



Message from the Director General

Dear Members,

India is transforming at a rapid pace. As per latest Press Release of RBI, India's GDP growth is really strong. This can be linked to decline in inflation rate as well as in commodity prices. GDP growth, however, is a measure of overall performance. Two sectors – agriculture/rural and listed corporate have seen slower growth in the recent past. According to the Economic Survey presented in the Parliament on February 26, 2016, agriculture which is still principal means of livelihood in India, grew at a rate (-) 0.2% in 2014-15. Also, manufacturing capacity utilization, which is expected to provide more jobs on the back of the 'Make in India' push has been low at 70%. Under such a backdrop, performance of the economy becomes more complex to assess. Let us hope that better implementation of good regulatory measures makes domestic economic performance more stable and broad based in coming years.

The Economic Survey also reveals that as per the information of the Department of Agriculture, Cooperation and Farmers Welfare for 2015-16, the production of food grains and oil-seeds is estimated to decline by 0.5 per cent and 4.1 per cent respectively, while the production of fruits and vegetables is likely to increase marginally. This implies need to focus on agriculture. Given this, Bombay Chamber recently conducted a seminar in Pune on "Entrepreneurial Opportunities in Agro & Food Processing Sector for Inclusive Market Oriented Development".

The Goods and Services Tax is the biggest indirect tax reform since 1947. The vision for GST also involves a digitized administration, Chamber is organizing a seminar on "Gearing Up for GST" for the benefit of its members in the month of May. In addition to functional aspects, the event will also provide deeper insights into the IT strategy adopted by the GSTN.

E-waste is a relatively new term, with impetus provided by the boom in Information Technology (IT). The Chamber is holding an event on E-waste Management which will focus on the "beyond compliance" scenario. The event will also highlight simple yet effective ways to manage and handle - waste at individual and corporate levels.

We are happy to share with you that the Chamber's 180th AGM is scheduled to be held on May 13, 2016 in Mumbai.

Let me conclude with an appreciation of our members unstinted support for our activities and events. We look forward to the same and more in future!



Vijay Srirangan

Chamber Happenings

Entrepreneurial Opportunities in Agro & Food Processing Sector for Inclusive Market Oriented Development" at Pune

Looking at immense scope in agro & food sector, the Agriculture Committee of Bombay Chamber of Commerce & Industry had recently conducted a seminar on "Entrepreneurial Opportunities in Agro & Food Processing Sector for Inclusive Market Oriented Development" in Pune.

This was a FPO (Farmer Produce Organization) Focused Program with the objective of Enabling the Farmers/Aggregators to be a part of the Value Addition Chain by engaging them as new age food entrepreneurs.

This Program was sponsored by NABARD-National Bank for Agriculture and Rural Development and MSAMB-Maharashtra State Agriculture Marketing Board.

The Seminar was supported by Maharashtra Agricultural Competitiveness Project (MACP), Small Farmers' Agribusiness Consortium (SFAC) and MAHA Farmers Producer Company Ltd.

The Program was inaugurated by Vikas Deshmukh, Commissioner, Agriculture, Pune and attended by 60 farmers from different Farmer Produce Organizations of Maharashtra, Food Processing Companies, banks and academicians.

Chinese Asset Management Delegation

The Private Equity, Venture Capital and Capital Markets Committee of Bombay Chamber hosted a Chinese delegation consisting of representatives of leading Asset Management companies from China. A total of 25 Chinese delegates participated.

Bombay Chamber facilitated a discussion on regulatory topics concerning the Asset Management industry and access to India Capital markets through FPI and PE route. The well structured discussions put together for Bombay Chamber by PIVOT management consulting covered the Role, History and engagements of BCCI, India macro, FPI and PE Access to India, Legal Structures and Tax issues relating to FPIs.

