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Foreword July 2019



**Devesh Agarwal**  
President, BCIC

The World Bank in its June 2019 Global Economic Prospects: Heightened Tensions, Subdued Investment report has indicated that Global economic growth will stand at 2.6 percent in 2019 before inching up to 2.7 percent in 2020. The forecast is at weaker-than-expected, since the economic growth was projected to move upto 3 percent for FY2019 earlier this year.

As far economic growth in Emerging Markets and Developing Economies are concerned, it is expected to stabilize next year as some nations have moved past periods of financial strain. But, the report also warns that the emerging and developing economy growth is constrained by sluggish investment and risks are tilted to the downside. These risks include rising trade barriers, renewed financial stress and sharper-than-expected slowdowns in several major economies. Structural problems that misallocate or discourage investment also weigh on the outlook.

The World Bank report points that while almost every economy faces headwinds, the poorest countries face the most daunting challenges because of fragility, geographic isolation, and entrenched poverty. Unless they can get onto a faster growth trajectory, the goal of lowering extreme poverty under 3 percent by 2030 will remain unreachable.

Bank on the home front, the Modi 2.0 Government presented its Union Budget for fiscal 2019-20. The Budget boosts macro-economics of the country, with specific emphasis on the development of core sectors for the next five years, especially the industry, infrastructure, Agriculture and Rural sectors which will ultimately translate in employment generation.

The Budget tries to provide a stable, predictable and consistent policy framework to facilitate long-term investment decisions. The Finance Minister Smt. Nirmala Sitaraman has done a balancing act by focusing her attention on all sectors without overtly hurting or appeasing any individual section of the society and all the policy initiatives seamlessly integrate with the introduction of GST. Further the Budget has all essential reform constituents to achieve the desired growth rate of 7 per cent as projected by the Government for the current fiscal.

The only hitch is that the Union Government should see that the reforms announced in the Budget gets implemented with clear timelines drawn.

While the Central Government is buoyant and all set to implement its reforms, Karnataka is going through a political upheaval right now. We hope that this political uncertainty is resolved at the earliest, so that, industrial growth in the State remains unaffected.

#### Editorial Board

- **Devesh Agarwal**  
President
- **T R Parasuraman**  
Senior Vice President
- **B Shekhar**  
Assistant Secretary



## Bangalore Chamber of Industry and Commerce 42nd Annual General Meeting (AGM)



**Shri. R V Deshpande, Minister for Revenue, GoK addressing BCIC members at the AGM**

Bangalore Chamber of Industry and Commerce (BCIC) successfully hosted its 42nd Annual General Meeting on June 28, 2019. Top industry captains and thought leaders were part of the over 350 participants who attended the AGM.

Among the celebrated speakers at the glittering evening was Hon'ble Minister for Revenue, Mr. R V Deshpande, who was the Chief Guest at the AGM.

Delivering the keynote address at the 42nd AGM of Bangalore Chamber of Industry and Commerce (BCIC) the veteran politician Mr. Deshpande said: "We do understand that the industry is cruising through difficult times despite the fact there have been good reforms announced by the Centre like GST, Bankruptcy laws and other industry-friendly legislations. GDP growth has been pulled down by 2 percent and the Unemployment rate is risen by few percentage points which the highest in recent times. We are living in a competitive world where quality is the prime driver. It is time that industry needs to be competitive and begin to support more start-ups to create more new jobs in the State and the country."

Touching on the points on how industry can partner with the government to create more jobs, Mr. Deshpande said: "The biggest challenge of 21st century is related to creating and optimising Human Resource's vast base and management of

precious and fast depleting water resources. Industries have to seriously contemplate and start working on these two initiatives and it is here that the trade and business bodies like BCIC can pitch in with their knowledge repository to find viable and sustainable solutions to these two teething problems."

Mr. Deshpande said that despite the land, water and power costs being high, Karnataka continues to attract investments from pan India and overseas for the very simple reason that the State is industry conducive in nature. He said: "We shall ensure the State Government further prunes the 'ease of doing business' parameters in the State with new policy initiatives in the coming months."

Shri M Maheshwar Rao, IAS, Secretary to Government, Commerce and Industries Department of MSME and Mines delivering the Guest of Honour said that "The State Government will proactively partner with industry leaders to scout for sustainable solutions on overall infrastructure woos, water security and other challenges so that Karnataka continues to remain the most preferred investment destination in the country."

Mr. Kishore Alva, President BCIC delivering his Presidential Address said: "Excellence is often described as outstanding practice in managing an organisation and achieving results, all



Shri. R V Deshpande, Minister for Revenue, GoK Inaugurating the AGM



Mr. Kishore Alva President BCIC honouring Shri. R V Deshpande, Minister for Revenue, GoK



Mr. Kishore Alva President BCIC Handing over a Memento to Shri. R V Deshpande, Minister for Revenue, GoK



Mr. Kishore Alva President BCIC honouring Shri M Maheshwar Rao, IAS, Secretary to Government, Commerce and Industries Department of MSME and Mines, GoK

Launch of BCIC Publications





Shri R V Deshpande, Minister for Revenue, GoK launching the BCIC Corporate Video



Mr. Kishore Alva, President, BCIC addressing the Business Session



Mr. C Rajagopalan, Founder President, BCIC addressing the Business Session



Felicitation of BCIC Office Bearers



Honouring of BCIC Past Presidents



Felicitation of BCIC Expert Committee Leaders



Felicitation of BCIC Expert Committee Leaders





Shri M Maheshwar Rao, IAS, Secretary to Government, Commerce and Industries Department of MSME and Mines, GoK addressing BCIC members at the AGM



Mr. Devesh Agarwal honouring Mr. C Rajagopalan



Mr. C Rajagopalan addressing BCIC members



Past Presidents, Industry Captains and BCIC members at the AGM





In-coming President Mr. Devesh Agarwal handing over a memento to Mr. Kishore Alva, President-BCIC



Mr. Kishore Alva, President-BCIC handing over the President's baton to Mr. Devesh Agarwal

## Industry Captains at the AGM



based on a set of fundamental concepts or values. Excellence models are frameworks that when applied within an organisation can help to focus thought and action in a more systematic and structured way that should lead to increased performance. The models are holistic in that they focus upon all areas and dimensions of an organisation, and in particular, factors that drive performance. This is the theme that BCIC will be working on for this current year.”

Touching on his tenure as President of BCIC he said: The Chamber has steadily nurtured a relationship with the State Government whereby, on several occasions, the Government has sought active participation while formulating its policy pronouncements. I am happy to inform members that Departments like Industries, Aerospace, Energy, Tourism, BESCO, Agriculture, Labour, Commercial Taxes, to name a few have all sought expert views from the Chamber so as to include concrete and implementable policy suggestions.”

