



POWERING PROGRESS THROUGH PLASTICS

Report on  
**AIPMA MSME Financial Conclave**  
26TH JULY 2019  
HOTEL TAJ SANTACRUZ  
**MUMBAI**



On 26<sup>th</sup> Jul 2019, The All India Plastics Manufacturers 'Association organized a Financial Conclave at Hotel Taj Santacruz - Mumbai. The event was sponsored by Financial Institutions – InCred, Emirates NBD, Kotak Mahindra Bank, SMERA Credit Rating Agency and Bank of Baroda and Some Major Plastic Parks - MP Plastic Park, Assam Plastic Park and Paradeep Plastic Park. The conclave was attended by 200 entrepreneurs from the Plastic Industry.



Registration started at 9AM and the programme began at 9.45AM with a welcome speech by our President Mr. Meela Jayadev. Our Governing Council Chairman – Mr. Arvind Mehta gave the Introduction and shared a few key notes with the assembled guests. He further elaborated about growth potential of plastic industry and How MSMEs of Plastic Industry will contribute to create a USD 5 Trillion Economy.

The Chief Guest Dr. Arun Kumar Panda IAS – Secretary – MSME sent us his best wishes for a successful event. The Guest of Honor Dr. PGS Rao – Director DCPC, spoke about Government initiative and growth of Plastic Industry.



Shri Vaman Parekh Co-founder and Promoter of Nilkamal, due to unfortunate circumstances could not attend. Shri Vallabh Kabra – Chairman Kolsite Group of Companies gave an insight about bottleneck faced by Industry for fund Raising from banks and financial Institutions.



The first Business Session was convened by Mr. Rituraj Gupta. Mr. Hemant Kumar – Speaker of Incred (NBFC) Spoke on Supply Chain Finance - An alternative mean to finance working capital need and a tool to fund the future of MSME”. He pointed out the hurdles that an SME faces in

availing funding and issues that arise from traditional lending approaches. He further showed the benefits of Supply Chain Finance where it is a win- win for all parties involved.



Mr. Sethuraman Sathappan Speaker of Emirates NBD (The International Bank in our list) had a very invigorating presentation on - Trade Financing for SMEs in India for trade with MENAT region (Gulf). He explained how the bilateral trade of UAE with India is expected to reach 100 Billion USD by 2020. In conclusion he said that the global trade is no longer a luxury for SMEs, it's a necessity they shouldn't ignore and both the government and private sectors need to play a big and active role in helping our SMEs realize their true potential and help India become an economic superpower. The audience was keen to know more and started asking questions as soon as his presentation was done.

Mr. P Chaterjee our speaker from Madhya Pradesh Plastic Park spoke on the Investment Opportunity in MP Plastic Park. He pointed out the easy connectivity to the National Highway. Incentives for MSME were highlighted by him, Investment Promotion Assistance @ 40%. Contribution as CPF reimbursement, Rs.1000/- per employee for a period of 5 years up to Rs.5 lakh. ISO certification charges reimbursement @50% up to Rs.3 lac. Patent charges reimbursement up to Rs.5 lakh. Investment subsidy for establishing ETP @ 50% with a maximum limit of 25 lakh. Exemption from Electricity Duty





Bank of Baroda the only Public Sector Unit that was present spoke on varied topics related to banking and also introduced themselves as 112 year old bank with a modern and contemporary personality. The Speaker Mr. Sushil Kumar spoke that the MSME sector is crucial for the success of national agenda of financial inclusion and social responsibility. He further pointed out that Bank of Baroda has a varied range of products for the MSMEs and they have taken many initiatives for the SMEs. He also spoke about the benefits of Value Chain based lending.

The first Business session ended with a very active question and answer session, before breaking up for lunch.



The Second Business session was convened by Mr. Raju Desai. The presentation of Kotak Mahindra Bank was on Transaction – Trends and technologies, the speaker was Dr. Rajkumar Chhajwani. He summarized the Basics of Banking as Access, Products and Infrastructure. He further pointed out the expectations people have from the banks and the challenges they face. He concluded with what Kotak Mahindra Bank can do for you.

SMERA Gradings & Ratings speaker Mr. Sankar Charaborty, spoke of how Credit Ratings can affect the SMEs looking for a loan from any financial institution and how SMERA can help.



Assam Plastic Park – Tinsukhia peaker Mr. Virendra Mittal IAS, 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.

Odisha Plastic Parks – Speaker, Dr. Bhaktakabi Das spoke on Opportunities in Plastic and Petrochemical sectors - Investments in Odisha. The Plastic Park is just next to the IOCL Paradeep Refinery. He elaborated on the Incentives for the Plastic Industry and employment based incentives. The presentation was well received by all present.



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.



The second session ended with a question answer session and was followed by some networking and one on one interactive meetings between the Financial Institutions and the attendees.

At the successful completion of the event, our VP South, announced the next AIPMA MSME Financial Conclave on 7<sup>th</sup> September, 2019 at Taj Deccan, Banjara Hills – Hyderabad.