

Amazon eyes 100 million customers in India with short-video message

Amazon might have finally found a way to crack the vernacular puzzle and add the next 100 million customers in the country. Its plan of action is simple: Introduce new users to the platform in a language of their choice, precisely through short videos, rather than making them read a plethora of information in a foreign language.

Detailed Product Page in 60 seconds, the idea is to squeeze in every information available on any given product in 60-90 seconds. This would include product description, reviews, how to buy it, how to avail a financing scheme, among other things.

languages on the platform, it would also get a language switcher option, which would allow a user to watch the same video in the language of their choice.

servicing all 19,100 pin codes

"The next 100 million users are lot more into short videos, familiar with watching things, sending WhatsApp voice notes. So, this year, a heavy video penetration at the core of the buying experience would happen. Helping in searches, looking at products video would become a lot more integral part of the whole experience. In a whole lot of tier-III and tier-IV cities, voice-based messaging has gathered steam. Many people who have difficulty typing messages are heavily using voice features to send messages. A lot is happening through voice, it is an enabler that cuts through the need to type in English or any other local language," said Kishore Thota, Amazon.in's director of customer engagement.

Amazon claims to service almost 100 per cent pin codes in India. The company said it was continuously investing on creating infrastructure in areas that might not be serviceable at the moment. There are almost 19,100 pin codes in the country.

Through its Amazon Easy initiative, the company has opened more than 10,000 stores in the country, where people can pay through cash and cards for products they buy online as well as collect them from there. Since the company launched the Hindi version of the app last year, Hindi traffic on the platform has trebled, Amazon said. The user base, the firm claimed, increased 5X.

The Alexa edge



"Almost 20 per cent of the users who have come through the Hindi version had been coming to the English website, trying things out, but just did not get the confidence to do a transaction," said Thota.

And Amazon won't stop at short videos. It is going beyond. It is planning to make Alexa talk in the mother tongue of a user, and it is planning a hyperlocal shopping experience for people who do not want to transact online.

As part of reaching out to the next 100 million users, it is also planning to give access to credit to new online shoppers. "As we go deeper into the country, some customers will not have same level of access to credit. That level of credit is not available. EMI through all debit and credit cards is available on Amazon," said Thota.

ChartHindi first, more later Amazon has been working with around a dozen companies and has already started a roll-out of the project. These firms help Amazon produce content. Amazon, however, controls the final contours of how each and every video would be.

At the moment, videos are available in Hindi.

The roll out of other languages would happen in tranches over the next few years and would include Tamil, Kannada, and Marathi, among others. After it gets multiple

Oil India likely to exit US, Russia blocks; to stay in Venezuela

In a major shift in its overseas strategy, state-run Oil India (OIL) is planning to exit from two major blocks in the US and Russia. This, despite India's second-largest exploration major reaffirming its commitments to the crisis-hit Venezuela. The company is in talks with multiple players to sell its assets Niobrara Shale Asset in the US and Licence 61 asset in Russia. This was after the assets did not turn out to be lucrative, compared to the company's overall overseas business plans. Oil India Chairman and Managing Director Utpal Bora confirmed the development

cent, IOC has 10 per cent, and Chinese company Haimo Oil & Gas owns the remaining 10 per cent. According to the information provided in Oil India's website, current production from the acreage to net to Oil India is approximately 1,000 barrels of oil equivalent per day (boepd). On the other hand, it was through the acquisition of 50 per cent stake in Licence 61 from Ireland-based PetroNeft Resources in 2014 for \$85 million that Oil India marked its foray into the Russian market. The current production share net to Oil India from the block is 1,050 boepd. In October 2016, a consortium of Indian companies including Oil India had gone for two major acquisitions in Russia through grabbing stakes in Vankorneft and Taas-Yuryakh blocks.

"Russia's Vankor we have already started receiving dividends. Hopefully, it will be cash positive in another six years. Taas-Yurakh, they are going to pay the first dividend very soon," Bora said.