He also said: “It is with a sense of achievement that I share with you that, this year we have set new milestone of having conducted a record breaking 132 events and reached the target of 850 members. I am happy to mention here that the Chamber’s financial position continues to remain sound and robust despite the prevailing economic uncertainty.”

Mr. Kishore Alva said that to meet the requirements of the Membership base, during the year, we initiated upgradation of office structure. We upgraded the interiors of the Board Room resulting in increasing seating capacity from 50 to 80 seats. Now CR Board Room has a large BCIC background banner

placed behind the Head Table to host in-house events. A Speaker podium has also been placed. Similarly, the Board Room is now equipped with an in-house fully functional audio-visual equipment. Movable Individual mikes can be placed on the table for participants and speakers to address.

Logos of member companies have been placed prominently in the Board Room so that visitors can have a feel of BCIC membership profile. All boards and signage have been replaced with new ones which looks vibrant. Large notice boards for Expert Committees, wherein charts denote the progress in the annual work plan. Photographs of Office Bearers and Management Committee members for the year 2018-19 is been showcased.

Taking over as the new President of BCIC Mr. Devesh Agarwal touching on Theme Excellence: The Paradigm for the 21st Century said: “As India moves into the league of the world’s leading economies, it imperative we also move in to the league of excellence. With a few years a solid growth behind us, and a resounding mandate from the people to re-elect the government, we have an opportunity to create excellence. Excellence in all our endeavours, lies as the key intersection between industry, society, government and the individual. We have the ability to create positive change that has far-reaching impact. Success of industry and commerce leads to increased employment, improved incomes, more resource availability and a far stronger Bangalore, Karnataka, and India.

Bangalore’s well known Industry Captains actively participated at the gala evening.



## Special Session with Dr. Viral Acharya, Deputy Governor, Reserve Bank of India (RBI)

July 12, 2019



**Dr. Viral Acharya, Deputy Governor, RBI addressing BCIC members**

Bangalore Chamber of Industry and Commerce (BCIC) hosted a Special Session with Dr. Viral Acharya, Deputy Governor, Reserve Bank of India, (RBI) on Bangalore.

Dr. Viral Acharya, Reserve Bank of India's (RBI), the youngest deputy governor post-economic liberalisation delivering his keynote address extensively spoke on the topic "Crowding Out Effects of Government Financing".

During his presentation to a select gathering of BCIC members, the Deputy Governor touched on various macro-economic subjects including fiscal deficit management, raising of resources, disinvestment, structural reforms among others.

Delivering the welcome address Mr. Devesh Agarwal, President, BCIC said: "India's journey to economic ascendancy has been facilitated by a multitude of factors, including an influx of foreign investment and an end to the

country's highly restrictive licensing regulations. These changes have bolstered the country's international economic standing, allowing it to compete with developed nations like the UK and the US for market dominance in sectors such as technological infrastructure and e-commerce."

He also said: "The country is also becoming more receptive to foreign ownership, with PM Modi introducing changes to regulation to make it easier for international firms to invest in Indian businesses. Under these reforms, airlines, some defence industries and real estate brokerages may now be 100 percent foreign-owned, while investment rules in pharmaceuticals and food production have also been relaxed."

On the other hand, Dr. L Ravindran, Management Committee Member and Chairman, Start-Up Expert Committee, BCIC highlighted few critical issues vis-à-vis structural reforms, inflation, sovereign rating, Ease of doing business, cyclical



## Special Interactive Session



Mr. Devesh Agarwal, President-BCIC



Mr. T R Parsuraman, Senior Vice President-BCIC



Dr. L Ravindran, Management Committee Member-BCIC



Mr. Kishore Alva and Industry leaders at the session

growth, currency management, bond markets, demand for consumer durables, credit offtake, capital markets, digital payments, corporate governance to name a few which are hindering the seamless growth of Indian economy. He said expectations are high from the new Government, but what are the readily executable plans.

Mr. T R Parasuraman while proposing the Vote of Thanks requested Dr. Viral Acharya to once again address BCIC members. Top industry captains were present at the special session with Dr. Viral Acharya.



## BCIC-Deloitte: Post Union Budget Analysis-2019-20

July 6, 2019



**Mr. Devesh Agarwal, President-BCIC delivering the Welcome Address at the Session**

Bangalore Chamber of Industry and Commerce (BCIC) in association with Deloitte Haskins & Sells LLP hosted a Post Union Budget Analysis conference for its Industry constituents. The Session provided a comprehensive analysis of the Budget FY 2019-20 and answered several questions that, inevitably, arise after the Budget is announced.

Delivering the welcome address at the Session, Mr. Devesh Agarwal, President, BCIC said that the Union Budget 2019-20 presented by Finance Minister Smt. Nirmala Sitaraman, was a direction setting budget. He said that the Budget 2019-20 tries to provide a stable, predictable and consistent policy framework to facilitate long-term investment decisions. The Finance Minister has done a balancing act by focusing her attention on all sectors without overtly hurting or appeasing any individual section of the society or geographical region and all the policy initiatives seamlessly integrate with the introduction

of GST. Further the budget has all essential ingredients to achieve the desired growth rate of 7 per cent as projected by the Government for the current fiscal.

BCIC President particularly commended the NDA Government for the “Study in India” focus which was announced by the FM. This significant policy measure will help foreign Universities to set up bases in India in the new future. This, he said will arrest the brain drain concern.

Mr. K R Sekar, Chairman, Direct Taxes Expert Committee, BCIC addressing the participants said that the Budget-2019-20 primarily focuses on three major important segments that of: Social, Infrastructure and Banking and Finance. He said no government had set clear target roadmaps in the Social, infrastructure and Banking/Finance sectors. He said that these are the three important sectors which has the potential to generate mass jobs in the country. He also said that the core

Post Budget Analysis Session



Mr. K R Sekar, Chairman, Direct Taxes, BCIC



Mr. K Subramanian Partner, Deloitte



Mr. K Bhaskar, Partner, Deloitte



Mr. K Balasubramanian, Co-Chairman, Direct Taxes, BCIC



Panel Discussion



Mr. T R Parsuraman, Senior Vice President-BCIC

of the Budget lies on achieving the US\$ 5Trillion target that Modi Government has set for the next five years.

