VIDARBHA INDUSTRIES ASSOCIATION

JUNE 2025

# ENTERPRISE

A MONTHLY BULLETIN PUBLISHED BY VIDARBHA INDUSTRIES ASSOCIATION

## Leveraging Technology for Efficient Marketing, Sales, and Customer Engagement

## VISION

To promote Vidarbha as a preferred investment destination and create conducive environment for socio-economic growth through industry and services

## MISSION

To act as a catalyst between various stakeholders and authorities.

To create a harmonious environment for accelerated industrial growth.

To provide a united platform for policy advocacy at all levels.

To create, nurture and develop entrepreneurship and business leadership

To enhance managerial and technical competency for excellence

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# PRESIDENT'S MESSAGE

Dear members,

As we navigate the ever-evolving landscape of the manufacturing sector, it's clear that technology has become a game-changer. At VIA, we're committed to harnessing the power of technology to drive efficiency, innovation, and growth. In this month's Enterprise magazine, we're focusing on leveraging technology for efficient marketing, sales, and customer engagement.

In today's digital age, technology is no longer a mere enabler but a catalyst for transformation. The manufacturing sector, in particular, has witnessed a significant shift towards Industry 4.0, with the adoption of cutting-edge technologies like artificial intelligence (AI), Internet of Things (IoT), and data analytics. These technologies are revolutionizing the way we design, produce, and deliver products, enabling us to respond to changing market demands with agility and precision.

One of the key areas where technology is making a significant impact is marketing, sales, and customer engagement. With the help of AI-powered tools, we're able to analyze vast amounts of customer data, identify patterns, and predict behavior. This enables us to create personalized marketing campaigns that resonate with our target audience, increasing the likelihood of conversion. For instance, AI-driven content generation tools can help us create tailored content that speaks to the specific needs and interests of our customers.

Moreover, AI-powered chatbots and virtual assistants are transforming the way we engage with customers. These tools enable us to provide 24/7 support, respond to queries in real-time, and offer personalized recommendations. This not only enhances the customer experience but also frees up our sales teams to focus on high-value activities like building relationships and closing deals.

Beyond marketing and sales, technology is also playing a critical role in optimizing our operations. Predictive maintenance, powered by IoT sensors and machine learning algorithms, enables us to anticipate equipment failures, reduce downtime, and optimize maintenance schedules. This not only improves efficiency but also reduces costs and enhances product quality.

At VIA, we're committed to staying at the forefront of technological innovation. We're investing in research and development, collaborating with startups and academia, and upskilling our workforce to ensure that we're equipped to harness the power of technology. We're also exploring emerging technologies like blockchain, augmented reality, and virtual reality, which have the potential to further transform our industry.

As we look to the future, it's clear that technology will continue to play a vital role in shaping the manufacturing sector. At VIA, we're excited to be part of this journey, leveraging technology to drive growth, innovation, and customer satisfaction. I hope this issue of Enterprise magazine provides valuable insights and inspiration for our members and readers. Let's work together to harness the power of technology and shape the future of manufacturing.

Best Regards,
**Vishal Agrawal**
VIA President

# SECRETARY'S MESSAGE

Dear esteemed members,

I'm delighted to report on two exciting initiatives that VIA has undertaken recently. Our June issue of Enterprise magazine features a compelling cover story on Leveraging Technology for Marketing, Sales, and Customer Engagement. This topic is particularly relevant in today's digital age, where technology is transforming the way businesses interact with customers and drive growth.

Moving forward, I'd like to highlight two significant events that took place recently. On June 25, VIA, in collaboration with MIA and MIDC, organized an interactive session on the development of the Mumbai Nagpur Jharsuguda Natural Gas Pipeline by GAIL (India) Limited. This event provided a valuable platform for industrial peers from the Vidarbha region to engage with GAIL and discuss the project's implications for our region.

