



THE BOMBAY CHAMBER OF COMMERCE & INDUSTRY
PRE-BUDGET MEMORANDUM 2024-25
MACRO SUGGESTIONS

	Subject/Topic	Issues	Suggestions
1	<p>EDUCATION, TRAINING & DEVELOPMENT: Impetus to Technological Innovation (for social good) being nurtured at educational Institutions, its optimum utilisation and giving shape to a sustainable commercial model for the same by bringing-in Private Corporates, as partners.</p>	<ul style="list-style-type: none">• The advent of (a) Government's Start-up India initiative (b) A fad/enthusiasm to solve India's social problems (with a view to achieve the SDG goals) has resulted in: springing up of a lot of innovative ideas (especially technological & patent driven) -- mostly at the Educational Institution/University Level (with some projects succeeding way past the pilot level) .• In a bid to scale the innovative solution for the masses the route adopted by these Educational Institutions / Universities is one that of creating and promoting Start-ups (mostly by just out of college students entrepreneurs) mostly inexperienced both @ Corporate World and also as entrepreneurs.• These innovation research projects run by in-experienced start-up founders often fail in the real world (i) not ready for the long-run; and also (ii) lack guidance from the Corporate World.	<ul style="list-style-type: none">• Involve Private Corporates with Educational Institutions/Universities for supporting such innovations (a) Not just at research level, but also (b) For mass production and (c) for reaching out to markets.• Encourage technology and patent transfers from educational institutions to private corporations, once the idea has succeeded the pilot test. The idea is to let the commercialisation of the product/service be the responsibility of the Corporates (with due credit of origination to the Institution, Professors and the Students) rather than being put on the shoulders of inexperienced Start-up founders.• Incentivise & encourage both, the Educational Institution Project and the Corporates for entering into bilateral projects. The students working on the

			<p>project may also be absorbed in jobs by the corporates.</p> <ul style="list-style-type: none"> ● Higher allocation must be given towards education to make the current and future youth employable. We need many more government colleges so that India does not suffer from brain drain and foreign exchange losses. All government teachers must have certain criteria for upgrading their knowledge and teaching methods from time to time. ● A few chapters must be introduced in all schools on good hygiene and living style, including keeping the environment clean, driving etiquette on the roads, living sustainably, dining table manners, personality grooming etc. ● R&D should be promoted through tax incentives and other initiatives. A part of the incentive should be given only once new patents are taken.
2	STARTUPS	Most Start-ups requiring huge funding at an early stage, face two major issues: (a) A situation of: The presence of only Co-founders and an Angel / PE / VC Funder (b) A low / single-digit equity stake of Co-Founders.	<ul style="list-style-type: none"> ● "Provide for the formation of a Board / Promoter Group with representation of Relatives, Friends, Advisors, Technocrats, Financiers, Industry representatives etc. (chosen by

			<p>Co-Founders) as a prerequisite for fundraising from Angels / VC / PE.</p> <ul style="list-style-type: none">● The Promoter Group should also be mandated to hold a minority stake at the time of first fund-raise ... say 10% which should increase over time ... say 15% to 20% in 4 to 5 years and further on. This would enable -- to have some trustworthy well-wishers as financiers in the Promoter group. This provision would avoid the situation -- of the company having -- Just Co-Founders and Angel / VC / PE funds. There would be two groups playing different roles.● Presence of a Promoter group (instead of just Co-Founders) would give a better decision-making power and wisdom to the Co-Founders in front of the funders.● The situation of Low / Single-digit Co-Founder holding can definitely be avoided when there is a Promoter Group in parallel to the funding group.● Possibility of attracting better quality funders with the presence of a Promoter Group.
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<p>3</p>	<p>SUSTAINABILITY AND ENVIRONMENT:</p>	<p>India will require greater emphasis on recycling of various types of waste segregation and waste processing.</p>	<ul style="list-style-type: none"> ● Government bodies should invest significantly in waste collection, waste segregation, and education for waste management at source. Segregated waste will be far easier to recycle and India has a potential to increase the recycling industry by USD 100 billion. ● Higher allocation on Effluent treatment to get better quality water from the wastewater and ensuring ETP plants in every nook and corner of the country so that water bodies do not get impacted. ● Incentives for component making for Mobile phones, solar modules, EV batteries. India has incentivised the assembly of finished products, and it is time to create component manufacturing as almost everything is coming from China. ● Increase in customs duties for products that can be made in India, but China is dumping them at low prices in India to prevent the Indian industry from mushrooming and competing at a global level. ● City infrastructure for Top 10 cities must be focused so that
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4	AGRICULTURE		<ul style="list-style-type: none"> • Straw waste burning can be curtailed through setting up plants at multiple locations in Haryana and Punjab by giving assurance to raw materials and providing some incentives. • Farmers should be given higher incentives for sourcing of machines than urea/fertilizer. Also, we should continue to educate our farmers on ways and means to automate farming.