

Now, India Inc must tap opportunities created by govt reforms, says CEA

‘These measures have opened up ways for ethical wealth creation in post-Covid world’

OUR BUREAU
New Delhi, October 30
India Inc should now respond to the several ethical wealth creation opportunities thrown open by the recent reforms (such as those in labour laws) undertaken by the Government, said the Chief Economic Advisor to Finance Ministry Krishnamurthy Subramanian.

Corporate India should latch on to the opportunity that the Covid-19 pandemic has illustrated – that factories can be set up in the hinterland



Krishnamurthy Subramanian, Chief Economic Adviser

and managed virtually. “Comparative advantage will be even higher if we do this. What possibly was a constraint before the Covid-19 outbreak will no longer so now. Corporates, I hope, would use this”, Sub-

‘Companies should increase female labour force participation given that work-from-home flexibility can enhance overall productivity. This can be a big opportunity for e-commerce players’

ramanian said at a virtual event “ Massmerize 2020”, organised by the Federation of Indian Chambers of Commerce and Industry (FICCI).

Mentoring
He advised large corporates to mentor MSMEs on aspects such as inventory management, operational management and financial management techniques, which will have large impact on productivity. India Inc

should also look to increase female labour force participation given that work-from-home flexibility can enhance overall productivity in the company, Subramanian said. This can be a big opportunity for companies in e-commerce, he said.

Self reliance
On Aatmanirbhar Bharat, Subramanian underscored the need to differentiate between self-reliance and self-sufficiency. “Self reliance can never happen without adequate capabilities. Capabilities are never built in a vacuum. Capabilities are built only competing with the best. The idea of Aatmanirbhar Bharat is not anathema to competition, it actually co-exists with competition”, he said.

AIR INDIA DIVESTMENT

Is bidding on enterprise value the way to go?

‘Letting the market determine the debt level is the best and most feasible option’

ASHWINI PHADNIS
New Delhi, October 30

Analysts and industry experts are divided on whether the government proposal for Air India's divestment unveiled on Thursday is possibly its most serious attempt to put the state-run airline into private hands and more importantly if this attempt is going to bear fruit.

In its latest attempt, the government has decided not to predetermine AI's debt level and leave it to the market to decide.

“The debt level which was prefixed has now been unshackled and therefore Enterprise Value (EV) bidding can take place,” Tuhiin Pandey, Secretary, DIPAM said. EV is the sum total of debt and equity.

Earlier, the government wanted bids based on the value of

airline's equity. Kapil Kaul, Chief Executive Officer and Director, CAPA Advisory, said, “The changes are based on the feedback from investors. Allowing market forces to determine AI's debt levels is the best and most feasible option given the circumstances. In the post-Covid situation and given the tight fiscal situation, taxpayers funding AI again and possibly continuously will be extremely resented,” he points out.

Kaul is also of the view that privatising AI even with a few more concessions will be the right decision and the government's strategic clarity and decisive commitment is very positive and encouraging.

‘EV not the way to go’
“Only for fiscal 2021 and 2022, we are looking at minimum \$3 bil-



Earlier, the government wanted bids based on the value of the airline's equity

lion funding in AI. How can this be justified?” he asks. However, differing with Kaul, Lewis Burroughs, Head of Aviation, India, ICF Consulting India Private Ltd, maintains that seeking bids at Enterprise Value is not a “realistic approach” especially as the value is probably negative due to its high debt and losses. Though industry watchers are keen that the government should follow through by selling its stake without penny-pinching, they also point to other

issues which are likely to surface.

“There is enough and more worry for the new owner,” said an analyst who declined to be identified. According to him, a new owner will have to consider the uncertainty in the market, competition and age of AI's aircraft.

Prospective bidders will also look at slots that the airline has around the world. While this was seen as a distinct advantage for AI earlier, this may no longer be the case in the post Covid scenario as the value of the slots has in all probability declined due to decline in demand.

Another advantage which AI enjoyed earlier was the wide body aircraft in its fleet.

According to an industry watcher, “The value for the wide-body aircraft has taken a beating, and with long-haul routes expected to be the slowest to recover, it may be some time before the value of these aircraft is realised,” he says.

