



The Council of EU Chambers  
of Commerce in India

# **BUSINES PULSE**

VOLUME 11 | ISSUE 2 | JULY- AUGUST 2021

# GOVERNING COUNCIL MEMBERS FY 2020- 21

## Contents

President's Message  
Proceedings  
EU Trade Leads

## Council's Board Members (Alphabetical order)

### Mr. Manish Bhatnagar

President

### Mr. Peeyush Kaushik

Vice President

Capt. Avinash Batra

Dr. Anand Jacob Verghese

Mr. Anupam Johri

Mrs. Harshbeena Sahney Zaveri

Mr. Joiel Akilan

Mr. K V Bala

Mr. Meghnad Mitra

Mr. Prakash Tulsiani

Mr. Rakesh Kumar Sharma

Mr. Ravi Kirpalani

Mr. Shalil Shroff

Mr. Sharad Kumar Saraf

Mr. Shishir Joshipura

Mr. Sumeet Anand

Mr. Zarir Langrana

## Past President

Mr. Ashok Barat	2019-2020
Mr. Nicolas SIMON	2018-2019
Mr. Ameet Nivsarkar	2017 - 2018
Mr. Chandramowli Srinivasan	2015 - 2017
Capt. Avinash Batra	2013 - 2015
Mr. Anupam Johri	2012 - 2013
Mr. R. Mukundan	2010 - 2011
Dr. Rana Kapoor	2009 - 2010
Mr. Dinesh K. Lal	2008 - 2009
Mr. Paul Haegeman	2007 - 2008
Mr. Atul Bhagwati	2006 - 2007
Mr. A. K. Nanda	2004 - 2005
Mr. Jeroen Nijsen	2003 - 2004
Mr. K.C. Mehra	2002 - 2003
Mr. Tomas Dwrvy	2001 - 2002
Mr. Jasu Shah	2000 - 2001
Mr. Manfred Knoll	1999 - 2000
Mr. M.Y. Noorani	1998 - 1999
Mr. Karel R. Ehrnreich	1997 - 1998
Mr. S.M. Datta	1995 - 1997
Mr. H Brenneiser	1994 - 1995
Mr. B. R. Sule	1993 - 1994
Mr. N. K. Nayar	1992 - 1993
Mr. Pratap Bhogilal	1991 - 1992

## Chief Patron

### H.E Mr. Ugo Astuto

Ambassador

European Union to India

## Bi-National Business Committees

Indo-Austrian Business Committee

Indo-British Business Committee

Indo-Danish Business Committee

Indo-Dutch Business Committee

Indo-Finnish Business Committee

Indo-Greek Business Committee

Indo-Irish Business Committee

Indo-Portuguese Business Committee

Indo-Spanish Business Committee

Indo-Swedish Business Committee

## Bi-National Chambers

Indo-French Chamber of Commerce and Industry

Indo-German Chamber of Commerce

Indo-Romanian Chamber of Commerce

## Invitees

Past Presidents

Ambassadors & High Commissioners

Consul Generals

Trade Commissioners

## Chambers Secretariat

### Dr. Renu Shome, Director

The Council of EU Chambers of Commerce in India

3rd Floor, Y B Chavan Centre, Gen J Bhosale Marg

Mumbai - 400021 Tel : 022 - 22854563, Fax : 022 - 22854564

Office Mobile:8104657233

Email : [director@euindiachambers.com](mailto:director@euindiachambers.com), [info@euindiachambers.com](mailto:info@euindiachambers.com)

URL : [www.euindiachambers.com](http://www.euindiachambers.com)

## President Message



President

Dear Readers,

It gives me immense pleasure to present to you, this edition of our Business Pulse. It is indeed a matter of enormous pride for me, to know that our Business Pulse is enjoying so much recognition & assistance from all business quarters.

The Council of EU Chambers of Commerce in India (EU Chambers) continues to organize various virtual events due to pandemic and these activities were well participated by the Members of the Chambers and other Business Leaders.

This particular issue of the Business Pulse carries in-depth reports of webinars and other information:

- “Production Linked Incentives-Framework & Developments”
- “Unfolding The Nuances Of Payroll Processing”
- “Professionalization Of Family Business: 5cs Of Inducting Non-Family Professionals To Family Business”
- EU Trade Leads

I would like to express my sincere appreciation to all the member companies & look forward to their support and co-operation in all the future activities organized by the Chamber.

Thank You!

Yours sincerely,

sd-  
**Manish Bhatnagar**



## Be a part of WeSchool's Global Connect

Established in 1977, S. P. Mandali's Prin. L. N. Welingkar Institute of Management Development & Research (WeSchool) is a part of one of the oldest education trust Shikshana Prasarak Mandali established in 1888, Pune, India.

WeSchool is ranked 68th in National Institutional Ranking Framework 2020 (NIRF) by Ministry of Education, India.

Its' industry-academia connect with CII, FICCI, The Council of EU Chambers of Commerce in India, NHRDN, among others drives academia - partnerships.

WeSchool's Global Citizen Leadership program, invites over 600 of its' students to create solutions of social impact for challenges shared by corporate / government organisations. The initiative has featured in Stanford Social Innovation Review titled "Educating a New Generation of Entrepreneurial Leaders".

