



POWERING PROGRESS THROUGH PLASTICS

Report on
AIPMA MSME Financial Conclave 2019 - HYDERABAD

8th September, 2019

HOTEL TAJ Deccan, Banjara Hills, Hyderabad



- Our AIPMA MSME FINANCIAL CONCLAVE 2019 – HYDERABAD was second event of series in year 2019,
- First successful event of the series was conducted in Mumbai at Taj –Santacruz on 26 July 2019.
- Upcoming events planned in series of year 2019 are on 8th November at Kolkata and Followed by New-Delhi that will encompass all zones of India



BUSINESS CONCLAVE
AIPMA MSME FINANCIAL CONCLAVE 2019 - HYDERABAD
Modern Financial Tools for Growth



SUPPORTED BY:



HDFC Bank's Role & Responsibility in MSME development in AP & TS.



Pavan Kumar Chillarige
Senior Vice President



SIDBI's schemes of assistance



Kameswara Rao
Asst General Manager



"Interactive session on The Invoice Finance Advantage: Collateral-Free Trade Finance made Easy by Drip Capital"



Nath Kakani
Regional Sales Lead, South



"Investment Opportunity in Jharkhand Plastic Park"



K N Jha IAS
Director, Industries, Govt. Of Jharkhand



Assam Plastic Park, Tinsukia, Assam



Virendra Mittal, IAS
Assam Plastic Park, Tinsukia, Assam

KNOWLEDGE PARTNER
CA Manish Kumar Poddar

Credit & Financial Discipline for Bank Borrowings



CA Manish Kumar Poddar
Senior Partner, SDP & Associates

SUPPORTED BY



Conclave objective

- AIPMA has created this platform designed to channelize modern Financial products & services for plastic industry fraternity and take advantage of the same.
- This program shall bring on platter a wide range of modern financial offerings from banking industry, rating agencies, capital markets/stock exchanges, professional knowledge services, expert advice, international trade finance, business/credit insurance, hedging tools, forex management etc.
- Direct interaction between financial service organizations and MSMEs for Plastic Industry.

KNOWLEDGE PARTNER

CA Manish Kumar Poddar

Special Session for One to One Meeting of Bankers & Delegates

Who should attend?

- Decision makers, CFO, Head finance department & Finance Professional engaged in plastic industry.
- 200+ Industry Participants expected.

Date : Saturday, 7th September, 2019

Time : 09:30am Onwards

Venue : Hotel Taj Deccan, Road No. 1, Banjara Hills, Hyderabad, 500034.



*** Limited Seats available**

*** First come First Serve**

CONTACT FOR PRE-REGISTRATION

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THE ALL INDIA PLASTICS MANUFACTURERS' ASSOCIATION
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Marol, Andheri (East), Mumbai - 400 093, Maharashtra, INDIA.

On 7th September, 2019, The All India Plastics Manufacturers 'Association organized a Financial Conclave at Hotel Taj Deccan - Hyderabad. Our Title sponsor for Hyderabad event were HDFC BANK.



Event Was Supported By Government of India, Ministry of DCPC, Ministry of MSME, NSIC Financial Institutions namely, Drip Capital Services PVT. LTD. , SIDBI and Major Plastic Parks - Jharkhand Plastic Park and Assam Plastic Park were also sponsors and speakers at event. Knowledge Partner was CA Manish Poddar for the event to bridge industry and financial world. Logo support was received from 9 South based Plastic Associations for our event.

- FTCCI
- All India Flat Tape Manufacturers Association
- Canara Plastic Manufacturers & Traders Association
- Karnataka Small Scale Industries Association
- Karnataka State Plastics Association
- Kerala Plastic Manufacturers Association
- Chennai Plastics Manufacturers' & Merchant Association
- The Tamil Nadu Plastics Manufacturers Association
- The Tamil Nadu PVC Pipe Manfrs Assn
- Telangana And Andhra Plastics Manufacturers Association

The conclave was attended by 200+ entrepreneurs from the Plastic Industry.

Registration started at 9.30AM and the programme began at 10AM and Delegates rolled in with full strength to make houseful event.



Inauguration was done with the lighting of the lamp, where in our dignitaries Dr. PGS Rao – Director DCPC, Shri Virendra Mittal IAS – Assam Plastics, Shri K N Jha of Jharkhand Plastic Park, Shri D. Chandrasekhar Additional Industrial Advisor – MSME, Shri RVG Kulkarni – Senior VP HDFC Bank, Shri Sanjay Jain – GM SIDBI, Shri Bhandari – TAAPMA & Shri Hari Govind Prasad – FTCCI along with our President Mr. Meela Jayadev, VP South – Mr. Anil Reddy Vennam and VP West – Mr. Kishore Sampat were called on the stage to light the lamp.





The welcome speech was given by our President Mr. Meela Jayadev. He spoke about AIPMA and all the programs that are organized by AIPMA. He also mentioned the reason of the conclave was to educate ourselves on various gateways and opportunities we have in Banking and Financial sectors and also how to invest in Plastics Parks our State Governments are offering.

Our VP South – Mr. Anil Reddy Vennam gave the Introduction and shared a few key notes with the assembled guests. He further elaborated about growth potential of plastic industry in that part of country and How MSMEs of Plastic Industry will contribute to create a USD 5 Trillion Economy and how our industry can be geared to take advantage of financial tools to grow our business.