We aim to attain full capacity at our plant by 2022: Kia Motors ED

G BALACHANDAR
Chennai, October 30

South Korean auto-maker Kia Motors, a recent entrant into the Indian car market, has scripted an impressive story with its game-changing products. Thanks to the overwhelming response to its two SUVs, the company has emerged as a strong player in the SUV market in a short period. Tae-jin Park, Executive Director & Chief Sales Officer, Kia Motors India, spoke to *BusinessLine* about the products, its success and associated plans. Edited excerpts:

What is the latest booking figure for your compact SUV Sonet?

Kia Sonet comes in the high-volume segment for us, and the response has been encouraging, as seen by the overwhelming 50,000-plus bookings received in just two months of the pre-booking commencement. We despatched 9,266 units in September. On an average we get two orders every three minutes.

What are the key factors that helped attract record bookings for Sonet?

Kia believes that design gives a

No doubt, India is a value-conscious market, but we have also observed that customers have a strong affinity for great designs and are willing to spend extra for quality products

TAE-JIN PARK
ED & Chief Sales Officer
Kia Motors India

distinctive spirit to the brand and instils soul into the product, resulting in garnering customers' trust. Sonet features a bold and dynamic look, along with technological advancements. It comes with



multiple power train options to suit virtually all requirements in this segment. We have been receiving staggering booking numbers for its wide variants, which depicts how customers understand and appreciate the choices offered. It also offers technological devel-

opments such as diesel automatic and iMT that offer different experiences of driving and owning a car. Also, it boasts many first/best in segments keeping Indian conditions and customers in mind.

Has Seltos busted the myth that some SUV segments are no longer price-sensitive in India?

No doubt, India is a value-conscious market, but we have also observed that Indian customers have a strong affinity for great designs and are willing to spend extra for quality products. They also appreciate excellence in engineering and

quality, and respect cars that are globally competitive; and Seltos, which disrupted the mid-SUV market, is a live example of that. With Seltos, we focussed on creating a product that addresses the need gap in the category and the changing demand of Indian customers. It caters to the needs of technologically-savvy Indian customers. It has established itself as one of the best selling SUVs in India and still going strong in its demand.

Are you ramping up production for quicker delivery of vehicles?

Our state-of-the-art manufac-

turing facility at Anantapur in Andhra Pradesh can produce 300,000 units annually if utilised fully. Based on the current demand for Kia products, we are working on a two-shift operation and are able to meet the demand with a waiting period of six to eight weeks at the maximum. We will initiate the third shift if we witness a significant surge in demand in the coming months. We aim to attain full capacity at our plant by 2022.

How are you planning to expand the reach of the Kia brand?

We have an existing network of

265 touch points across 160 cities in the country, the widest network among the new entrants. With this robust network, we are already present and visible in Tier-I, -II and -III markets of the country reaching out to a wider customer base. We are aggressively looking at expanding this network to 300 touch points by the end of this calendar year, increasing our visibility in the North-East, the northern part of Telangana, Karnataka, and Western Rajasthan, among others. This is aimed at further penetrating the markets with a presence in Tier-IV and upcountry markets.

Motown regaining vigour



A temple to a local deity, *Bodyguard Muniswaran*, at Park Town in Chennai, is where many people take their new vehicle to be blessed. If the number of automobiles that come to the temple these days for puja is any indication, auto sales are clearly recovering post-Covid
#tamilnadusmiling BIJOY GHOSH

PM to meet top global fund houses next week

SHISHIR SINHA
New Delhi, October 30

Top honchos of Singapore's Temasek Holdings, Canadian Investment Fund and Korean funds, are among the 20 global fund houses, who will attend a virtual global investor meet to be convened by Prime Minister Narendra Modi next week.

“The Prime Minister, next week, is going to hold a virtual global investor roundtable where he will meet the world's best investor groups from all geographies. All continents are going to be represented. Some of the best investment firms are going to be there,” Finance Minister Nirmala Sitharaman told *BusinessLine*.

The meeting will have speeches from the Prime Minister and the Finance Minister. Besides, there could be one-on-one meetings with fund chiefs. This is the first such roundtable after the Covid-19 pandemic outbreak in India. It also comes at a time when India has received record foreign direct investment. According to government data, in April-August, total FDI inflow was \$35.73

billion – the highest in the first five months of a financial year and 13 per cent higher than the \$31.6 billion seen in the previous-year period.