Its' partnerships with leading international universities are on an array of areas. Masterclasses, virtual internships, Destination India Immersion Program, International Week with global speakers, student mobility, faculty training are some such initiatives.

The institute connects entrepreneurs, corporate leaders and alumni from U.S.A, Sweden, Finland, The Netherlands, Germany, Canada among other countries with students in India virtually for industry insights.

WeSchool works with renowned professionals and faculty from MIT Media Lab, IDEO, and Center for Creative Leadership among others for seminars, Hackathons and other events.

Looking forward on collaborating and co-creating a better future for management education. Reach out to us at [director@welingkar.org](mailto:director@welingkar.org)

The Council of EU Chambers of Commerce in India has organized a webinar on “Production Linked Incentives-Framework & Developments” on June 25 2021. Deloitte was the Knowledge Partner.



The speakers were **Saurabh Arora, APAC Tax Head, Siemens Healthineers**, **Bela Sheth Mao, Partner, Deloitte Touche Tohmatsu India LLP**, **Anoop Kalavath, Subject matter expert**, **Rajiv Bajoria, Subject matter expert** and **Saurabh Kanchan, Subject matter expert**.

**Dr Renu Shome**, Director, **EU Chambers** welcomed the attendees, speakers and initiated the subject by stating that within a span of a month of PLI scheme announcement, the overwhelming response from global as well as local investors quite emphatically suggests upon the strength and likely success of the scheme.

According to the Economic Survey, PLI scheme aims to play an important role in ensuring efficiencies, creating economies of scale, enhancing exports, providing a conducive manufacturing ecosystem and making India an integral part of the global supply chain.

Several of our policy experts in their articles in financial dailies have echoed the likely effectiveness of PLI. The scheme could be the right step forward to elevate the much needed core competence of sectors specified in it before it is extended to other sectors.

Such production-linked incentive could not only be an effective tool to a cost effectiveness. But more importantly, it could be to bring in cutting-edge technology, which invariably requires significant investment.

However, success of most of the schemes and policies is largely dependent on the adaptive strength with respect to moving contours at various phase of its life cycle in the global eco- system.

**Ms. Bela Sheth Mao**, briefly introduced the topic and said that incentives worth USD 27 billion for 13 manufacturing sectors have been announced by the government which will paid out over the next 5-6 years and the key purpose of the scheme is to make India an integral part of the global

supply chains and therefore this scheme is expected to attract global investments, employment opportunities and enhance exports in India.

**Mr. Saurabh Kanchan** made a detailed presentation of the entire scheme. He said over the years the States have been active in providing incentives in terms of VAT and GST. The central government is involved in incentives to the manufacturing sectors through tax laws or tax concessions to the northeast and J&K or less industrialized regions. Some incentives are given through excise laws etc, but since April 2020 there are large amounts that have been put across through budgetary allocations to support manufacturing sector in the country and therefore these together State incentives and other aspects will make India a very interesting place to manufacture.

He further added that the objective of the scheme was to improve domestic manufacturing footprint for Manufacturing – domestic and exports the scheme does not cover services. The scheme is compatible with the WTO as the quantum of support is not linked to the export. The scheme is flexible as it combines several project sites, the state incentives are also available.

The parameters of this scheme are that base year is the referral point from which the incremental economic activity is calculated. There are certain qualifications thresholds to be eligible to apply and depending upon which sectors to apply it depends on the revenues that an applicant has (local or global), existing or past and other criteria like net worth criteria etc.

The next parameter is cumulative investments, the cumulative investments should be seen from the lens of what are in inclusions and exclusions, generally land is always excluded from the PLI Scheme. Green-fields are covered under the schemes where a new facility is put up at a new land site; if there is an existing land site and there is a new manufacturing facility that is qualified as a brown field and that is generally covered in most of these schemes. The incentive calculation is based on incremental sales and it goes back to the base year, there is also a requirement to maintain or achieve growth for each year to be eligible for the incentive calculation. There is a mechanism specified for domestic value addition as well.

The last parameter is ranking of projects, this is generally triggered when the applications are more than what the government was envisaging and it also depends on committed investment, exports, total sales, technology transfers, R&D expenses; other sector appropriate criteria.

The Approval process includes filing initial application; Collation, review of documents and filing of application with PMA, the application is then represented before authorities for clarifications and responses to deficiencies for processing. Post approval all the required documents are to



# CYCLE PURE AGARBATHIES



- Certified zero carbon manufacturer.
- Exported to over 70 countries worldwide.
- More than 1500 product variants.
- ISO 9001 : 2015 certified company.
- ISO 14001:2015 (EMS)
- ISO 45001:2018 (OH&S) certified company



**N. Ranga Rao & Sons Pvt. Ltd.,**  
India's largest manufacturer of incense sticks



Tel.: +91 821 2481234

e-mail : [info@nrreexports.com](mailto:info@nrreexports.com)

website : [www.nrreexports.com](http://www.nrreexports.com)



be submitted by short-listed applicants. The Disbursement process includes computation of eligible incentives amount in view of eligibility criteria, prescribed threshold and incremental sales. Preparation and filing of disbursement application in prescribed format; audit and review of investments and sales; physical verification likely; detailed reconciliations and data requirements; backup documents support. After everything one needs to do an administrative follow-up with authorities to ascertain status of claims.