Mr. Sekar concluding the session by saying that though there were no big ticket announcements in the budget 2019-20, the Government has tried to address several teething issues in all the sectors. He however, sounded a caution by saying that the budget announcements solely depend on how the Government is able strictly monitor and implement each of the policy reforms. He however, said that going by the last Modi Government's tenure, he is sure that implementation of all policy matters will be achieved as per the roadmap plotted.

Mr. K Subramanian and Mr. K Bhaskar, both Partners from Deloitte addressing the members touched upon several micro issues related to direct and indirect taxes.

Mr. K Balasubramanian, Co-Chairman, Direct Taxes Expert Committee, BCIC anchored the panel session comprising Mr. Sanjay Nayak, CEO & MD, Tejas Networks, Mr. Bhaskar Anand Rao, CFO, BIAL, Ms. Upma Goel, CFO, Ujjivan Small Finance Bank and Ms. Amisha Jain, CEO, Zivame.

Over 80 experts from the Finance and taxes domain participated in the session.



## GST Day 2019 Celebration

July 1, 2019



**Mr. B R Balakrishnan, Principal Chief Commissioner of Income Tax and Mr. D P Nagendra, Principal Chief Commissioner, Central Tax, Bangalore felicitating the Office Bearers of BCIC**

As part of the GST Day 2019 celebration the Income Tax Department felicitated BCIC Officer Bearers in Bangalore

Mr. B R Balakrishnan, Principal Chief Commissioner of Income Tax and Mr. D P Nagendra, Principal Chief Commissioner, Central Tax, Bangalore felicitated the new Office Bearers of BCIC Mr. Devesh Agarwal, President, Mr. T R Parasuraman, Senior Vice President and Mr. N R Badrinath, Co-Chairman of Indirect Taxes Expert Committee. BCIC was honoured for its "outstanding contribution in helping create an efficient GST Ecosystem".

Goods and Services Tax (GST) is considered to be one of the biggest financial reforms ever launched in the country post-independence. Though industry, especially the MSME sector is still grappling with compliance and integration challenges, as the new Law is yet to be understood by various entities in its totality, it is now become a part of the financial ecosystem and well accepted norm.

Though Corporates and Business entities have the necessary knowledge base and experience to handle the challenges posed by the new law, there are several practical issues which need to be addressed by the department and the GST Council.

It is not that GST related initial glitches have been experienced only by India. Several other nations which introduced the one-nation one-tax accounting system have also faced severe challenges before they actually settled down and accepted by all the stakeholders concerned.

It is common that whenever any transformational indirect tax regime, such as GST is implemented, several issues are bound to arise at the operational and strategic implementation levels.

To help manage this situation, the Chamber launched a GST Help Desk to support its members so that they integrated into the Law seamlessly.



Trade and Business Association leaders at the event

BCIC Help Desk is a one-point stop to facilitate a quicker and smoother migration to GST and is open to all BCIC member companies to access curated answers for all their GST concerns. Through [www.withdia.com](http://www.withdia.com) companies can access GST content in a contextual manner - with an easy to use, intelligent search along with other contextual content and comments from experts and relevant legislative provisions;

personalized dashboard on GST, sharing relevant content with others on the portal directly are other features. Most importantly, members can post questions for the IDT Expert Committee to answer.

The Indirect Taxes Expert Committee is managing this helpdesk and BCIC Members are free to access the helpdesk.

## Issue of Visa Recommendation Letter

Bangalore Chamber of Industry and Commerce (BCIC) has been successfully offering the following services to its Members / Non - Members at a very nominal fee for more than three decades. BCIC has excellent working relationships with all the High Commission/Trade Offices.

<p><b>MEMBERS</b></p> <p><b>NON-MEMBERS</b></p>	<p><b>Rs.240 per Letter</b></p> <p><b>Rs.360 per Letter</b> (Introduction Letter of any BCIC member is mandatory)</p>	<p>Please send in your request to <a href="mailto:visaletters@bcic.org.in"><b>visaletters@bcic.org.in</b></a></p>
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**Contact : Mr. Prithvi, Secretary**



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## 15th Finance Commission Meeting in Bangalore

June 25, 2019



### 15th Finance Commission seeking inputs from industry captains

Bangalore Chamber of Industry and Commerce (BCIC) participated in the meeting convened by the 15th Finance Commission in Bangalore.

The Commission interacted with the representatives of local bodies, political parties and trade and industry in the State. Mr. Devesh Agarwal, President BCIC and Mr. N Badrinath, Co-Chairman, Indirect Taxes, BCIC participated in the meeting.

BCIC which represent medium and large industries in the State of Karnataka submitted the following representation to the Commission:

#### **Including petroleum within the GST**

It is our submission that GST should include within its ambit, petroleum and petroleum products. Currently, these products continue to be liable to the Sales Tax (Karnataka Sales Tax) in the State of Karnataka and suffers the highest rates of tax, when compared to any other developed and progressive States in India. Needless to say, this has resulted in significant

addition to the cost of production thereby taking away the cost efficiencies in those goods.

Bring this into GST would not only make the price points more efficient but would also contribute to the 'make in India' campaign. It is our representation that petroleum and petroleum products should be brought into the GST net at the earliest.

#### **To bring in premier national and international educational institutions**

Karnataka being one of the developed and most progressive States in India, it follows that it should provide for access to premier national and international educational institutions within the State.

With development, comes greater aspirations; fulfilling this would need access to premier institutes such as IIT, Harvard, Stanford and the likes. The State should provide for the necessary support to bring in these institutes.

#### **Monitoring of pollution levels**



**Mr. Devesh Agarwal, President-BCIC and Mr. N Badrinath, Co-Chair, Indirect Taxes Expert Committee, BCIC at the session**

Pollution is undoubtedly, a cause of concern!

State / City specific pollution levels should be established and monitored. It is our representation that reputed and identified NGOs should be involved to closely track the same and initiate timely corrective action to ensure pollution levels are within the tolerable limits.

#### **Better enforcement of use of single use plastics**

Use of single use plastic is already banned!

The need of the hour is a better enforcement mechanism to ensure that the policies are not deviated. Similar to the above, working with identified and reputed NGOs could strengthen the enforcement mechanism.

#### **Hotels and Restaurants should be in earmarked locations**

It is recommended that dedicated food courts should be established with state-of-the-art provisions and facilities for waste disposals; that all hotels, restaurants and eating joints

should essentially be located only within such food courts. This would significantly contribute to controlled disposal of wastes thereby making the Swachh Bharath, a greater success.

#### **Solar power generation by a common man**

Electricity is in short supply!

Solar power can be a very effective alternative; however, in majority of the cases they are outside the reach of a common man, specifically for want to space to install the solar panels.

