

## Sale of Rs 37,500 crore worth of BSNL, MTNL assets hits ownership hurdle

The sale of assets by Bharat Sanchar Nigam (BSNL) and Mahanagar Telephone Nigam (MTNL) is likely to take longer than expected, as their buildings registered before 1988 are owned by the Department of Telecommunications (DoT). The telecom companies have to buy these properties from the Centre before monetising them.

"Even if the sale happens for no amount, the transaction has to be registered with a sale deed," said a government official aware of the development. BSNL and MTNL own the buildings they bought after 2004, and can sell them directly.

The central government hopes to monetise real estate assets worth Rs 37,500 crore. The proceeds will be used to retire debts of the two companies, upgrade networks, and offer the voluntary retirement scheme (VRS) to employees.

The assets include land and buildings, some of which have been rented or leased out. MTNL has about 29 retail outlets in Delhi alone.

On October 24, the Cabinet cleared a Rs 70,000-crore package for the two companies grappling with financial woes and struggling to even play



employee salaries.

Sources said there was a one-month lag in salary payments of BSNL employees and two months for MTNL staff.

The relief package includes a sovereign bond issue of Rs 15,000 crore, to be serviced by the two telecom companies.

Also, BSNL and MTNL will be allotted 4G spectrum at an administered price, pegged at the 2016 auction value. The two firms would be allotted 4G spectrum worth Rs 20,140 crore, Rs 29,937 crore for the VRS covering half their employees, and Rs 3,674 crore for the goods and services tax that will be levied on the allocation of radio waves.

Retirement age of BSNL employees to be 58 years

The Union government will reduce the retirement age of employees of Bharat Sanchar Nigam (BSNL) and Mahanagar Telephone Nigam (MTNL) to 58 years, after completing the voluntary retirement scheme (VRS). Sources said this proposal, a part of the revival package for the two companies, has been approved by the Cabinet. BSNL had 176,000 employees and MTNL's workforce stands at 22,000.

About half the employees at BSNL will retire in the next five-six years.

## Studio34 set to roll out fully-India-made car for international auto show

"There isn't an existing benchmark for automotive design studios in India," says Anand Sharma, who, along with his partners, co-founded Manesar-based Studio34, a boutique that primarily caters to automotive clients.

Studio34 designs accessories for buses, vans, three wheelers, two-wheelers as well as passenger cars and is looking to design a fully-made Indian car for an international auto show. He's not wrong. The only name that comes to mind when talking about car design is Pune-based Dilip Chhabria who runs DC Design which has been executing car modifications for years. Studio34, which operates out of a 20,000 square feet facility, is equipped with design machinery from Japan and features clay modeling facilities. It is populated by around a dozen trained designers, some of whom earn more than the company's founders. It is on track to break even this year with around Rs 4.5 crore revenue, says Sharma. Also, it will be looking to participate in a global show in the next 18 months.

Is India's automotive design scene lagging? Gautam Sen, an author who's written books on car design, says that "the tendency for most in India is to opt for the styling route — touching up or changing form — without considering the functional aspects." That needs to change, whereby Indian manufacturers need to consider designing — and not just styling or restyling — a vehicle from ground upwards. There is a strong need to rethink the function of design and its importance in innovating and thinking "out of the box," says Sen.

Studio34 and other founders that included Aashish Chaudhary, Sandeep Varma and Abhijeet Bhoge, were actually training at a design institute in Italy (Istituto Europeo di Design, IED) and met at a beer house in Torino, when they dreamed of launching an automotive design studio in India which they did when they got back in 2010.

Studio34's private research and development facility in India engages in design research, styling design and life-size prototype development in the field of industrial design, which includes automotive, product,

graphics design and more. Chaudhary points to a futuristic looking cuboid table lamp that also has a built in humidifier and an air purifier. "It's perfect for the air in Delhi, and while we can do just about anything, our focus is automotive," he says, adding that design jobs can start as low as Rs 10,000 and go up to a couple of crore rupees.