The event witnessed a vibrant question and answer session between the delegates and the speakers. Each session was followed by Question & Answers that included questions pertaining to Corporate Debt, Currency depreciation or Appreciation, documentation concerns and simplification for Foreign Investors, Tax Implications involved if foreign investors invest through Mauritius or Singapore or Direct Investment. Further Mr. Vijay Srirangan and Mr. Ashith Kampani have offered assistance

Chamber Happenings *contd....*

in form of Roadshows, Tele-conferences. The discussion evoked great interest amongst the delegates.

Workshop on High Impact Presentation Skills

Dr. Lata Shetty, Director, Mainstream Training Centre conducted the captioned workshop on behalf of ETDW wing of Bombay Chamber with an objective to transmit skills to attract audience attention and fulfill presentation purpose, increase confidence level of participants through Neuro Linguistic Programming (NLP) techniques when making presentations, to help acquire skills of making audience centric presentation, to develop platform skills through video shooting – self-assured body language, eye contact, purposeful movement and to improve the ability to make intelligent use of voice – audibility, vocal variety, energy in the voice.

Awareness session on Marine Cargo Insurance and Related Claims

Shipping & Logistic Committee of Bombay Chamber organized a half day awareness session to enhance understanding of Marine Cargo Insurance and Claims settlement process for the focussed exim trade community and logistic operators. Mr. Ranjit Gangadharan, DGM; Mr. Rakesh Kumar, Chief Manager and Mr. Lalit Talan, Asst. Manager gave many illustrations while insisting on specific features of marine cargo policies.

Forthcoming Programme

An Overview on Competency Mapping - May 18, 2016

Ryan Barretto, India's first Strategic Strengths Coach and an HR professional with 20 years of experience of Corporate is going to conduct the captioned event with objectives to understand the fundamentals of Competency management, the process of Competency Mapping & Profiling and accomplish the integration of Competency profiling to HR applications.

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Managing & Retaining Key Customers- May 26, 2016

Key Customer Account Management has become a strategic initiative in market-oriented companies. HRM Committee of Bombay Chamber organises Workshop on Managing & Retaining Key Customers at Ballard Pier. The workshop will cover management of key customers; spotting high growth potential accounts & mastering the tricks of relationship and retention marketing."

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Workshop on Customer Relationship Management using Digital Signals - May 26, 2016

UKIERI committee is organizing the workshop on "Customer Relationship Management using Digital Signals". Customer is at the centre of business process. Managing your customer is essential for sustainability of your business. Though most of the companies follow various ways to acquire and/or retain customers; very few realise how customers can actually help them manage their business well. Innovation in products/services, market expansion and diversification of services all can be supported by your interaction with your customers and now a days this interaction is prominently carried through digital media. To understand how is this actually possible, do attend this workshop.

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Certificate Course on Leadership & Accountability - May 27, 2016

Often people want to be leaders but do not want accountability. The truth is we cannot have leadership without accountability – they are 2 sides of the same coin. Clarity in accountability comes when we first relate it to our personal life. We ourselves are responsible for our successes and failures to a large extent.

To sensitize participants about how critical is accountability in leadership for success at a personal, departmental and organizational level, it is being organized.

Faculty: Dr. Lata Shetty, is the Director, Mainstream Training Centre.

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Event on E-Waste to No-Waste: Contributing to End-of-Life Solutions - June 17, 2016

The sustainability & CSR Committee is organising the event on E-Waste management and handling in Indian industry which will focus on the "beyond compliance" scenario. The objective is to highlight simple yet effective ways to manage and handle e-waste at individual and corporate level. The event is envisaged to bring in electrical & electronic manufacturers', e-waste recyclers; NGOs working in this sector who will throw light on the various ways manage e-waste.

The senior officials from the Ministry of Environment Forest and Climate Change and Ministry of Information Technology; Central Pollution Control Board and private market players who will share their ideas and thoughts on ways to manage and handle e-waste which is a potential hazardous waste being accumulated at an alarming rate. It would be a one common platform for all stakeholders related to e-waste in one or another form who will come together and take a pledge to safeguard the environment.

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