The Government should consider setting up dedicated solar stations in areas / districts which are blessed with solar energy. The facility of investing in individual solar panels should be extended to the general public on a piece meal basis. The State could continue generating solar power and supplying the same into the Grid, while allowing a deduction of equivalent units to the investing public out of the electricity received and consumed from BESCO / equivalent boards.



## BESCOM: Incentive Scheme for HT Industrial Consumers for Monsoon period

June 29, 2019



**Smt. C. Shikha, IAS, Managing Director, BESCOM addressing the session. BCIC Office Bearers were part of the Meeting.**

BESCOM has launched a special incentive scheme for HT Industrial Consumer for the Monsoon period of July –September 2019.

A meeting was convened under the Chairmanship of Smt. C. Shikha IAS, Managing Director and Dr. R C Chetan, IRS, CFO and Director Finance BESCOM to announce the new incentive scheme for HT industrial consumers.

BESCOM has a HT Consumer base of around 16,322 installations for Mar-2019. HT consumers account for 0.14 percent of total active Consumer base of about 118 lakhs. The revenue contributed by HT Consumers amount for 39 percent and about 30 percent of consumption is from HT category. The HT category is high paying and cross subsidizes other categories like residential and agriculture.

As price is the major criteria, BESCOM consumers are opting for Open Access/Wheeling, where they get power at a lower rate. Green power tariff of KERC is 50 paise/unit more than the normal tariff, which has to be met out of the renewable energy procured by ESCOMs over and above their RPO.

BESCOM authorities informed that a major chunk of HT consumers of BESCOM have opted Open Access and Wheeling & Banking during the last 10 years. This has resulted in the sales of BESCOM dipping and revenue from highly paid HT consumers subsequently decreasing.

The bring back HT Consumers back into its fold, BESCOM has announced the new Incentive Scheme for HT Industrial consumers during Monsoon period which promises Reliable power, Efficient management of short-term power, Power cost optimisation with lower tariff and finally Consumer satisfaction.





BCIC Office Bearers with Smt. C. Shikha, IAS, Managing Director, BESCO

## Special incentive scheme

### Eligibility

- Exclusively for tariff category –HT2(a)(i) & HT2(a)(ii)
- Monthly consumption per consumer shall be more than 1 lakhs units
- Actual consumption in a month for the current quarter 2 of FY20 (Jul, Aug, Sep 2019) shall be 2% more than the average consumption of quarter 1 of FY20(Apr, May, Jun 2019)

### Period of applicability

- Monsoon period covering Jul 2019, Aug 2019, and Sep 2019

### Tariff discount range

- For all TOD time slots, the tariff discount will be in the range from 40 – 90 paisa per unit

Illustration HT 2 a (i) – In BBMP area					
Old Bill			New Bill		
Particulars	Unit		Particulars	Unit	
EC (Normal)	INR per kWh	Slab 1: 7.10	EC (Normal)	INR per kWh	Slab 1: 6.70
		Slab 2: 7.40			Slab 2: 6.60
EC (ON peak)	INR per kWh	Slab 1: 8.10	EC (ON peak)	INR per kWh	Slab 1: 6.70
		Slab 2: 8.40			Slab 2: 6.60

Note: The other charges viz. Fixed charges, Energy charges, FAC, Electricity duty, arrears and related charges (if any), Open access charges (if any), adjustments/ other charges (if any), etc. are not included, for simplicity of calculations

Proposed HT Tariff for Industrial Consumers

Tariff cat.	Tariff description	Slab	Existing Energy Charges rate (Rs./kwh)	Discounted Energy Charges rate (Rs./kwh)	Difference Energy Charges rate (Rs./kwh)
HT 2a(i)	Incl. BBMP area(11kv)	First 1 lakh units	7.1	6.68	0.42
		Balance units	7.4	6.58	0.82
	Incl. BBMP area(66kv & above)	First 1 lakh units	7.1	6.40	0.70
		Balance units	7.4	6.35	1.05
HT 2a(ii)	Other than HT 2(a)(i)- (11kv)	First 1 lakh units	7.0	6.48	0.52
		Balance units	7.2	6.28	0.92
	Other than HT 2(a)(i)- (66kv & above)	First 1 lakh units	7.0	6.35	0.65
		Balance units	7.2	6.25	0.95



## 3rd Annual Airport Modernization Summit – 2019

July 3, 2019



**Mr. Ashok Saxena, Chairman, Aerospace and Aviation Expert Committee, BCIC delivering the Keynote Address at the session**

The two-day 3rd Annual Airport Modernisation Summit 2019 organised by TraiCon Events Private Limited in Bangalore. Bangalore Chamber of Industry and Commerce (BCIC) was one of the significant partners to be part of the event. Mr. Ashok Saxena, Chairman, Aerospace and Aviation Expert Committee, BCIC was invited to deliver the Keynote address at the event.

Delivering the Keynote address Mr. Ashok Saxena highlighted the importance of the aviation sector to the economy and how it can in the coming years become a significant contributor to the growth of GDP and also a major generator of direct and indirect jobs in across the country. He said that several organisations are closely working with State and Union Governments by way of providing valuable inputs on the Aerospace and Aviation sector on a regular basis which is assisting the policy formulation process.

He said that Aerospace and Aviation sector assumes greater significance for the simple fact that this industry vertical has

tremendous potential to grow year-on-year as it is spread on a large canvas for not only domestic but also overseas players to play an important role.

Sharing statistics, he said that India has become the third largest domestic aviation market in the world and it will emerge as the third largest air passenger market in the world by 2024.

He said that while all statistics indicate that India is poised for a booming airports expansion in the coming years, a major concern is that will investments match the growth. Governments and the private sector should take note that developing airport infrastructure will support the growth of Indian economy. All it needs is careful planning, broad consultation with users, examination of funding options and sharp focus on affordability which are driving factors to make Indian airports successful.

Mr. Saxena said that India is emerging as one of the largest Aerospace–Aviation markets of the world. Global Aerospace Aviation majors are eyeing India to set up Manufacturing,



#### A Section of the audience

Design Engineering, MRO facilities leveraging India's low labour costs, young and talented pool of Engineers, Technologists, Designers, etc...

Concluding his address, he said that aviation industry is ready to fly high to greater heights in India, if right political will, investments and strategic planning all work in tandem.

Ministry of Civil Aviation has reviewed the growth of airport infrastructure in India and has called for preparation of a holistic "Vision-2040". The vision is expected to address issues such as congestion at airports, runways and airspace; development of unserved and under-served airports; ways and means to boost the air connectivity to small cities and towns – thereby increasing revenues. People from small villages are also becoming air travellers now. Government wants to ensure that every nook and corner of the country has air connectivity. This will further provide a direction to the economic development in these areas in terms of job creation and cargo infrastructure development simultaneously.