Mr. Deepak Ballani – Dir. Gen. AIPMA hosted the event, with his usual flair constantly giving inputs about AIPMA to the guests present, making them more aware of all the things AIPMA is doing for the Plastic Industries.





The Guest of Honor Dr. PGS Rao – Director DCPC, spoke about Government initiative and growth of Plastic Industry.

Shri D. Chandrasekhar, Additional Industrial Advisor – MSME was our second Guest of Honor.

He enlightened the gathering on government focus to support MSME and its importance in Indian Economy.

MSME ministry were actively rolling several portals for industry to identify business leads and also PSU vendor development programs for small companies were of interest to delegates.



Mr. RVG Kulkarni, Senior Vice President – HDFC Bank Ltd. Guest of Honor and Title Sponsor of AIPMA MSME Financial Conclave 2019 – Hyderabad.

He spoke on how HDFC BANK was strongly placed in banking industry and they were adding facilities for MSME to grow with their network.

Mr. Sanjay Jain – SIDBI spoke eloquently on the Vision of SIDBI, he mentioned that SIDBI wants to be the single window for meeting the financial and developmental needs of the MSME sector to make it strong, vibrant and globally competitive, to position SIDBI Brand as the preferred and customer-friendly institution and for enhancement of shareholder wealth and highest corporate values through modern technology platform.



All were honored all are dignitaries with a Memento being a tree planted in their name thus supporting environment.



The first Business Session started with HDFC BANK presentation and was led by Mr. Pawan Kumar Chillarige – Senior VP HDFC Bank Ltd.



He spoke on strength of HDFC BANK network and product range for plastic industry to take advantage.

Delegates were keen to know their L/C facility and forex related products along with their cards enabling to transact in other currencies across globe.

Other business financial products that were processed like personal loans in few minutes just going online and other speedy services and customer convenience features were highlighted by them.

HDFC BANK team were present to interact with all delegates on one to one basis.

Next speaker was from ASSAM PLASTIC PARK



Shri. Virendra Mittal IAS, speaker of Assam Plastic Park Tinsukhia mentioned that the Plastic Park is well connected by Air, Rail and Road. Almost 10% of India's total exports of plastics are exported to markets neighbouring Assam. They also have certain Government schemes like, Income Tax reimbursement, employment incentives, stamp duty exemptions and 2% Interest subsidy on working Capital for 5 years.

AIPMA very own Plastivision India – 2020 was introduced to the crowd by Mr. Kishore Sampat – VP West and the informative video of PVI 2020 was played before breaking for Lunch.



Our Second Session started with Drip Capital Services Pvt. Ltd. Speaker Mr. Nath Kakani



Mr. Nath Kakani speaking On SME Exporters and Problem They Face. He showed us why there is a Credit gap and how without easy access to working capital, SME's are at risk of losing orders or buyers.

He went on to show the solution offered by Drip Capital as an NBFC has for the MSME's.



After an interesting session for exporters, next was Jharkhand Plastic Park

Mr. Neyaz Ahmed spoke on Investment Opportunity at Plastic Park Deoghar, Jharkhand. He spoke about the infrastructure and connectivity. He also mentioned the incentives and exemptions that are provided to investors. Launched on 8 September 2015, Government of Jharkhand developed the Single Window portal www.advantage.jharkhand.gov.in which is a one stop solution for providing clearances and approvals to all new and existing investors in the state of Jharkhand.

SIDBI followed with Mr. Kameswara Rao - Asst. GM speaking on the benefits that SIDBI provides for the MSMEs. He also spoke on what has been achieved over the years and the recent initiatives taken by SIDBI.

Offerings by SIDBI for MSME with low rate of interest on capital was highlighted by speaker.





NSIC Manager, Mr. Kantha Rao graced event to give a quick brief about NSIC Schemes that are available for MSME of the Plastic Industry.

Schemes of government like NO EMD on bidding tenders along with other bulk buying of raw-materials for discounted purchase prices and other advantages of being registered with NSIC was explained to Delegates.

Our knowledge partner was last star speaker at the event.



Our Knowledge Partner- Mr. Manish Poddar introduced his Company SDP & Associates and spoke on Credit and Financial Discipline for Bank Borrowings. He believed that MSMEs play an important role as the backbone of Indian economy by generating employment and contributing significantly to India's GDP. The success of these MSMEs depend on being adequately funded. He mentioned the advantages of maintaining good credit and financial discipline.



Our Hospitality Partner, Taj Deccan being felicitated by VP South

The sessions ended with question being asked by the guests that were very candidly answered by our Banks and Plastic Parks respectively.



The final Vote of Thanks was given by Mr. Kishore Sampat – VP West that was followed by the National Anthem being played.

Networking Tables were kept for all present for one on one interactive meetings between the Financial Institutions and the attendees.





A testimonial was given by Mr. Pavan Kumar Chillarige at the end of the program, stating that he was very happy to have joined hands with AIPMA for the AIPMA MSME Financial Conclave – Hyderabad.

At the successful completion of the event, the next AIPMA MSME Financial Conclave on 8th November, 2019 at Kolkata was announced.