Parameters to consider for applying for State incentives are upfront agreement on exclusions and inclusions for eligible fixed assets depending on the items of investment; ability to leverage new investments to amend or review the existing MoU, incentive period, investment period etc.

Consider alternative States offering better incentives; Treatment of intangible assets such as royalty, technical know-how, preoperative expenses etc; domestic or imported used assets; GST linked subsidy or fixed capital subsidy. In case of GST linked incentives, ability to obtain Gross GST vis-à-vis Net GST, based on expected consumption in the State; Investment, production and employment commitments provided by the company and consequences of not meeting those commitments – recovery of past incentives by the Government and Implementation process – documentation, certification, separate GST registration for covered investments etc.

The Corporate Tax benefits is a tax regime for new manufacturing companies. It was incorporated on or after 1 October 2019. Company engaged only in manufacture of any article or thing and research in relation to, or distribution of, such article or thing manufactured by it are eligible and should commence manufacturing on or before 31 March 2023.

The companies should not be formed by splitting up or reconstruction of an existing business; and company does not use any machinery or plant previously used for any purpose. The scheme abolishes dividend distribution tax, Dividends received not taxable for an Indian company, if it onward pays dividend in prescribed time. Access to lower dividend tax rates under the treaty (as low as 5% / 10%), Ease of tax credit in parent company jurisdiction and reduction of group tax cost. Dividend received from foreign subsidiaries is taxable at a concessional rate of 15%\*.

Special tax rate of 5%\* in case of foreign lenders, for interest on monies borrowed before 1 July 2023 (subject to conditions). There is a strong treaty network with approx. 94 nations. Long term capital gains taxable at a reduced rate of 10%\*, in case of nonresident shareholders (subject conditions and treaty benefit, if any). No obligation to file an income tax return by non-resident companies in case of royalty, technical service fee, dividend or interest income, if it has been subjected to WHT as per domestic tax law.

The second half of the webinar was a panel discussion **moderated by Mr. Rajiv Bajoria and Panelists were Mr Saurabh Arora, Anoop Kalavath and Mr Saurabh Kanchan.**

The panel discussion began with Mr. Bajoria, asking Mr. Arora his experience between the basic state specified subsidiaries and a central scheme for manufacturers and does he think invest India mission will be attractive given the PLI announcements or state needs to come out with a scheme to support the manufacturers separately. To which, Mr. Arora replied that the central and state both must play their part to the economic development. The centre scheme is more focused on the economic developments and the incentives are more targeted towards compensating the competitive disadvantages that the Indian manufacturers grapple with. The state incentives are more targeted to attract investments to their state. The state policies are more into showcasing what these states can offer and how they are more active in promoting developments. Moreover, the states spell out incentives, which they are willing to offer to interested investors, it is kept to the overall investments.

Today PLI's are for 13-15 sectors and the need to have this sector specific view emanated from the fact that each sector has its own peculiarities and issues, which are sort to be addressed through these schemes. But the state policies largely revolve around just attracting investment although there are states that have sector specific schemes but he feels that more states should come ahead and contribute their bit with this the state and central will complement each other well. He also highlighted that post GST there has been a shift in the manner in which the revenues are distributed, earlier it was an origin-based concept where the producing state gets the tax benefits but post GST it has moved to the consuming states so that has changed the way the states have developed the incentives schemes. According to him the states needs to get more innovative now.

Mr. Bajoria asked Mr. Anoop as he has experience in supporting clients to file PLI applications, what are the top three areas that require attention from the top management to ensure a strong base is being made. And in case is anyone fails to achieve the PLI criteria what are the repercussions, to which Mr. Anoop said that there are typically more number of applications than the government wants to select so the government is very choosy on whom to give the incentives. So, from that point of view, one should have a clear business plans as in what is the investment amount and its bifurcations as the government will verify it as well as ask various questions around it.

The second aspect would be keeping the documents in place and then apply and clarify the doubts and answer certain questions and have various discussions with the authorities. He suggested business to put around team of seniors who are from various facets of management as it



Corporate &  
Investment Banking

# Working together towards a more sustainable future

BBVA's bank rests on 150 years of history and more than 79 million customers in more than 25 countries. We offer our international capabilities and our digital know-how as a key sustainable competitive advantage to Indian companies and banks, seeking to build trust to maximise the value we add in their business projects. Such clients benefit from our ability to create innovative and sustainable solutions and arrange strategic alliances because their success is our greatest aim.



For more information:

-  Representative Office:
-  Executive Centre, Level 7,  
The Capital, B Wing,  
Plot C-70, G Block,  
Bandra Kurla Complex,  
Bandra East, Mumbai - 400 051
-  +91-22-49055823
-  [joiel.akilan@bbva.com](mailto:joiel.akilan@bbva.com)
-  [bbvacib.com](http://bbvacib.com)
-  [bbva.info/CIBLinkedIn](https://www.linkedin.com/company/bbva/CIB/)

Creating Opportunities



becomes easier to respond to the authorities.