The Summit was hosted in line with the Ministry of Civil Aviation's vision to modernize the airports across the country by designing and developing smart and sustainable airports of the future to improve passenger experience to increase seamless passenger flow across the country. Some of the key topics deliberated during the two-day summit where Industrial experts and technology providers from across India and overseas participated included current status of Indian Aviation; Passengers as Customers – Maximizing the Non-Aviation Revenue of Airports; Digital Towers revolutionizing Regional Connectivity; Creating Sustainable Smart Airports; Airport Concessionaire Revenue Management & Analytics Product; Innovative Project Practices in the delivery of Airports of Tomorrow; Planning When Uncertainty is Accelerating; Integrated Security Solutions for Airports; Advanced Communication Systems to Support Modernization to name a few.



## Workshop: Blockchain For Business

July 13 & 14, 2019



Participants at the Blockchain workshop

Blockchain for Business Workshop was organised by Bangalore Chamber of Industry and Commerce and Core Blockchain.

The two-day hands-on Workshop gave participants a peek into the revolutionary Blockchain technology. Explore The participants were run through various technologies like Blockchain Wallets, Digital Assets and Smart Contract development and how it simplifies and automates business processes and bring transparency and addresses the problem of trust that exists today. Throughout the two days, the participants were shown use cases for multiple industry verticals through use case analysis, demos and interaction with smart contracts.

The workshop was conducted using presentations, discussions, videos, demos and hands-on labs. During the session the participants were skilled on how to choose the right Blockchain platform for specific enterprise use cases and also understand

the advantages and trade-offs of using Blockchain compared to traditional technology. They learnt how to run a sprint to implement a Blockchain based solution in their organisation.

The presentations demonstrated how to:

- Identify use cases where a Blockchain can be used
- Select the right consensus mechanism for different types of Blockchain implementations and platforms
- Identify business processes that benefit from smart contracts
- Use decision making framework to filter use cases that are a good fit for Blockchain technology
- Identify the right Blockchain platform to use for a specific use case

During one of the case study sessions participants explored the problem statement, possible solutions, why Blockchain is

Blockchain Session



used and what is the expected outcome and trade-off of implementing Blockchain. For some of the use cases, hands-on exercises were shared with the participants on specific sectors like:

Blockchain for Digital Identity, Banking, Supply Chain, Escrow Services, Governments – Voting, Governments - Land Records, Legal Services, Insurance, Secure Transactions with Multi-Signature Approvals, Provenance, E-Commerce Authenticity Verification, to name a few.

This workshop was designed for CXO's, VPs, Directors, Senior Management, Middle Management, Project Managers, Business Analysts, Technical Architects and others basically to understand Blockchain technology, its impact in the enterprise, Blockchain use cases in different industry verticals, learn to analyse if a use case requires Blockchain, and learn the process of implementing a Blockchain based solution.

All participants were awarded Participation Certificates.



## Merchandise Exports from Karnataka Meeting

July 10, 2019



**Mr. Devesh Agarwal, President-BCIC sharing his thoughts at the session**

A meeting was convened under the Chairmanship of Ms. Gunjan Krishna, IAS, Commissioner for Industrial, Development & Director Industries & Commerce, Government of Karnataka in Bangalore to deliberate on how to enhance Merchandise Exports from Karnataka which has seen a downward trend in the recent past.

The brainstorming session focused on how to develop an action plan and chart a roadmap for improving exports globally, thereby increasing Karnataka's share in the National exports.

Statistics indicate that Karnataka's merchandise exports are showing a downward trend for the past four years. The share of exports is down to 5.4 percent during 2018-19 from 7 percent during 2014-15.

At the meeting, industry leaders and trade and business association drawn from different verticals shared thoughts on how to draw an action plan to improve Merchandise Exports share from Karnataka.

Mr. Devesh Agarwal, President, BCIC highlighted several pain-points that the industry is facing due to policy issues. He requested the Government to have a re-look at few policy issues that will improve exports climate in Karnataka, especially in sectors like agriculture, electronics, textiles, auto components to name a few.

Mr. S R Satheesha, Managing Director, VTPC, Bangalore and Mr. J V Patil, Additional DGFT were also present at the meeting.



## New Industrial Policy: BCIC Submits Suggestions/recommendations to Karnataka Government



**Mr. T R Parsuraman, Senior Vice President-BCIC Submitting recommendations to Ms. Gunjan Krishna, IAS, Commissioner for Industrial, Development & Director Industries & Commerce, Government of Karnataka**

The Government of Karnataka will announce the new Industrial policy for the fiscal years 2019-24. The State Government is very keen to introduce a policy which is comprehensive in nature as far as less regulation, seamless ease of doing business, supplementary incentives, industry and workforce friendly.

In this backdrop, the State Government recently meet trade and business associations based out of Karnataka to understand the needs of the industry and incorporate the same to formulate the new policy which will foster faster and better industrial promotion in Karnataka.

Ms. Gunjan Krishna, IAS, Commissioner for Industrial, Development & Director Industries & Commerce, Government of Karnataka met industry captains from Bangalore Chamber of Industry and Commerce (BCIC) to seek inputs on issues and concerns relating to industry for the proposed new Industrial Policy 2019-24.

### **MSMEs: Challenges and Opportunities**

If "Make in India" campaign has to be successful then the only way to achieve it is by promoting MSMEs – Micro, Small and Medium Enterprises in India.

The easiest way to alleviate poverty and increase disposable income of average Indian is inclusive economic growth and comprehensive job creation. And the easiest way to do so is - Encourage MSME sector in manufacturing.

The contribution of Micro, Small and Medium Enterprises to country's economy is significant. According to SMB Chamber of Commerce and the Ministry of Micro, Small and Medium Enterprises, India has more than 48 million SMEs, which contribute 45 pc of industrial output. The growth is remarkable, but there are several hurdles SMEs need to clear on the road to success.

### Opportunities for MSMEs in India

- They can prove to be the vehicles of growth for India, inclusive growth and entrepreneurship in India.
- Labor intensity of MSMEs is 4 times higher than that of large firms. India is one of the best play-grounds for MSMEs.
- Institutional finance of USD 418 million to be utilized by India for strengthening MSMEs.
- India is a vast and diverse country with dollops of opportunities at every turn. SMEs can get a diverse manufacturing base in India.

Challenges faced by MSMEs can be more vividly and clearly expressed by the reforms needed to boost them.