“We have opened up almost all sectors, probably media is still being out. With that kind of opportunity, with the National Infrastructure Pipeline of 7,000 projects involving a proposed expenditure of over ₹2-lakh crore, the PM is going to sit with top investors of the world to say why India should be investors' best chosen destination...,” she said.

TO ADVERTISE PLEASE CONTACT

Chennai : 044 - 28575711
Coimbatore : 0422 - 2212572
Madurai : 0452 - 2528497
Trichy : 0431 - 2302801
Puducherry : 0413 - 2224111

BusinessLine

IGCAR plans to set up Atal Incubation Centre

OUR BUREAU
Chennai, October 30

The Indira Gandhi Centre for Atomic Research (IGCAR) at Kalpakkam, which is engaged in broad-based multi-disciplinary research and advanced engineering programmes, will set up an Atal Incubation Centre to foster research and innovation in the southern parts of the country, said IGCAR Director AK Bhaduri.

He was addressing a virtual press conference on Friday to announce the inauguration of the Incubation Centre at the Kalpakkam-Anupuram twin township. KN Vyas, Secretary, Department of Atomic Energy (DAE) & Chairman, Atomic Energy Commission, inaugurated the Incubation Centre along with similar units at BARC, Mumbai, RRCAT, Indore and IPR, Gandhi Nagar over an online facility.

“NITI Aayog is working with all the R&D institutes in the country including DAE for developing Atal Innovation Centres under the Atal Innovation Mission,” Bhaduri said.

SUPPLYCO
THE KERALA STATE CIVIL SUPPLIES CORPORATION LIMITED
MAVELI BHAVAN, P.B.NO.2030, GANDHINAGAR, KOCH-682020
Ph.No.PABX- 0484-2206775, 2206795, Purchase Section -Ph No: 0484-2207924, 2206786, 2206782.
FAX - 0484-2206782, 0484-2206799, E-Mail: agmp@supplyco.kerala.com
No. P10/29690/2020 & P10/28444/2020 Website: www.supplyco.kerala.com. Date: 30.10.2020
TENDER NOTICE (ONLY THROUGH ELECTRONIC TENDERING SYSTEM)
The Kerala State Civil Supplies Corporation Ltd (Supplyco) intends to purchase Pulses and Sugar through e-auction and e-tender. The e-tender will be accepted upto 12.00 noon on 05-11-2020. For details visit our website www.supplyco.kerala.com or www.tenderwizard.com/KSCSC.
Supplyco also intends to purchase Wheat through e-auction and e-tender. The e-tender will be accepted upto 02 PM on 04.11.2020. For details visit www.supplyco.kerala.com or www.etenders.kerala.gov.in.
The e-auction of the same will be conducted after 02 PM on 05.11.2020.
For e-auction please visit <https://market.neml.in>. Only suppliers possessing digital signatures will be permitted to participate in the e-tender.
Sd/-
Manager (Purchase)

SUPPLYCO
THE KERALA STATE CIVIL SUPPLIES CORPORATION LIMITED
MAVELI BHAVAN, P.B.NO.2030, GANDHINAGAR, KOCH-682020, Ph.No.PABX- 0484-2206775, 2206795
Purchase Section -Ph No: 0484-2207924, 2206786,
E-Mail: agmp@supplyco.kerala.com, Website: www.supplyco.kerala.com.
No. P25/SPT/26636/2020 Date: 30.10.2020
TENDER NOTICE (ONLY THROUGH ELECTRONIC TENDERING SYSTEM)
The Kerala State Civil Supplies Corporation Ltd (Supplyco) intends to purchase following items through e-tender as per details shown below.