The third aspect is to try and make the application on time. Answering the second part of the question he mentioned that once you are selected for a particular scheme, then you are awarded for that particular mandate and there will be monitoring of your investments so the eligibility to get the incentives depends on two criteria first is whether you have invested the mandated amount and whether you have made the required investments, in case you fail in any of this criteria then for that particular year you do not get the incentives. There is no other repercussions apart from this.

Mr. Bajoria's next question was to Mr. Saurabh on what is the criteria meant for grant of PLI benefits is it limited to investments or incremental sales, further what all components does investment envisage. Mr. Saurabh replied that the largest criteria is what the overall sales and investments in the past by the company and then to be able to apply for a particular PLI. One has to commit certain investments and then there is also requirements to achieve sales. Overall the company cannot fall short of one year's investment criteria but if it is eventually able to catch up then it's fine. Sales on the other hand is a yearly criteria and it is not cumulative and failing in sales criteria means no incentives for that particular year. In case the cumulative incentives criteria's are not met then one can even lose incentives that were granted in the previous years as well.

Mr. Bajoria asked Mr. Arora, Pharmaceuticals related PLI's are fragmented into two parts i.e. medical devices and bulk drug and IVDs. What is your take on the same. Mr. Arora appreciated the efforts put by the department of pharmaceuticals in developing the scheme. The PLI in pharmaceuticals had some far-reaching changes which were represented and which were considered to be one of the biggest bottlenecks in the overall success of the scheme.

The second big thing that is changed now is to categories the investors into groups. DOP was very clearly differentiate MSME with a MNC, so what they have done is depending on the global manufacturing turnover they have characterized the investors into various groups. According to him the government has made a very honest attempt in framing this scheme, they work professionally, they have even constituted a technical team for guidance. Incremental sales revenues are also reasonable to around 7%. Genuine investor would definitely benefit from these schemes.

Mr. Bajoria asked Mr. Saurabh Kanchan that in case of a newly set-up company what will be the base year and how to access the incremental sales. And if the project is already announced or under implementation at the time of announcement of PLI then will that be eligible under the PLI benefit. Mr. Kanchan replied that for a new entity the comparison is zero economic activity in the base year and therefore everything gets entitled. But there is a certain threshold for investment in the past and hence for a new

entity the investments are comparatively larger. In case it is announced or under implementation it will be considered for PLI provided it has not been commissioned and therefore it should still be in the phase of investment.

Mr. Bajoria talked about the current tax regime that has been framed for the last couple of years. India has become an attractive destination for investments especially for new manufacturing companies with almost 17% MAT not being applicable. Low ETR would mean saving tax and cash outflow. The base rate of 15% and effective rate of 17% is in line with the new OECD initiative.

The webinar ended with a very interactive Q&A session.

**The Council of EU Chambers of Commerce in India has organized a webinar on "Unfolding The Nuances Of Payroll Processing" held on July 16, 2021 with Knowledge Partner Hasmukh Shah & Co. LLP**



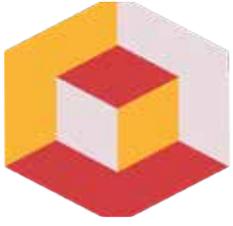
The speaker was **CA Anuya Sawant**, Partner at the **Hasmukh Shah & Co. LLP**

**Dr. Renu Shome**, Director, **EU Chambers** welcomed the attendees and initiated the subject by stating the importance of the topic as one of the biggest elements in HR policy. Moreover, it largely goes to shape the goals of an organization.

Invariably all entities whether MNCs or SMEs, profit making or non-profit-making all are connected to payroll either as employer or as employee or both.

Moreover, the varied regulatory obligations inter-woven in it makes it even more interesting and sought-after topic of deliberations among the SMEs.

CA Anuya Sawant began by thanking the EU Chamber for organizing the webinar and gave a brief introduction to the concept of payroll processing. She mentioned that she strongly believes in **"Happy employees lead to happy customers which lead to more profits"**. She explained what payroll is, sum of all the financial records of salaries of every employee; it also includes the wages, bonus and deductions. Payroll plays a major role in every company or establishment, because it refers to the amount paid to every employee of that certain company or establishment



## Neo Sun Industries Limited

An ISO 9000:2015 & 22000:2018 company

Created by Values. Driven by Excellence.

# Innovative Packaging Solutions

Blow Moulding Jars



One-stop  
Shop

Blow Moulding Jars



Certified  
Food-grade  
Material

Premium Spout Caps



Eco-friendly  
Designs

Caps & Closures



High-grade  
Finish

Caps & Closures



### CUSTOMISED SOLUTIONS

Jars ranging in capacity from  
500ML to 20LTR.  
Caps, closures, and spouts for  
bulk needs

### VARIED APPLICATIONS

Across industries—Edible  
oils, Other food industries,  
Pharma, Aqua Culture,  
Pesticides, and Lubricants

### INNOVATIVE DESIGNS

Durable and leak-proof  
packaging that retains  
the quality of your  
product

#### Registered Office:

Plot No.119, Flat no 402 IVY Terrace, Kavuri Hills, Madhapur, Hyderabad-500 081. Telangana, India.