#### Short term challenges and reforms

- The definition of SME is very narrow. Broaden the definition of SME by doubling the present threshold investment in Plant & Machinery.
- SMEs often face tight liquidity situations. Interest subvention for exports, tax breaks for investments in lease and capital goods.
- Until now there was no focused budgetary planning for SMEs. Capital Gains Tax exemption and One Time Settlements should be introduced.

Lack access to capital. Following few steps can be taken to improve their access of capital.

- Include loans to all SMEs under Priority Sector Lending.
- Classify loans to Food and Agro processing units as 'Direct Agri' to reduce cost to credit.
- To improve global competitiveness of SMEs link refinance rate with LIBOR based international rate.

### Long term challenges and reforms

#### 1. Growth enablers

- SMEs often shy away from use of technology for various reasons. Lack of capital and expertise being chief among them. That can be addressed as follows.
- Simplified norms and incentives to invest in cutting edge technology ventures for alternate sources of capital like Private Equity, Venture Capital, Angel Funding and focused investment fund.
- Set up mechanism for small firms to convert their trade receivables into liquid funds and improve their finances.
- SME often face lack of resources and they do not follow the best practices. Improve shared resource pooling for tools, testing, marketing to help small firms reduce business overheads.

- No ease of doing business. To improve the ease of doing business, implement SME specific guidelines to deal with stressed assets.
- Lack of contemporaneous laws often hinder the growth of SMEs and entrepreneurship. Reform archaic labor laws linked with various acts like The Factories Act 1948, The Industrial Disputes Act 1947 into a single labor code.

#### 2. External Linkages.

- Indian SME tend to be cocooned up in their own shell. Initiate tie-ups with overseas MSME clusters and industrial establishments and increase SME presence in industrial fairs to improve export potential.
- Students of professional courses like Engineering and Pharmacy are often unaware of the industrial scenario. Industry-Academia collaboration through PPP to promote cost-effective technology up gradation and incubate small units with Intellectual Property potential.
- Lack of partnerships and such tie-ups in SMEs. Promote partnership among industry associations and trade bodies to roll out skill development programs for small business.

#### Top Barriers for MSME: International Market

Some of the Top Barriers for any MSME today to enter International Market are as listed below:

1. Meeting export product quality/standards/specifications.
2. Shortage of working capital to finance exports.
3. Inability to contact potential overseas customers.
4. Identifying foreign business opportunities.
5. Unfamiliar foreign business practices
6. Complicated Service Tax, Customs, shipping, exports procedure/paperwork.

Several Studies have indicated a few critical challenges faced by SMEs. Dearth of easy finance and credit instruments; Limiting regulatory policies; Unavailability of modern, affordable technology; Lack of basic infrastructure facilities; Absence of exclusive marketing platforms and distribution networks; Inflexible labour laws and availability of affordable skilled labour.

#### Funding options

Though the government has specified schemes to fund businesses, what is lacking is the awareness. Most of the times, businesses are set up with minimum capital, but when something doesn't work fine, businessmen will be under pressure to go for extended financing.



### Regulatory framework

The government is making all out efforts to check multiple processes of setting business. Strict regulations threaten the business landscape. Implementing the 'Make in India' campaign in letter and spirit, India has taken the initiative of improving 'Ease of Doing Business' by heavily cutting down documentation process. It has reduced the mandatory documents required for import and export of goods to three documents each.

Based on the recommendations of the report, the RBI has agreed to do away with the 'Foreign Exchange Control Form (SDF)' by incorporating the declaration in the 'Shipping Bill' (for exports) and dispensing with the 'Foreign Exchange Control Form (Form A-1)' (for imports).

### Technology adoption

Despite the increasing adoption of newer technologies by large enterprises, the small enterprises are not very confident about the prospects of technology. They lack the trust. They often ask: What if technology fails and our business flops". Technology providers need to build confidence with fool-proof methodologies and techniques to minimise fail-impact on overall business, or have a back-up plan.

### Infrastructure

One of the major constraints for SMEs is lack of infrastructure facilities and the absence of marketing platforms.

### Single window

Though there is a single window clearance system introduced by the State Government we still need to get permissions from other departments which delays project implantation.

- The organizational structure of KUM requires a relook. It is suggested to have an IAS officer of the rank of Principal Secretary to head the organization with a direct reporting structure to the Minister of Industrial Development.
- There is a need to vest greater powers with the officers of KUM to grant approvals as also to bring in greater accountability.
- A grievance redressal portal should be set up which reports progress on various cases uploaded to the Minister of Industries. This will greatly enhance accountability and ensure speedier resolution of investor issues.
- Other approvals such as construction permits and building plan approvals should also be brought under the direct ambit of KUM with powers to grant approvals.
- Convene regular meetings either fortnightly or on quarterly basis of Advisory Council for Infrastructure involving Chambers

### Single Window Effectiveness

- The person representing the department should be empowered enough with latest information and forms. The departments should keep him completely updated.
- When the representative takes an application, he should be reasonably clear that all information has been filled up and that the application is complete in all respects. It should be forwarded to the main department only for approvals / decisions and not for verification.
- The representatives from other departments can be present in KUM on a particular day every week. This would ensure that senior, knowledgeable and decision makers are given this role. Presently it could be junior officer since he is supposed to be present in KUM all the time. One junior officer can be there just to ensure that the forms are complete in all respect when an entrepreneur submits.
- All questions should be asked in one go. Many times the applications are returned with some additional questions. Should be one-time process and not repetitive process.
- All clarifications should be asked in writing and if there are meetings, it should be minuted and shared with the client.
- Once an application has been approved, all modifications and amendments should have faster service levels and clearances. It should not again go through all the processes.
- Once an application has been cleared, it cannot be reopened at the time of the launch of the project. At that stage a separate check list should be there just to validate critical compliance.
- KUM can even consider having a Committee with Members from ROC, Excise, Customs, FDA and other central departments to help units registered in Karnataka to get faster clearances.
- KUM can set up a Facilitation Committee consisting of Members from CII, FICCI, BCIC, etc. It should meet monthly to discuss all common / procedural issues.

### Ease of Doing Business

- The ease of doing business should be benchmarked against countries like Singapore.
- Key officers engaged with approvals can visit Singapore to understand its processes and effectiveness.

### Forms and Application

- Complete due diligence needs to be done on all the forms from all departments. The applications can be consolidated. Needless and repetitive questions to be

avoided. All questions relating to profiles can be asked in the face sheet – say Part A. That should have complete profile including MOA, agreements, proof of IDs, etc.

