website of SEBI at www.sebi.gov.in and is available on the websites of the the Company at www.unicommerce.com and BRLMs, i.e. **IIFL Securities Limited** at www.iiflcap.com and **CLSA India Private Limited** at www.india.clsa.com, respectively and on the websites of BSE and NSE at www.bseindia.com and www.nseindia.com, respectively.

AVAILABILITY OF THE ABRIDGED PROSPECTUS: A copy of the abridged prospectus shall be available on the website of the Company, the BRLMs and the Registrar to the Offer at www.unicommerce.com, www.iiflcap.com and www.india.clsa.com and www.linkintime.co.in

AVAILABILITY OF BID-CUM-APPLICATION FORMS: Bid-cum-Application Forms can be obtained from the Registered Office of the Company **Unicommerce eSolutions Limited, Tel:** +91 9311749240 the BRLMs: **IIFL Securities Limited, Tel:** +91 22 4646 4728 and **CLSA India Private Limited Tel:** +91 22 6650 5050. At the select locations of the Sub-Syndicate Members (as given below), SCSBs, Registered Brokers, RTAs and CDPs participating in the Offer. ASBA Forms will also be available on the websites of BSE and NSE and the Designated Branches of SCSBs, the list of which is available at websites of the Stock Exchanges and SEBI.

Sub-syndicate members: Anand Rathi Share & Stock Brokers Ltd; Axis Capital Limited; ICICI Securities Limited; IIFL Securities Limited; JM Financial Services Limited; Kotak Securities Limited; LKP Securities Ltd.; Motilal Oswal Financial Services Limited; Nuvama Wealth and Investment Limited (Formerly known as Edelweiss Broking Limited); Pravin Ratilal Share & Stock Brokers Ltd.; RR Equity Brokers Pvt. Ltd; SBICAP Securities Ltd; ShareKhan Limited; SMC Global Securities Ltd; YES Securities (India) Ltd.

Escrow Collection Bank, Refund Bank and Sponsor Bank: Axis Bank Limited.

Public Offer Account Bank and Sponsor Bank: HDFC Bank Limited.

UPI: UPI Bidders can also bid through UPI Mechanism.

All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.

For **Unicommerce eSolutions Limited**

Sd/-

Monish Pal

Compliance Officer

Place: New Delhi

Date: August 5, 2024

UNICOMMERCE ESOLUTIONS LIMITED is proposing, subject to, receipt of requisite approvals, market conditions and other considerations, to undertake an initial public offer of its Equity Shares and has filed the RHP dated July 30, 2024 with the RoC. The RHP shall be available on the website of the Company at www.unicommerce.com, SEBI at www.sebi.gov.in, websites of the Stock Exchanges i.e. BSE Limited and National Stock Exchange of India Limited at www.bseindia.com and www.nseindia.com, respectively, and the BRLMs, i.e. IIFL Securities Limited and CLSA India Private Limited at www.iiflcap.com and www.india.clsa.com, respectively. Any potential investor should note that investment in equity shares involves a high degree of risk and for details relating to such risk, please see the section entitled "***Risk Factors***" on page 29 of the RHP. Potential Bidders may rely on the information disclosed in the RHP as being true and correct.

This announcement does not constitute an invitation or offer of securities for sale in any jurisdiction. The Equity Shares offered in the Offer have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "**U.S. Securities Act**") or any state securities laws in the United States, and unless so registered, may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and in accordance with any applicable U.S. state securities laws. Accordingly, the Equity Shares are being offered and sold outside the United States in "offshore transactions" as defined in, and in compliance with, Regulation S under the U.S. Securities Act and pursuant to the applicable laws of the jurisdictions where those offers and sales are made. There will be no public offering of the Equity Shares in the United States.