Bora said Oil India has no plans to exit from Venezuela, though the country is facing turmoil. "We have evacuated our personnel from the country for the time being. We will not exit Venezuela. They are saying things will improve. We are on a wait-and-watch mode," Bora said. For the past four months, the Latin American nation is going through a chaotic political stand-off between Venezuelan President Nicolás Maduro's regime and Opposition leader Juan Guaidó's supporters.

"Our US shale asset is in northern part, where Indian Oil (IOC) is also a partner. Whoever, gives us a right price, we will sell it to them. Another asset we are planning to exit is Licence 61 in Russia," said another official close to the development. This will mark the exit of the company from its exploration plans in the US.

It was in October 2012 that Oil India and IOC jointly acquired 30 per cent stakes in Carrizo Oil and Gas's shale assets in the Denver-Julesburg Basin in Colorado for \$82.5 million. At present, Carrizo holds 60 per cent stake in the block, while Oil India has 20 per

CARE downgrades Reliance Capital bonds' rating from 'A' to 'BBB'

CARE Ratings has downgraded Reliance Capital's (RCap's) long-term debt and subordinated debt rating by three notches from "A" to "BBB" due to reasons including defaults by two of its subsidiaries — Reliance Home Finance (RHFL) and Reliance Commercial Finance (RCFL). The agency also said it would keep the firm on credit watch with developing implications.

A statement from RCap, meanwhile, protested the downgrade that put its credit score two notches above junk. In the statement the company said it had repaid Rs 650 crore of non-convertible debentures that were due on May 17. "There has not been any adverse change in the company's operational parameters and/or any other circumstances from the time of the last rating action, just four weeks ago and, hence, the latest revision is completely unjustified," RCap's statement added.

The rating agency said RCap's "financial risk profile is characterised by depletion of

liquidity, high dependence on planned disinvestments for debt servicing and delays in fructification of such disinvestments."

CARE said it would closely monitor the progress of sale of group assets/investments according to the revised timelines as stated by RCap.

The management has said that the entire proceeds from the divestment process would be used only for making repayments and prepayments of debt. RCap is expecting to close in larger disinvestments, including that of Reliance Nippon Asset Management (RNAM) and Reliance General Insurance, and receive the proceeds by Q2 of FY20.

The new rating factors in RCap's sizeable exposure to group companies in the non-financial business segments having weak financial profiles where RCap has extended guarantees and letters of comfort.

RCap has revised the divestment schedule. The

company has divestment plans aggregating to about Rs 14,000 crore, including Rs 6,000-7,000 crore from RNAM and stake sale of general insurance company through strategic investor or from listing.

The firm's cash and bank balances stood reduced to Rs 47 crore as on April 30, 2019. Apart from this, RCap did not have any liquid investments or unutilised committed lines.

RCap's liquidity is critically dependent on monetisation of its sale of group assets and investments within the given timelines. This is crucial since there are scheduled repayments of non-convertible debentures and commercial papers worth Rs 1,035 crore and Rs 718 crore in May and June 2019, respectively. However, repayments of Rs 880 crore according to the scheduled maturity in May 2019 have been paid till date.

Promoter and promoter group owned 47.48 per cent stake in RCap as of March 31, 2019, out of which 96.93 per cent of shares are pledged indicating stressed liquidity position.

Japan's ORIX Corp offers to match GAIL's bid for IL&FS Wind Energy

GAIL's ambition to expand its renewable portfolio through IL&FS' wind portfolio faces a new hurdle. ORIX Corporation of Japan (ORIX) has now expressed its intent to exercise its right to buy out the remaining stake in IL&FS Wind Energy.

ORIX owns 49 per cent stake in IL&FS' wind portfolio, and GAIL has emerged the highest bidder for the remaining 51 per cent stake in these assets, which are held by the IL&FS group.

"ORIX has expressed its intent to buy out the remaining 51 per cent stake held by IL&FS Wind Energy," an IL&FS group statement said on Sunday. The statement added: "This intent to buy 51 per cent stake is in exercise of ORIX's right under the terms of an existing Memorandum of Understanding (MoU) wherein ORIX can match the price offered by the highest bidder for purchasing IL&FS Wind Energy's stake in the wind

special purpose vehicles (SPVs)."