While they started out in 2010, funded by themselves, the high costs of specialty computer software and hardware as well as the need for a large space led them to bring on board client NTF India as an investor and majority partner in 2016 for an undisclosed stake.

NTF is the developer and supplier of engineering plastic and composite parts for automobiles and systems. Its operations include various technologies like injection moulding and thermo-compression moulding of wood, plastics as well as composite sheets. Early projects included creating the Datsun Go+ and Nissan Terrano for auto expo 2014. Along the way, other significant projects included an electric vehicle concept scooter for auto expo, an advanced design for an entry-level four wheel car, genuine accessories development for Maruti's S-Presso and development for electric motorcycle the Revolt RV400. Its clients include Mahindra & Mahindra Toyota, Royal Enfield, Ashok Leyland, Mercedes-Benz, Skoda, Honda and others. In in-house design at original equipment manufacturers in India changing the ways vehicles are made?

Sen says that in the two-wheeler segment, in-house design has been playing a very important role in the growth and stature of key Indian two-wheeler manufacturers, as well as leading car-makers such as Maruti but its less so for international brands. Renault has, as an exception, been developing cars out of India, albeit with design inputs from global centres.

So what will its first car for international shows look like? Sharma does not give details but says it will be small, very premium and entirely made in India. "Given the wave of electric cars, it may even be a fully working prototype," he adds.

## Bajaj Finance launches qualified institutional placement of Rs 8,500 crore

Bajaj Finance on Monday launched its Rs 8,500-crore qualified institutional placement (QIP). The shares will be offered in the range between Rs 3,860 and Rs 3,900 apiece.

The share sale will help Bajaj Finance expand its lending at a time when non-banking finance companies (NBFCs) sector is plagued by a liquidity crisis.

The shares of Bajaj Finance ended Monday's session at Rs 4,116. The offer price is at a discount of 5.2 to 6.2 per cent to the closing price

According to the US Food and Drug Administration (USFDA), Strides' Ranitidine tablets 300 mg is within the acceptable limits for N-nitrosodimethylamine (NDMA) of 96 nanograms per day or 0.32 ppm.

## Strides Pharma Science may resume Ranitidine drug sale in US market

Amid an ongoing controversy around popular drug Ranitidine, pharma major Strides Pharma Science could soon resume sale of the antacid in the US market as the country's drug regulator has found them safe for use. The company holds 33 per cent share in the US Ranitidine prescription market.

around the NDMA impurity, which is associated with an increased risk of cancer. It has since then resumed sales in Australia.

Pharma and Sanofi.

However, samples of Dr Reddy's, Sandoz, Aurobindo, Silarlax and Amneal were found to have higher levels of NDMA. The USFDA though is still to test the drugs in human body, noted ICICI Securities analysts.

The regulator has recommended these companies, whose products showed higher NDMA levels than the permissible limits, to voluntarily recall the drug. The USFDA also announced that NDMA levels found in ranitidine are similar to the levels in common food items such as grilled or smoked meats.

"We expect Strides Pharma (NDMA level below permissible limits) and JB Chemicals to benefit the most among companies in our coverage universe."

Strides Pharma may also gain market share in situations of temporary supply disruption," said an ICICI Securities analyst.

Apart from Strides, other manufacturers whose products' NDMA concentration was within acceptable limits were Mumbai-headquartered Ajanta



Strides predominantly sells Ranitidine tablets in the US markets, and its front end sales globally for the product were \$9 million in HIFY20. It has approval for both prescription and over-the-counter Ranitidine tablets for the US market but has only commercialised the prescription product currently.

"We will soon provide updates on potential commencement of product distribution in US markets of Ranitidine based on available test results," said the company.