- As far as possible parallel processes should be followed. Many times the application proceeds sequentially. The departments can process simultaneously. E.g. building approval and approval by fire department.

### Service Levels

- Service levels (time limits) to be set for each service and application. In central government, the onus got shifted when the due dates were fixed for each service.
- Beyond the due date, it is considered as approved. This puts the pressure on the departments to clear.
- We should have categories of deemed approvals.
- Service levels should be defined for various complexities in terms of size of the project, technology (in the case of pollution), land related issues, and waiver related issues.
- All departments to develop checklist for submission and approval. This should be available publicly.

### Official Portal

- The website should be an informational as well as transactional and tracking site. Applicants should be able to track the status of the applications.
- All forms to be made available on the website.
- It should have complete citizen charter with details of all relevant officers for various services.

### Empanel Consultants

- KUM can have empaneled consultants, especially for Pollution Control, Power Connection, Tax related issues, etc. They should certify that the application is complete in all respects and true. They should be held accountable.
- These firms could be selected through a system of empanelment by a committee of senior officials from all concerned departments. They can set stipulations for empanelment.

### Feedback Reports

- There should be comprehensive reporting of the applications and applications status. It should be automatically generated.
- All delays should be tracked / reviewed at Committee level, at one level above.
- A periodic review should be conducted at KUM level to review repeat delays at certain stages and departments, and come with suitable suggestions.

### Communication to Stakeholders

- In spite of doing all this it is possible the perception among the investing public is not positive. KUM should be active part of all Exhibitions, Conferences, and Summit and try to communicate to all stakeholders the investment promotional efforts and the streamlined processes
- The Center for Public Policy (CPP) of IIM Bangalore will be keen to be associated with KUM in implementing some of these suggestions for 6 months.
- IIMB would like to be mandated to assist KUM in this regard.

### Karnataka State Pollution Control Board (KSPCB)

Environmental Procedures: Bring more clarity to norms thereby leaving no scope for interpretation. Pollution Control: Are very strict and we need to change according to current requirement

### Hazardous & Other Waste:

Under these rules, there is difference in interpretation on Other Waste. Rule was originally intended for import & export of waste, interpreted as applicable for domestic waste by KSPCB. Rule applicability by other states only for import/export of waste, but KSPCB has different stand. For Other waste, there is no authorized vendor to pick waste.

Recommendation: Provide clarity in rule to meet expectation, same as originally intended by CPCB / MoEF.

### Plastic Waste Rules

Unclear direction from KSPCB of rule. Lead time for registration for PRODUCER is more.

Recommendation: Ensure frequent updation of Authorized vendors list.

### CFO / CFE

Lead time for approval is more.

Recommendation: Reduce lead time in granting consent and authorizations, queries should not increase lead time.

Karnataka Ground Water Directorate (Ground Water Authority) NOC for use of Ground water pending since long time, no action from Govt. Agency

Recommendation: NoC to be issued for usage for industries having RWH initiatives at least during emergency.

### Karnataka Electricity Regulatory Commission (KERC)

Policy / schemes in power sectors currently unstable.

E.g.: Retrospective rule changes regarding Open Access Solar power. Order – KERC No. S/03/1 dated 18th Aug 2014.

Recommendation: Maintain consistency in policy / scheme across power institutions. (KERC/KPCL/KPTCL/ESCOMS/KREDL)

## Solar Renewable Energy

Roof top solar energy generation is having many restrictions especially for more than 1MW under net metering scheme.

Recommendation: Promote more Roof Top solar through net metering systems and not limit capacity to 1 MW.

## Foreign Trade Policy (FTP)

Import of second hand goods (other than capital goods) is restricted and importable only against the authorisation from DGFT.

Recommendation: Allow some percentage of second hand goods import (without authorisation) by auto component manufacturers, for the purpose of quality analysis and benchmarking.

Percentage may be fixed based of the export turnover of the company.

Import of such second hand goods may be restricted to the similar products line of goods manufactured by the importer.

## Labour Laws

Working Hours for Women Staff: Ambiguity in permission for female work force deployment in the shifts (second & third)

Recommendation: Set clear rule/guidelines providing optimum flexibility for female workforce deployment round the clock (any shift).

## Prior DOF

Approval for making employees do OT, (OT exemption from DOF Under section 65(2))

Recommendation: Keep strict rule. Ask for periodic submission of OT report. Take action if any abnormalities are found. (No need of taking prior approval periodically).

Amendment in Retirement age from 58 to 60

Recommendation: Restrict Retirement age to 58.

No time line target for CoD conclusion.

Recommendation: Specify the Target date to completion of CoD in fiscal year. If not intervention of third party & also time line for that also.

No recommendation in law for performance based pay.

Recommendation: Performance based pay for blue collar is a tool for skill development & continuous improvement. Introduce Appraisal scheme

Clarity in Law to discharge medically unfit person from his roles (Medical Separation)

Recommendation: Establish clear procedure for handing medical separation cases.

Under the maternity act; Crèche facility to be provided

a) Min. no. of employees (Male/Female).

b) Provide Uniform to Children

c) Outdoor games to children

d) Nursing break

Recommendation:

a) 50 should be only married Female employees number

b) Not recommended

c) To define no. of time nursing interval & duration.

## Apprentice Act

a) Submission Apprentice forms related to registration and examination in both manual and soft (portal) form.

b) Lack of female work force suitable for auto parts manufacturing industry.

Recommendation: Apprentice Act

a) It is causing duplication of activity and causing huge man hours.

b) Introduction of Subsidised education system in Technical fields focused on encouraging female candidates to choose manufacturing industries.

## Factories Act

Prior DOF approval for making employees do OT, takes huge man-hour.

Recommendation: Keep strict rule. Ask for periodic submission of OT report. Take action if any abnormalities are found. (No need of taking prior approval periodically).

## Others

Submission and preservation of documents to various agencies / departments / ministries.

Recommendation: Level up IT & encourage digital submission.

## Pay for Performance

Protection of working class through archaic laws and slow resolution system worsens performance of the workforce year on year.

Lack of commitment to improve performance / productivity will either phase dependency on workforce or investors would prefer to go for higher automation, despite of availability of workforce.

Recommendation: Government should make Performance Management System compulsory to consistently improve competitiveness of Indian working class compared to other developed/developing countries (China !!) India should become "Country of Choice" for the investors for its "reliable workforce".

## Documentation / Approvals

Dependency on physical document (papers) and personal presence costs huge time and money.

Recommendations: Level up IT to surely achieve “zero paper” consumption, “faster decision making”, reliable storage and retrieval of documents.