Additionally, our HRD Forum and NIPM session on Quiet Quitting - HR Scale at VIA, Nagpur, featured an insightful discussion led by Dr. Dilip Mohanty, President (HRM) of Jayaswal Neco Industries Ltd. Dr. Mohanty emphasized the importance of addressing quiet quitting by improving leadership practices, offering regular feedback and recognition, encouraging work-life balance, and supporting professional development. These measures are crucial for enhancing employee engagement, reducing burnout, and fostering a committed workforce.

Both events demonstrate VIA's commitment to facilitating knowledge sharing, networking, and growth opportunities for its members. I'd like to express my gratitude to our partners, speakers, and attendees for their participation and contributions. As we continue to navigate the evolving business landscape, VIA remains dedicated to providing valuable platforms for discussion, learning, and collaboration. Thank you, and I look forward to our future endeavors."

Sincerely,
**Prashant Mohota**
Hon. Secretary, VIA

# EDITOR'S MESSAGE

Dear Readers,

As we navigate the ever-evolving business landscape, technology has become an indispensable tool for driving growth, efficiency, and innovation. In this issue of Enterprise, our cover story, 'Leveraging Technology for Efficient Marketing, Sales, and Customer Engagement,' highlights the transformative power of technology in modern business.

The articles within this issue showcase the diverse applications of technology, from artificial intelligence in marketing to AI-driven CRM solutions. Our contributors share expert insights on harnessing technology to enhance customer engagement, streamline sales processes, and drive business success.

Beyond technology, this issue also explores other critical aspects of business and management. Our guest article on the Bharat Sagar Mala initiative sheds light on India's port-led development strategy, while our HR-focused articles delve into the importance of leadership, employee engagement, and silence in the workplace.

Additionally, our experts share their perspectives on environmental, social, and governance (ESG) strategies, tax implications, and the qualities of a beautiful soul. These articles demonstrate the complexity and interconnectedness of modern business, highlighting the need for forward-thinking leaders and organizations.

As we reflect on the themes and ideas presented in this issue, it becomes clear that technology is not just a tool but a catalyst for transformation. By embracing innovation, leveraging data-driven insights, and prioritizing customer-centricity, businesses can unlock new opportunities for growth and success.

I'd like to extend my gratitude to our contributors, reviewers, and readers for their engagement with this issue. As VIA continues to support and empower its members, we hope that the insights and ideas shared in Enterprise inspire and inform your business endeavors. Let's harness the power of technology and innovation to shape a brighter future for our organizations and communities.

Happy reading...

Warm regards,
**Aditya Saraf**
Editor

# Leveraging Technology for Efficient Marketing, Sales, and Customer Engagement

**Zain Daud**
Strategy and
Business Development

Over the years, I've realized that the core of any successful business lies not just in what we sell, but in how we make people feel—how we connect, how we communicate, and how we solve problems. Technology, when thoughtfully integrated, can significantly amplify these touchpoints—making marketing sharper, sales smarter, and customer engagement far more meaningful.

But here's the caveat. It's easy to get swept away by buzzwords—AI, automation, big data—without grounding ourselves in why and how we're using them. I'm not a fan of doing things just because they're trendy. I believe technology should simplify, not complicate. It should enable clarity, not confusion.

**Marketing: From Mass Reach to Micro Precision**

Gone are the days of broad-stroke marketing. Today, with the right tech tools, we can segment, personalize, and target with laser-sharp precision. But more than that, we can listen. Platforms and even newer AI-powered CRMs don't just automate email campaigns—they allow us to understand behavior. What are customers clicking? Where are they dropping off? What content keeps them engaged?

That's where marketing becomes powerful—when it's no longer about just pushing messages but about creating dialogues. We're not marketing to faceless leads anymore; we're interacting with real people, each with a unique context. Using analytics and data dashboards, we can now tweak strategies in real-time instead of waiting for a quarter to end to assess what went wrong.

**Sales: Building Trust with Intelligence**

In today's landscape, selling isn't about convincing—it's about collaborating. And sales technology, if used well, supports that.

CRM systems are not just repositories for contact information. When properly adopted, they become intelligent assistants—flagging high-potential leads, reminding teams of follow-ups, suggesting next steps based on engagement patterns. In a way, they help remove the "grind" from selling and free up space for what really matters: trust-building.