The Bengaluru-based company had last month temporarily suspended the manufacturing and sale of the antacid in the US and Australia markets given the concerns

## From moulding markets to changing mindset, how Vedanta revived Electrosteel

Building a greenfield steel mill takes a long time. The path is strewn with challenges. Getting approvals is painful. When Vedanta acquired a running concern, Electrosteel Steels, in June 2018, therefore, it could have been forgiven for congratulating itself on taking the easier option.

In the 18 months since then, Vedanta has realised that turning around a stressed steel plant can be just as hard. A blast furnace gone kaput, raw material suppliers loath to risk their inputs to an insolvent steel unit, and markets not keen to absorb its products.

"Electrosteel was being run by a team led by PricewaterhouseCoopers when we took over. Suppliers were nervous, not knowing if they would get paid for their material," said Pankaj Malhan, deputy chief executive officer of Electrosteel Steels.

Vedanta's management realised they had a lot of ground to cover to win back the confidence of the suppliers. "We straightaway entered into long-term contracts with these big ticket miners. We assured them surely in the form of long-term contracts. From advances, we moved to payment terms. That was the confidence which the suppliers got," said Malhan.

By clinching long-term agreements, Vedanta made the raw material suppliers their partners. It also reassured the MSMEs of the conglomerate's vision. The Vedanta management met the units every quarter.

Having convinced the raw material suppliers, Vedanta's next major step was to get Electrosteel's products back to the markets. The entire senior leadership reached out to customers.

"Initially, the customers were not sure whether the products they were buying from Electrosteel will be delivered on time and whether they will be in the desired quantities. We streamlined the terms and conditions.

There was a huge amount of marketing activity involved. Soon, we turned one of the preferred suppliers to PSUs and navratna units," said Malhan.



He introduced benchmarking so that Electrosteel's performance was compared with that of the best steel producers in the country. With a canny mix of strategy and vision, Vedanta delivered outcomes quicker than anticipated.

When Vedanta acquired Electrosteel Steels, the latter had a modest Ebitda (earnings before interest, taxes, depreciation & amortisation) of

\$55 per tonne. By the end of FY19, the Ebitda rate was \$135-140 a tonne. Even in FY20 when fragile global demand has subdued steel prices and crimped margins for steel makers, Vedanta is still hopeful of \$100-105 Ebitda on an average.

In parallel, Vedanta has also recast the product portfolio to shore up Electrosteel's bottomline. The steel plant's current portfolio is made up of TMT bars and wire rods.

Within TMT, it was producing 500d and 550d variants.

## India opts out of RCEP; PM Modi says key issues remain unresolved

The government on Monday said India will not join the Regional Comprehensive Economic Partnership (RCEP) deal, adding that doing so would adversely affect the national interest.

This was a nod by the government to concerns raised by domestic industry and farmers, most of whom had opposed the pact, fearing it would lead to uncontrolled dumping by China.

"India conveyed its decision to not join... (There are) significant issues of core interest and the impact it would have on the livelihood of vulnerable sections. India has participated in good faith in the RCEP discussions and had negotiated hard with a clear-eyed view of our interests," said Vijay Singh Thakur, secretary (east), Ministry of External Affairs, in Bangkok.

She added that not joining the pact was the right decision at the moment.

Fifteen other nations, however, went ahead with the deal after the conclusion of the summit in Bangkok, which was also attended by Prime Minister Narendra Modi.

"Participating countries have concluded text-based negotiations for all 20 chapters and essentially all their market access issues," said the joint statement issued after a meeting of RCEP leaders. The deal is now being scrubbed for



legal issues.

Negotiations, started in 2012, will now culminate in a final deal being signed by 2020, it added.

The RCEP nations have also left the door open for India — the largest untapped consumer and industrial market — in the bloc. "All RCEP countries will work together to resolve these outstanding issues in a mutually satisfactory way. India's final decision will depend on satisfactory resolution of these issues," the joint statement added. But Modi informed the other leaders that the deal in its current form "does not fully reflect the basic spirit and the

agreed guiding principles of the RCEP".