#### Factory:

Survey No. 164,A,B,C Pantapalem Village Muthukur Mandal, SPSR Nellore(Dist.) Krishnapatnam,  
Andhra Pradesh-524 323, India.

for services the employee provides during a certain period of time. Further, she bifurcated the payroll process into 3 parts, for the new hires, outgoing employees and existing employees. For new hires, she began with some of the key components like the CTC breakup, then the date of joining. She further stated that date of joining is very crucial as it is the day from which the newly hired employee gets all the perks and benefits. She also extensively elaborated and stated the importance of personal details of the newly hired employee like PAN, AADHAAR, Bank details in order to provide proper statutory benefits like PF, EF etc. All these documents are currently mandatory for a smooth process of payment and taxation.

The next part of the session was about the processes regarding the outgoing employee. The authenticity of the resignation letter and the last date of working is equivalently important as all benefits/ perks end on the last working day. Calculation of balance leave is important to process the leave encashment; likewise, gratuity is a major benefit after retirement. She then briefed about how important it is to update the investment proofs to calculate the TDS otherwise the shortfall in it will be a burden on the company.

For existing employees, the key processes like updating statutory records, recording overtime or excess leaves taken due some unprecedented factors were emphasized by her. She also mentioned few vital points to be kept in mind while reviewing payroll.

She further discussed the various deductions practiced in the payroll processing which are included in an employee's Tax deductions. Then she further elaborated on the importance of annual activities. The TDS return form 24Q and Q4. Then the importance of form 16 (Part A and B).

After discussing the importance of annual activities she threw some light on the employee happiness index. Happy employees positively affect workplace operations. Statistics show that companies that foster employee happiness outperform their competitors by 20% . It's no surprise, then, that some companies are taking more active measures to promote positive employee experiences.

She concluded the webinar by mentioning key takeaways. The Webinar ended by an interactive Q&A session.

**The Council of EU Chambers of Commerce in India has organized a webinar on "Professionalization Of Family Business: 5cs Of Inducting Non-Family Professionals To Family Business Held On July 29, 2021 along with Gateways Global Human Capital Solutions LLP**

The speakers were Mr. Rajesh Kumar, Managing Director, Gateways Global Human Capital Solutions LLP; Mr. Vinod Manjila, Chairman, Manjila Food Tech Pvt. Ltd; Dr. Sanjay Singh, Co-owner, Yashraj Biotechnology Limited; Mr. Hemant Kank, Managing Director, Yeshshree Press Comps Pvt. Ltd. Dr Renu Shome, Director, EU Chambers welcomed the



attendees and initiated the subject by stating this topic is interesting both to academia as well as entrepreneurs alike.

What is more remarkable is that inspite of the fact that huge quantum of work done on the subject, in terms of theorizing various aspects of family managed business—be its conceptualization, its incubation, decision process, culture, transition, growth stages, financing, management.

The demand for more knowledge inputs on the subject has not mellowed.

The reason for such phenomena could be the success stories associated with the structure, changing societal and business environment, growing understanding of the more formal business education and practices, regulatory and other business advantages and disadvantages.

The session was presided over by Mr. Rajesh Kumar, who first spoke about what professionalization of family business means and how it can help in transformation and progress. He then spoke about professionalization from three angles; self, business, and family. He mentioned that during the initial phase, the control process and systems are informal and are based on trust. With the help of the Four Room Model, he threw light upon how from centralized decision making and paternalistic culture the organization moves towards formal strategic planning and control mechanisms. He also recommended the 5C approach for the majority of the businesses which are in stage one or stage two of the businesses. The first and foremost thing that he recommended was to create consensus among the family members, then bring in clarity like what and how much has to be done, engage and communicate with each other, and the most important is to educate and grow collectively. Further, he concluded by explaining how progression of the business from simplicity to entrepreneurial management is the essence of professionalization.

Mr. Vinod Manjila gave a vivid outlook on the journey of his family business. Mr. Vinod shared some key points on how the business is dependent and can excel on three things, trust, travel to gain invaluable knowledge and experiences. Further, he spoke about the inspiring journey of professionalization touching on a few points like financial planning, bringing new professionals to the business, and



# Perfect Protection for the Performers



PERF comes out of a combination of Italian design and cutting-edge technology that stands for Passion, Adrenaline and Performance. The PERF story began in the coastal town of Bari, the capital of Puglia region in southern Italy. A region that's known for being historically rich, vibrant and diverse ever since its existence. Since time immemorial, the town of Bari, known as the "boot" of Italy has been famous for being a land of creativity, entertainment, food, architecture and fashion. We at PERF, believe in the philosophy of infusing a sense of attitude that stands for perfection and innovation for athletes everywhere through our apparels. Our products are dedicated to all those heroes, who live with a "Toughen Up" attitude and extreme zeal. From runners who run for leisure, to fitness freaks who take their every single workout to a new level and to professional athletes who play the game at the highest level, PERF lets each of them find their true rhythm.

## Safetix Protective Equipments Private Limited

Plot No. 19, Sector 90, Noida-201304, Gautam Budh Nagar (UP) INDIA

✉ info@perfitalia.com ☎ +91 7290048417-18 🌐 www.perf-safety.com

SCAN TO SHOP



Shop at: [www.safetyshoebazaar.com](http://www.safetyshoebazaar.com)

induction of a new generation.