### Labour Laws:

- Introduce differential Minimum wages based on city, district and rural areas.
- Multiple and staggered inspections by different departments should be avoided.
- MSMEs employing upto 50 employees should be exempt from maintaining cumbersome records, furnishing returns and maintaining registers.

### Transparency in construction permits

- Laws are confusion
- Laws related employing contract labour should be relaxed

### Procuring Land

- Procuring of Land is still very difficult in our state
- Cut-down land acquisition time so that projects are implemented quickly
- Develop effective and efficient industrial areas by involving different expert agencies

### Sakala Initiatives

More Departments and services should come under the purview of Sakala which assures approvals on set timeframes.

Karnataka Government is investor friendly and should use this image to get more investments from:

- Services sector which continues to thrive and remains a dominant contributor to the economy. This sector needs to be incentivised further so that it will contribute directly to the growth of the state economy.
- A huge opportunity exists for manufacturing expansion in our state
- Regionalisation of Industrial growth in District Karnataka- Infrastructure, Tax incentives and Labour migration policy must facilitate new investments to go away from Bangalore and also motivate existing investments to relocate- e.g. Textile garments to Davangere
- Sectoral policy to be outlined to boost growth of the sectors where Karnataka is strong- Machine tools, Aerospace, Biotechnology, R&D, Automotive, Die-mould
- Debottleneck Industrial park infrastructure development and provide road, rail, telecom connectivity to motivate planned investments to materialise
- Create Cluster of ancillaries around Large OEMs to improve supply chain growth- e.g. Hyundai Car at Chennai

- Relocate congested parks like Peenya and incentivise by automatic land allotments to such investors to outskirts on Tumkur Road.
  - Power Tariff: Addressing issues of repeated tariff enhancement without looking at the root cause of T&D losses. Karnataka’s T&D losses are among the highest in the country. T&D losses need to be capped and ESCOMs need to be held accountable to control losses within the mandated threshold.
  - Rejuvenation of Lakes: Fast tracking rejuvenation of lakes on a time bound basis. Identify two or three lakes and work to rejuvenate them in a 90-day time frame
  - City Mobility Infrastructure: Address issues of traffic infrastructure – create elevated corridors to manage traffic thereby reducing load at ground levels. While this is not acceptable to many citizen forums, there is no other option left to the city to address this burning issue. A time-bound effort needs to be undertaken to build consensus on options that can be implemented. At least 50% of all arterial roads in Bengaluru to be converted to TenderSURE roads.
  - Solid Waste Management: addressing the entire problem of waste management is a long term effort. However, it would be good to select 5 to 7 wards and make them model wards in terms of waste management.
  - Farmer Loan waiver: in order to ensure transparency and the funds reaching the intended beneficiaries, an arrangement be made for Direct Benefit Transfer. This will go a long way in bolstering the image of the Government.
  - Enabling infrastructure creation for rapid development of industry: Fast tracking establishment of (i) Tumkur Industrial Node across ~9,000 acre and (ii) Machine Tool Park in an extent of ~500 acre at Vasantha Narasapura Industrial area, Tumkur.
  - Ease of doing business: Speedy completion of Single-window clearance for projects under Karnataka Facilitation Act, 2002, through online portal including registrations and approvals of 15 line departments. This would also include creation of a detailed Guide to Investors on setting up of Industrial Enterprise providing holistic information on infrastructure, registrations, approvals, etc., on single window portal
  - Digital connectivity: The telecommunication network in the State is reasonably good to good. However, many schools, especially primary schools, are not able to leverage the connectivity. One computer centre should be enabled at every primary level school.



- Chamber outreach: Reach out to Chambers of Commerce in the State, especially those that are outside Bangalore and work to build relationships and partner with them with the intent of getting grass root level inputs from them to form a comprehensive representation to the State Government. Target to hold a Conclave of Chamber of Commerce sometime in January – February time frame.
  - Minimum wages: Address the issue of minimum wages in some manner. The minimum wages set by Karnataka is very high, especially in comparison to the neighbouring States. This could result in a slowing down / reduction of investments into Karnataka.
  - Sharpen focus on Skilling of employees: The State needs to have a targeted plan to ensure that skilling of youth is done along lines of the needs of the industry, resulting in twin benefits i.e., (i) unemployed youth are skilled and can be employed and (ii) the cost of operation of industry comes down because they will get “industry ready” employees. This could even support an increase in minimum wages without unduly impacting the viability of industry. Setting up self-sustaining social enterprise at each Taluka level to provide a vehicle to bridge the gaps in livelihood and jobs through skill development.
  - Airport connectivity: Brainstorm to create an approach paper for creating viable operating model for airports at District Headquarters. Enhance district-wise helicopter service network in the state.
  - Labour reforms: Create a time bound focus group that will discuss the labour reforms which should address the two issues (i) ensuring that an adequate safety net exists for workers and (ii) flexibility is provided for industries to manage their workforce without needing to approach Government for approvals for downsizing.
  - Leverage diversity of agriculture to enhance growth and exports: The State has varied climate zones which enable diverse cultivation of Fruits and Horticulture. This needs to be supported so that the transit losses are minimised and yield for the cultivator can be enhanced. Strengthen forward and backward linkages in the value chain e.g., e.g., seed supply and animal care network; fertiliser and plant protection network; network to disseminate and support technology intervention; network to provide access to appropriate credit facilities; produce collection and processing networks (shared services for value addition); network for storage and finally network for marketing produce (Both processed and unprocessed)
- National**
- Defence: Create a comprehensive approach paper for making Offsets effective and industry friendly. These are currently being cornered only by PSUs and with the defence sector opening up, this should be enabled to be accessible by the Private sector as well.
  - Roads: Identify areas in the State where Road connectivity needs to be improved and pursue with the Central Government (Ministry of Highways) to accelerate the development of these roads. BCIC can create a monitoring and tracking mechanism in order to ensure that time lines are adhered to.
  - External Affairs: Brainstorm to identify Foreign Policy Issues that are affecting industry and push to have them resolved with the intervention of Ministry of Commerce and External Affairs.
  - Policy to focus towards growth of CAGR 12 to 15 percent.
  - Encourage manufacture of Li-ion cells by special incentives and create SEZ zone to invite members outside India to participate
  - Solar/ Wind power -special incentives
  - Introduce GPS enabled signals to mitigate Traffic. Attract investment for designing and maintaining
  - Overhead road crossing in all critical roads to ensure safety of public. Cycle tracks
  - RWH – special incentive and also make it mandatory
  - Industry and School friendly mutual timing
  - Industry participation in areas of infrastructure, water, gardens and Roads, infrastructure





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