"When we look around we see during seven years of RCEP negotiations, many things, including the global economic and trade scenarios have changed. We cannot overlook these changes," he said.

Industrialists welcomed the government's decision. The Confederation of Indian Industry (CII) had over the weekend said India needed to enter the bloc so as to not lose access to Southeast Asia. But, on Monday, it changed its opinion.

"The CII appreciates government's stance on addressing all outstanding issues before joining the RCEP. We sincerely hope issues will be resolved soon to the mutual satisfaction of all RCEP countries," said CII President Vikram Kirloskar. Dairies were the strongest opponents of the deal.

"We would like to thank the PM as well as the Government of India who kept their promise of not compromising the interest of small farmers," said Nitin Kunkoleinke, president of Manufacturers Association of Information Technology.

## Uber India raises Rs 2,539 crore from its parent entity Uber BV

Uber India has raised Rs 2,539 crore from its parent entity Uber BV (the Netherlands). The Indian subsidiary has also moved data of its business and individual users (from its rides and Eats platforms) from Uber BV to the Indian unit.

Uber India Systems Private Limited (UISPL), registered in India, is held by Uber International Holding BV and Uber International BV.

Intangible data were maintained by the Dutch entity.

Two transactions were carried out as part of this



fundraising — UISPL raised funds from Uber BV while the business contracts and user information was transferred from the Dutch entity to the

Indian entity (UISPL).

According to a report in September, UISPL was valued at Rs 567.8 crore, India Rights Intangible Asset at Rs 1,824.7 crore and India Eats Intangible Asset at Rs 714.4 crore.

According to data sourced from business intelligence platform Tofler, 15,987,615 equity shares were issued to Uber BV at a price of Rs 10 per share, at a premium of Rs 1,578.20 as part of the transaction.

The decision was taken at a meeting of the Uber India board on October 1.

UISPL said in a September valuation report by BSR & Associates that its India Rides Intangible Asset and India Eats

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**NOTICE**

Pursuant to Regulation 47(1)(a) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Notice is hereby given that meeting of Board of Directors of the Company is scheduled on Wednesday, 13th November, 2019 at 5:00 P.M. at the Registered Office of the Company, interalia to consider and approve Unaudited Financial Statements the quarter/half year ended on 30th September, 2019. Further Details will be available at company's website http://dynamind.com/investors\_zone.html and on BSE's website http://www.bseindia.com/stockshare-price/dynamic-industries-td/dynamind/524818/

By Order of the Board  
 Sd/-  
 Deepakkumar Choksi  
 Managing Director  
 Din : 00536345

Date : 5th November, 2019  
 Place : Ahmedabad

**PRATIKSHA CHEMICALS LIMITED**  
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**NOTICE OF BOARD MEETING**

Notice is hereby given pursuant to Regulation 29 read with Regulation 47 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 that the meeting of the Board of Directors is scheduled to be held on **Thursday, 14th November, 2019** to consider and approve the Unaudited Financial Results for the quarter and half year ended on 30th September, 2019.

For, Pratiksha Chemicals Limited  
 Sd/-  
 Mr. Jayesh Patel  
 Director  
 (DIN : 00401109)

Place : Ahmedabad  
 Date : 04/11/2019

**REDEX PROTECH LIMITED**  
 Regd. Office: 1st Floor, Corporate House No.3, Parshwanath Business Park, Behind Pralahadnagar Garden, S.G. Highway AHMEDABAD-380 014, India.

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**NOTICE OF BOARD MEETING**

Notice is hereby given pursuant to Regulation 29 read with Regulation 47 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 that the meeting of the Board of Directors is scheduled to be held on Tuesday, 12th November, 2019 to consider and approve the Unaudited Financial Results for the quarter and Half Year ended on 30th September, 2019.

For Redex Protech Limited  
 Sd/-  
 Mr. Gnanesh Bhagat  
 Managing Director  
 (DIN : 00115076)

Place : Ahmedabad  
 Date : 04.11.2019