Often sales teams spend 60–70% of their time chasing the wrong leads or doing administrative tasks. With automation—be it auto-scheduling demos or generating proposals—we reduce friction and increase efficiency. That doesn't mean losing the human touch. It means ensuring that our time and energy go where they matter most.

**Customer Engagement: Beyond Service**

This is where technology often gets reduced to bots and ticketing systems. But true engagement goes beyond resolution—it's about building relationships over time.

We can track how customers interact post-sale. Are they satisfied? Are they becoming brand advocates? Are they confused by certain product features? Even a well-timed in-app message can transform a passive user into an engaged one.

One thing I've learned: people don't always want faster answers; they want better ones. AI chatbots and self-service tools can help with speed and consistency, but we must balance that with real human moments—especially when emotions or stakes are high. That's where empathy, tone, and authenticity come in—things tech can never fully replace, but should always support.

**Final Thoughts: Keep the Human in the Loop**

Technology is not the strategy—it's the enabler. And the best use of it is when it fades into the background and simply helps us do what we do best—connect, serve, and build.

In every system we adopt, I ask: does this make life easier for the customer? For the team? And is it moving us closer to clarity or adding noise?

Efficient marketing, sales, and engagement are not about doing more things—it's about doing the right things, in smarter ways. When tech is thoughtfully chosen and aligned with purpose, it becomes a quiet force multiplier.

# Role of Artificial Intelligence (AI) In Modern Marketing

**R. V. K Rao**
Sr. General Manager
Jayaswal NECO Ltd.

We all know, entire world is fascinated about one buzz word...Artificial Intelligence (AI)

AI is a computer program capable of performing tasks that typically require human intelligence. These tasks include learning, reasoning, problem-solving, perception, and decision-making. AI aims to improve human abilities through various techniques, including natural language processing.

AI plays a transformative role in modern marketing, enhancing both strategy and execution across nearly every touchpoint. The key roles AI plays in today's marketing landscapeare multifold.

AI can analyse large volumes of data to forecast customer behaviour, preferences, and future buying patterns. It helps marketers more accurately, based on behaviour, demographics and psychographics, a method of understanding consumers by analysing their psychological characteristics, such as personality traits, values, interests and lifestyles.

AI tools analyse customer reviews, social media and feedback to understand brand perception. This identify the emotions which can be positive, negative and neutral expression.

AI helps in designing website content, emails, and advertisements to individual users in real-time. Digital platforms like Amazon, Flipkart and Netflix use AI to suggest products based on browsing and purchasing history. These offer personalized customer service and support 24/7.

AI streamlines tasks such as email campaigns, social media posting, and ad management. This ensures targeting specific audiences more precisely and efficiently.It is the process of developing and sharing various media formats like articles, videos, and podcasts to engage and attract large audience. It's a key component of digital marketing, aiming to build brand awareness, establish expertise and drive traffic to a website.AI Delivers human-like interactions through chatbots and voice assistants.AI can dynamically test different ad creatives or web layouts to find the most effective versions.

AI systems help attribute sales to specific marketing activities, improving budget allocation.Enables quicker decision-making and campaign adjustments.AI powers visual recognition tools and voice-enabled search, allowing brands to optimize content for users to find new products.AI tools analyse social media and online behaviour to identify emerging trends and suitable influencers for brand promotion.

Conclusion

AI is not just a tool in modern marketing—it's a foundational technology that reshapes how marketers understand, reach, and serve their customers. It brings speed, scale, precision, and personalization, making campaigns more effective and customer-centric.

"The future of marketing lies in embracing AI to drive innovation, efficiency, and customer engagement."

**- Philip Kotler**

AI is not replacing human marketers; it's augmenting their capabilities to create more effective and efficient marketing strategies."