Dr. Sanjay Singh talking about his company mentioned that his company was established in 1999 and has been a pioneer in the field of biotechnology, the native antithesis – human biological fluids which are difficult to develop and manufacture. After successful commercialization of the antigen business, he also spoke about the journey of further expanding the business to stem cells which gave a flagship to India.

Mr. Hemant Kank spoke about his business which is distributed in three different verticals. The first one consists of mass manufacturing of automotive components in partnership with some top businesses like Bajaj. Secondly, he spoke about the patented automotive components which help improve the process of manufacturing small and large automotive components. He also suggested two books that intrigued him to move his family business to professionalization, the “world is flat” and “Malevich”.

After that Q&A session was held wherein a lot of insightful questions were asked by the attendees on the decision-making process, updating the business strategies smartly and quickly.



## EU TRADE LEADS

### Trade Enquiry from the Embassy of India, Croatia (July 2021)

Sr. No.	Enquiry Originator	Product	Nature (Export/Import)	Action taken
1	Rao Shipping and Trading	Furniture/Construction material, Textile Mac/Placti	Export	Query rcv.:01/07/21 Query answ:01/07/21
2	Chandan Banik	Honey	Export	Query rcv: 01/07/21 Query answ:01/07/21
3	Agronest Tradin and Services	Food products	Export	Query rcv: 03/07/21 Query answ:05/07/21
4	Florice Ceramic LLP	Ceramic Tiles	Import	Query rcv: 03/07/21 Query answ:05/07/21
5	Champaexpert Diamond	Diamonds	Export	Query rcv: 05/07/21 Query answ:05/07/21
6	Kas Cera Solution	Ceramic Tiles	Export	Query rcv: 06/07/21 Query answ:06/07/21
7	Alps Coton Apparel & Ajav Weber Int.	Ayurvedic Products	Export	Query rcv: 07/07/21 Query answ:08/07/21
8	Opulenza Exports	Vineyards and wine producers	Export	Query rcv: 10/07/21 Query answ:12/07/21
9	Octavia Exposim LLP	Tiles	Export	Query rcv: 09/07/21 Query answ:12/07/21
10	Laser Power & Infra PVT Ltd	Energy matters	Export	Queryrcv:10/07/2021 Query answ:12/07/21
11	Winspro Exim	Food products/Pulses	Export	Query rcv: 12/07/21 Query answ:12/07/21
12	Nona International	Med. Equipment and Med. Surg.	Export	Query rcv: 12/07/21 Query answ:12/07/21
13	Murlidhar Enterprise	Rice	Export	Query rcv:13/07/21 Query answ:14/07/21
14	Todas Chem Solutions	Chemicals /Pharmacy	Export	Query rcv: 13/07/21 Query answ:14/07/21
15	Mewar Impex	Turmeric (Curcuma)	Export	Query rcv: 14/07/21 Query answ:15/07/21
16	Ancora Ceramica India	Sanitary ware / Ceramics	Export	Query rcv: 16/07/21 Query answ:16/07/21
17	Joyous Trendz limited	Textile garments	Export	Query rcv: 18/07/21 Query answ:19/07/21
18	Roshan Overseas	Chemicals and Agro Chemicals	Export	Query rcv: 17/07/21 Query answ:19/07/21
19	Kecha Ceramica	Ceramic Tiles	Export	Query rcv: 18/07/21 Query answ:19/07/21
20	Swarn Industries	Spare auto parts	Export	Query rcv: 19/07/21 Query answ:19/07/21
21	Aryan Global Export	Ceramic Tiles	Export	Query rcv: 19/07/21 Query answ:20/07/21
22	Sitla Enerprise	Tea / Spices	Export	Query rcv: 21/07/21 Query answ:21/07/21
23	Ojas Natural Exporter	Jaggery products	Export	Query rcv: 22/07/21 Query answ:03/08/21

## EU TRADE LEADS

### Trade Enquiry from the Embassy of India, Croatia (July 2021)

Sr. No.	Enquiry Originator	Product	Nature (Export/Import)	Action taken
24	Euro Foods Industries	Dehydrated Onion	Export	Query rcv: 22/07/21 Query answ:03/08/21
25	Exponus Exports	Playwood, Wood, Laminate	Export	Query rcv: 26/07/21 Query answ:03/08/21
26	J Sai International	Dyes and pigments	Export	Query rcv: 24/07/21 Query answ:03/08/21
27	Sharnay Group	Food products	Export	Query rcv: 25/07/21 Query answ:03/08/21
28	Salvavida Pharmaceuticals	Chemicals, Pharm Products, Surgical Products	Export	Query rcv: 27/07/2021 Query answ:03/08/21
29	Globwing International	Disposable plates	Export	Query rcv: 27/07/21 Query answ:03/08/21
30	Aayushmay	Ayurvedic products	Export	Query rcv:28/07/21 Query answ:03/08/21
31	R.R. Exporters	Food products, Spices, Rice, Seeds	Export	Query rcv: 28/07/21 Query answ:03/08/21
32	Radjeep Kanara	Onion	Export	Query rcv: 29/07/21 Query answ:03/08/21
33	Vadalia Foods	Food Products	Export	Query rcv: 29/07/21 Query answ:03/08/21
34	Vimal Steel Forge	Stationary, Office sup.	Export	Query rcv: 30/07/21 Query answ:03/08/21
35	Bilipatra Polypac	Bags	Export	Query rcv: 30/07/21 Query answ:03/08/21
36	Nutreant healthcare Priv. Limited	Peanuts	Export	Query rcv: 31/07/21 Query answ:03/08/21