IL&FS Group, in its statement, added that this development is a key step in the resolution process of IL&FS Group, being undertaken by the new board of IL&FS. While ORIX's intent is a positive development for IL&FS, it will be a setback for GAIL's renewable strategy.

In April, at the end of the binding bid stage under a publicly conducted sale process, GAIL had emerged the highest bidder for the seven SPVs, with total generation capacity of 874 Mw. "GAIL's offer of approximately Rs 4,800 crore for 100 per cent of the enterprise value contemplated no haircut to the debt of SPVs, aggregating Rs 3,700 crore," according to the IL&FS statement. ORIX needs to match this offer.

GAIL has been trying to expand its presence in renewable energy like solar

and wind. In March, it entered into an MoU with Bharat Heavy Electricals (BHEL) for cooperation in development of solar-based projects.

The MoU is expected to help GAIL pursue bidding for commercial solar power projects. At present, GAIL has total installed capacity of 128.71 Mw of renewable energy, of which 117.95 Mw is in wind and 10.76 Mw in solar.

The state-owned company also operates India's second-largest rooftop solar photovoltaic power plant at its petrochemical complex at Pata (Uttar Pradesh).

IL&FS, in its statement, added: "The completion of sale to ORIX will be subject to satisfaction of all compliances and approvals required under applicable laws — including approval of Justice (Retd) D K Jain and National Company Law Tribunal (NCLT), in accordance with the proposed Resolution Framework."

Tatas plan expansion, eye all-round play in India's FMCG sector

The demerger of the consumer products business of Tata Chemicals, including food brands Tata Salt and Tata Sampann, into Tata Global is the first of the group's bid to expand its presence in the fast-moving consumer goods (FMCG) segment.

The second leg will see the Mumbai-based conglomerate use a little-known detergent called Tata Dx to get into home care, top sources have told. It will also get into personal care, they said, as part of the diversification plan in FMCG.

People in the know say the new name of Tata Global, which is Tata Consumer Products, was given keeping in mind the firm's larger interest in the sector. Post demerger, Tata Global will see its turnover rise 25 per cent to Rs 9,099 crore with earnings before interest tax

depreciation and amortisation (Ebitda) at Rs 1,154 crore.

Under the demerger process, 114 shares of Tata Global will be issued for every 100 shares of Tata Chemicals, taking the latter's post-demerger share base to 920 million from 631 million now. Also, Tata Chemicals will see its revenue (including inter-segment sales) decline by 15 per cent to Rs 10,336 crore.

"Calling it Tata Global Food and Beverages would have limited its prospects to certain segments only. The name Tata Consumer Products, on the other hand, has no such limitations. The group will be able to expand and experiment a lot more in FMCG under this name, which is important if it has to grow in the sector," an official said. Harish Bhat, brand

custodian, Tata Sons, said in a conference call following the announcement on Wednesday that the demerger was actually an amalgamation of the FMCG businesses of the two companies (Tata Global and Tata Chemicals) and the idea was to ensure that synergistic units came together.

Tata Dx, which was launched as a pilot in West Bengal during the March quarter by Tata Chemicals, has been transferred to Tata Global as part of the demerger exercise.

The product will be taken national and may see many more formats such as liquid detergents, home cleaners etc. in the future. The move to get into home and personal care will also pit the salt-to-software major with another Mumbai-based firm Hindustan Unilever (HUL), which gets around 75 per cent of its revenue from the segment.

Essar Steel's Ebitda during insolvency process at Rs 4,000 crore

The earnings before interest, taxes, depreciation and amortisation (Ebitda) for Essar Steel India during its corporate insolvency resolution process that started from August 2017 is Rs 4,000 crore, the resolution professional of the company informed the National Company Law Appellate Tribunal (NCLAT).

Apart from the Rs 4,000 crore recorded during the insolvency process of over 600 days, the company has also accounted Rs 229 crore as Ebitda for March 2018, the appellate tribunal was said. The details are a part of an affidavit submitted by the resolution professional of the company to the NCLAT.