Sl No.	Item	Closing Date	Closing Time
1.	Free Flow Salt	04/11/2020	11 AM
2.	Chilly Powder 100gm Packets	04/11/2020	11 AM
3.	Cloth Bag	04/11/2020	05 PM

For details visit www.etenders.kerala.gov.in. Only suppliers possessing digital signatures will be permitted to participate in the e-tender.
Sd/-
Manager (Purchase)

INTELLECT DESIGN ARENA LIMITED			
CIN : L72900TN2011PLC080183			
Regd Office : Carex Centre, 244 (Old No. 713) Anna Salai, Chennai 600 006, Ph:+91-44-6615 5100, Fax:+91-44-6615 5123			
Website : www.intellectdesign.com , Email id : shareholder.query@intellectdesign.com , company.secretary@intellectdesign.com			
UNAUDITED CONSOLIDATED AND STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2020			
Rs. in Millions			
Particulars	CONSOLIDATED		
	QUARTER ENDED		HALF YEAR ENDED
	SEPTEMBER 30, 2020 (Unaudited)	SEPTEMBER 30, 2019 (Unaudited)	SEPTEMBER 30, 2020 (Unaudited)
Total Income	3,739.74	3,380.90	7,276.30
Net Profit / (Loss) for the period (before Tax, Exceptional and/or Extraordinary items)	666.15	(153.52)	1,195.18
Profit / (Loss) before share of profit / (loss) of associates, joint venture, exceptional items	664.13	(154.48)	1,134.70
Net Profit / (Loss) for the period after tax (after Exceptional and/or Extraordinary items) - attributable to the Owners of the company	591.80	(170.08)	1,017.91
Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) and Other Comprehensive Income (after tax)] - attributable to the Owners of the company	771.69	(219.88)	1,347.42
Equity Share Capital	662.67	661.02	662.67
Earnings Per Share (of Rs.5/- each)			
1. Basic	4.47	(1.29)	7.69
2. Diluted	4.40	(1.29)	7.61
Particulars	STANDALONE		
	QUARTER ENDED		HALF YEAR ENDED
	SEPTEMBER 30, 2020 (Unaudited)	SEPTEMBER 30, 2019 (Unaudited)	SEPTEMBER 30, 2020 (Unaudited)
Total Income	2,415.10	1,887.65	4,625.07
Net Profit / (Loss) for the period (before Tax, Exceptional and/or Extraordinary items)	510.48	(133.19)	932.82
Profit / (Loss) before share of profit / (loss) of associates, joint venture , exceptional items	510.48	(133.19)	932.82
Net Profit / (Loss) for the period after tax (after Exceptional and/or Extraordinary items) - attributable to the Owners of the company	459.97	(133.19)	849.32
Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) and Other Comprehensive Income (after tax)] - attributable to the Owners of the company	675.40	(183.50)	1,208.59
Equity Share Capital	662.67	661.02	662.67
Earnings Per Share (of Rs.5/- each)			
1. Basic	3.47	(1.01)	6.41
2. Diluted	3.42	(1.01)	6.35
NOTES :			
a) The standalone and consolidated financial results for the quarter and period ended September 30, 2020 were approved by the Board of Directors at its meeting held on October 30, 2020. The statutory auditors have conducted a limited review of the above standalone and consolidated financial results. These financial results are prepared in accordance with the Indian Accounting Standards (Ind-AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and relevant amendment rules thereafter..			
b) Based on the "Management Approach" as defined under Ind AS 108 Operating Segments, the Company's performance is evaluated and resources are allocated based on an analysis of various performance indicators by a single business segment i.e. 'Software Product License & related services'.			
c) The outbreak of Coronavirus (COVID-19) pandemic globally is causing a slowdown of economic activity. The Company has considered the possible effects that may result from COVID 19 on its operations including but not limited to its assessment on the carrying amount of trade receivables, revenue accrued not billed, goodwill on consolidation, intangible assets and intangible assets under development. In developing the assumption relating to the possible future uncertainties in the global conditions because of the pandemic, the Company as on date of approval of these financial results has used various information, as available. The Company has performed sensitivity analysis on the assumptions used and based on current indicators of future economic conditions, the Company expects to recover the carrying amount of these assets. The impact of the global health pandemic may be different from that estimated as at the date of approval of these standalone and consolidated financial results and the Company will continue to closely monitor any material changes to future economic conditions.			
d) On July 1, 2020, the Company has increased its ownership interest in Intellect Polaris Design LLC ("IPDLLC") from 50% to 100% resulting in IPDLLC becoming a wholly owned subsidiary. The Company has consolidated IPDLLC in the current quarter.			
e) For more information, kindly visit company's website, ie. www.intellectdesign.com or stock exchanges website www.nseindia.com or www.bseindia.com			
For Intellect Design Arena Limited Sd/- Arun Jain Chairman & Managing Director			
Place : Chennai Date : October 30, 2020			