## EU TRADE LEADS

### Trade Enquiry from the Embassy of India, Hungary (July 2021)

Sr. No.	Enquiry Originator	Product with HS codes		Nature (Export/Import)	Action taken (Max.200 words) (List of companies sent)
1	Sonale Fabrics Pvt. Ltd.	5208,5407,5515	Textile fabrics	Export	Query received: 1/07/21 Query answered: 1/07/21
2	Rao Shipping and Trading Llp		Plastics	Export	Query received: 01/07//21 Query answered: 02/07/21
3	Chandan Banik		Food: honey	Export	Query received: 01/07/21 Query answered: 02/07/21
4	Dhaval Trade Corporation	83022000, 73181500, 40169320,84833000	Engineering: trolley wheels	Export	Query received: 02/07/21 Query answered: 02/07/21
5	Bombay Chemicals	3204,3212, 84212190, 3203, 5407,5406	Chemicals: dyes, pigments, Textile fabrics	Export	Query received: 02/07/21 Query answered: 02/07/21
6	P Square Corporation	07104, 0709, 0711, 0711,2002,0705, 0704,0711, 0713,0809, 0910,0709,0703	Agro commodities	Export	Query received: 03/07/21 Query answered: 05/07/21
7	Gitanshi Polychem		Food: Disposable plates, cups	Export	Query received: 03/07/21 Query answered: 05/07/21
8	Sumit Enterprises		Agro and food: coffee, tea, rice, spice, meat	Export	Query received: 03/07/21 Query answered: 05/07/21
9	Agronest Trading and Services	5201, 1211,1201,0910	C o t t o n , A g r o , Spices: Shatavari Roots soyabean, turmeric	Export	Query received: 04/07/21 Query answered: 05/07/21
10	Vrindavan Ventures		Essential oils, scents	Export	Query received: 5/07/21 Query answered: 06/07/21
11	KAS CERA Solution	6907, 2100, 7418	Ceramic tiles, sanitary ware	Export	Query received: 5/07/21 Query answered: 06/07/21
12	Akron International Fresh Farming Solution		Agro: fruit, vege	Export	Query received: 6/07/21 Query answered: 07/07/21
13	Pk Overseas		Agro: rice	Export	Query received: 08/07/21 Query answered: 09/07/21
14	JP Exporters	0904, 0909, 0910	Agro commodities	Export	Query received: 11/07/21 Query answered: 13/07/21
15	Opulenza Exports		Handicrafts	Export	Query received: 12/07/21 Query answered: 12/07/21

## EU TRADE LEADS

### Trade Enquiry from the Embassy of India, Hungary (July 2021)

Sr. No.	Enquiry Originator	Product with HS codes		Nature (Export/Import)	Action taken (Max.200 words) (List of companies sent)
16	Nona International		Medical disposables	Export	Query received:12/07/21 Query answered: 13/07/21
17	Saturn Ortho Equipments	90211000, 90189022	Medical products	Export	Query received: 12/07/21 Query answered: 13/07/21
18	Todas Chem Solution		Chemicals	Export	Query received: 13/07/21 Query answered: 13/07/21
19	Soilsoul Merchandising		Miscellaneous	Export	Query received: 13/07/21 Query answered: 14/07/21
20	Chakarani Exports		Packaging: bags	Export	Query received: 14/07/21 Query answered: 14/07/21
21	S Maheshwari Global	0703, 1006, 1001	Agro commodities	Export	Query received:14/07/21 Query answered: 14/07/21
22	Decorum Enterprises	9403	Furniture	Export	Query received: 14/07/21 Query answered: 14/07/21
23	Vijaya Internationa	20081100	Agro: peanuts	Export	Query received: 15/07/21 Query answered: 14/07/21
24	Vesture Clothing	61, 62	Textile: garments	Export	Query received: 16/07/21 Query answered:19/07/21
25	Panacea Medical technologies		Hospital equipment	Export	Query received: 17/07/21 Query answered: 19/07/21
26	Joyous Trendz	5810 5209 5407 5408 60 6001 6002 6003 6004 6005 6006 5308	Textile fabrics	Export	Query received: 18/07/21 Query answered: 19/07/21
27	Shree Import Export	9018	Medical disposables	Export	Query received:20/07/21 Query answered:22/07/21
28	Navi Overseas	69071010, 9079010, 69072100, 9072200, 69072300, 9073010, 69074010, 74182010	Ceramic tiles, anitary ware	Export	Query received: 20/07/21 Query answered: 22/07/21
29	Aabhas Overseas		Misc: food and beverages, FMCG, etc.	Export	Query received: 21/07/21 Query answered: 22/07/21
30	Chilli Foods		Agro: spice	Export	Query received: 21/07/21 Query answered:22/07/21