"This amount excludes Rs 734 crore Ebitda utilised for finance costs such as financial lease, letter of credit, bank guarantee charges to banks, and finance charges on payables to suppliers for maintaining the Essar Steel as a going concern," the affidavit said. Figures from April 1 till date are, however, not available.

Essar Steel was admitted into insolvency on August 2, 2017 by the Ahmedabad

DRT asks Vikram Bakshi, McDonald's India to deposit settlement funds

The Delhi Bench of Debt Recovery Tribunal (DRT) has asked Connaught Plaza Restaurants' (CPRL) Managing Director Vikram Bakshi (pictured) and McDonald's India to appear before it and deposit the proceeds of their proposed settlement.

The DRT has also asked Bakshi not to transfer nearly 3,100 shares of CPRL and asked him to share details of the rates of the shares as on date.

CPRL and McDonald's have been asked to appear after Housing and Development Corporation (Hudco) had moved an application alleging that Bakshi owed nearly Rs 195 crore to them. Hudco had in 2006 given a loan of Rs 62.38 crore to Bakshi's private venture, Ascot Hotels and Resorts, for a commercial project in Noida for which he had given a guarantee. The loan however, turned non-performing asset (NPA) in 2011, following which Hudco moved the DRT.

In August 2015, the DRT ruled in favour of Hudco and asked it to recover the amount along with 14 per cent interest from Ascot Hotels, Vikram Bakshi, Madhurima Bakshi and Vikram Bakshi & Co. Bakshi and other respondents were also asked to disclose the details of their movable and immovable assets.

After Bakshi and other respondents failed to do so, Hudco moved DRT seeking attachment of their bank accounts and the 3,100 shares held by Bakshi in CPRL. The plea was allowed by DRT. Following the news of

bench of National Company Law Tribunal (NCLT), following which the lenders of the company approved an Rs 42,000 crore resolution plan by Lakshmi Narayan Mittal-led ArcelorMittal. The plan was also approved by the NCLT and later the NCLAT. The tribunal had, however, asked the Committee of Creditors to relook into the distribution of funds among the various creditors after operational and some financial creditors alleged discriminatory treatment at the hand of the lenders.

During a hearing on May 16, the lenders told the NCLAT of the Rs 42,000 crore, only Rs 39,500 crore was meant for distribution among the various creditors. The remaining Rs 2,500 crore was kept as a minimum guarantee in the form of working capital for financial creditors of the company during the pendency of the corporate resolution process.

Though the implementation of ArcelorMittal's resolution plan has not been stayed by the NCLAT, the distribution of funds among various creditors was stayed by the Supreme Court until further orders.

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In its plea before the NCLAT, Hudco claimed that after the loans given to Bakshi's Ascot Hotels turned NPA, they tried to recover the monies by selling off the land against it the latter was given loans. However, the auction failed to find any buyers even after three attempts.

The NCLAT, while hearing Hudco's plea, had said that it could not allow the McDonalds India Private Limited-Vikram Bakshi out-of-court settlement deal to go ahead until Hudco's intervention application seeking Rs 195 crore dues from Bakshi were heard. Though the counsels for McDonalds India and Bakshi sought that since the case pending in DRT had nothing to do with the deal between them, the settlement should be allowed to go on as per schedule. The plea, however, was turned down by NCLAT, which suggested that Bakshi settle his dues with Hudco. "We cannot annul a tribunal's order. If the settlement is contrary to law, then we cannot allow it. You settle it with Hudco," the two-member Bench said.

Bakshi and McDonald's India had, on May 7, informed the NCLAT that the two parties were working on an out-of-court settlement to settle their six-year-old dispute. According to the terms of the settlement, McDonald's India has bought over the 50 per cent stake held by Bakshi and his wife in CPRL for an undisclosed amount.

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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, 28th May, 2019** to consider and approve the audited Financial Results for the quarter and yearended on 31st March, 2019.

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

Place : Ahmedabad
Date : 20/05/2019