## EU TRADE LEADS

### Trade Enquiry from the Embassy of India, Hungary (July 2021)

Sr. No.	Enquiry Originator	Product with HS codes		Nature (Export/Import)	Action taken (Max.200 words) (List of companies sent)
31	Aswattha Trader	30045039	Agro: Herbal product	Export	Query received: 22/07/21 Query answered: 22/07/21
32	Jsai International		Chemicals: dyes	Export	Query received: 23/07/21 Query answered: 23/07/21
33	Mitra Industries		Medical products	Export	Query received: 27/07/21 Query answered: 27/07/21
34	3 Ports International Chamber of Commerce		Miscellaneous	Export	Query received: 26/07/21 Query answered: 28/07/21
35	RR Exporters	1202.1207. 1514.1513. 1515. 0709.0810	Agro fruit, vege, spices	Export	Query received: 28/07/21 Query answered: 29/07/21
36	Dunar Foods		Agro: Rice	Export	Query received: 30/07/21 Query answered: 30/07/21
37	Flame and Fragrance		Fragrances, cented candles	Export	Query received: 30/07/21 Query answered: 30/07/21



## ADVERTISEMENT TARIFFS

### Annual Sponsor (Yearly)

2,50,000



### Website Banner (Six-Monthly)

1,50,000



### e-Newsletter (Monthly)

Single

Front Page

30,000

Twelve Insertions  
(Save 4 Issues)

2,40,000



### Business Pulse (Bi-Monthly)

	Single	Six Insertions (Save 2 Issues)
Full Page	35,000	1,40,000
Second Cover	55,000	2,20,000
Inside Front Cover	50,000	2,20,000
Inside Back Cover	45,000	1,80,000
Inside Front Back Cover	40,000	1,60,000
Back Cover	65,000	2,60,000
Central Spread	60,000	2,40,000



### Members' Directory (Yearly)

Book Marker	35,000
Full Page	40,000
Inside Front Back Cover	45,000
Inside Back Cover	50,000
Inside Front Cover	62,000
Second Cover	68,750
Central Spread	75,000
Back Cover	1,00,000



#### NOTE:

- AMOUNT IN INR
- GST 18% IS APPLICABLE ON ABOVE TARIFFS

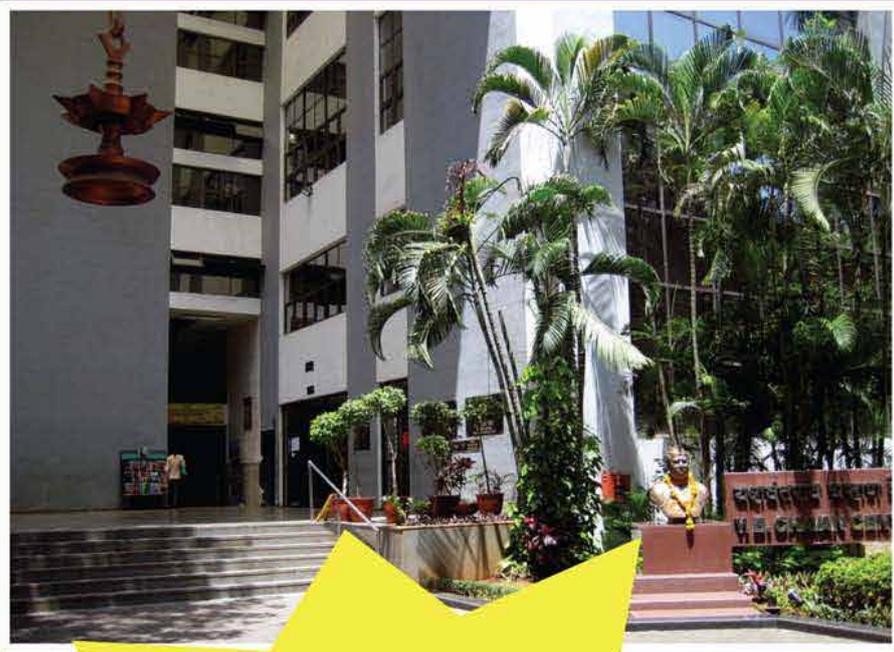
#### SPECIFICATIONS: Size of Advertisement

e-Newsletter:	1024 x 300 pixels
Business Pulse	7 x 11 sq inches
Members' Directory	7 x 11 sq inches

For details of benefits associated with each category, kindly contact **Ms. Anvita Ail E:** [sgoffice@euindiachambers.com](mailto:sgoffice@euindiachambers.com) **M:** +91 8104657233



# Conference Room on Rent



## RATES

One day tariff : Rs 20,000/- + GST

Half day tariff : Rs 11,000/- + GST

## ON REQUEST (Charges Applicable)

- Catering Services
- Laptop
- Photographer
- Printer
- Projector
- Secretarial Services
- Stationery
- Technical Support
- Television

## FACILITIES

- Accommodate 25 paxs
- Air Conditioner Room
- Parking Facility at office premise
- Prime Location in Mumbai
- WiFi Connection

## CONTACT US:

The Council of EU Chambers of Commerce in India  
Y. B. Chavan Centre, 3rd Floor, Gen J. Bhosale Marg  
Nariman Point Mumbai 400021  
Tel. : 022-22854563/ 64/ Office Mobile 8104657233  
E-Mail :- [director@euindiachambers.com](mailto:director@euindiachambers.com)  
[info@euindiachambers.com](mailto:info@euindiachambers.com)