- Adobe

# Transforming Marketing, Sales, and Engagement with AI-Driven CRM Solutions

**Amit Bajpayee**
Founder & MD -
Techleela Solutions Pvt. Ltd

In today's fast-paced business landscape, leveraging technology is crucial for efficient marketing, sales, and customer engagement. Customer Relationship Management (CRM) systems powered by Artificial Intelligence (AI) have revolutionized the way businesses interact with customers, streamline processes, and drive growth. Let's explore individual examples of how AI-powered CRMs can transform marketing, sales, and customer engagement.

**Marketing:**

AI-powered CRMs can help marketers personalize customer experiences, predict behavior, and optimize campaigns. For instance, Salesforce's Einstein AI can analyze customer data to identify high-value segments and predict churn risks. This enables marketers to create targeted campaigns, improving conversion rates and reducing customer loss. For example, a retail company used Salesforce's Einstein to identify customers who were likely to purchase a specific product, resulting in a 25% increase in sales.

**Sales:**

AI-powered CRMs can assist sales teams in identifying potential leads, predicting sales outcomes, and automating routine tasks. For example, HubSpot's Sales Hub uses AI to provide sales reps with real-time insights on customer interactions, enabling them to prioritize leads and close deals faster. A software company implemented HubSpot's Sales Hub and saw a 30% increase in sales productivity.

**Customer Engagement:**

AI-powered CRMs can help businesses provide personalized customer experiences, anticipate customer needs, and resolve issues proactively. For instance, Zoho's Zia AI-powered CRM can analyze customer interactions to identify patterns and predict future behavior. This enables businesses to offer personalized support, improving customer satisfaction and loyalty. A telecom company used Zoho's Zia to predict customer churn and proactively offer retention plans, resulting in a 20% reduction in customer loss.

**Training Resources:**

To get the most out of AI-powered CRMs, businesses need to invest in training their resources. This includes providing training on data analysis, AI-powered tools, and customer engagement strategies. For example, companies can provide regular workshops, webinars, and online courses to help employees develop the necessary skills to leverage AI-powered CRMs effectively.

**Redefining KPIs and KRAs:**

With the advent of AI-powered CRMs, businesses need to redefine their Key Performance Indicators (KPIs) and Key Result Areas (KRAs) to align with the new technology tools. This includes focusing on metrics such as customer lifetime value, customer satisfaction, and sales productivity. For instance, a company might redefine its sales team's KPIs to include metrics such as lead response time, conversion rates, and customer satisfaction.

**DOs:**

Integrate AI-powered CRMs with existing systems: Ensure seamless integration with other business systems to maximize the benefits of AI-powered CRMs.

Focus on data quality: Ensure that customer data is accurate, complete, and up-to-date to get the most out of AI-powered CRMs.

Provide regular training: Invest in regular training and development programs to help employees develop the necessary skills to leverage AI-powered CRMs effectively.

**DON'Ts:**

Don't neglect human touch: While AI-powered CRMs can automate many tasks, don't neglect the human touch. Ensure that customers can interact with humans when needed.

Don't ignore data security: Ensure that customer data is secure and protected from cyber threats.

Don't expect overnight results: Implementing AI-powered CRMs is a long-term strategy. Expect gradual improvements over time, not overnight results.

In conclusion, AI-powered CRMs have the potential to transform marketing, sales, and customer engagement. By leveraging these tools, businesses can personalize customer experiences, predict behavior, and drive growth. However, it's essential to invest in training resources, redefine KPIs and KRAs, and follow best practices to get the most out of AI-powered CRMs.

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# GAIL PIPELINE PROJECT UNVEILED : INDUSTRY & CLEAN ENERGY TAKE CENTRE STAGE AT MIA-VIA MEET



In a significant stride toward cleaner industrial energy, an interactive session on the Mumbai–Nagpur–Jharsuguda National Gas Pipeline Project was held in Nagpur, which was jointly organized by Vidarbha Industries Association (VIA), MIDC Industries Association (MIA), and Maharashtra Industrial Development Corporation (MIDC). The event featured top officials from GAIL (India) Limited, drawing strong participation from the region's industrial community.

The session highlighted the vast potential of GAIL's upcoming natural gas pipeline to transform the energy landscape for industries in and around Nagpur. With cleaner, more cost-effective fuel becoming accessible, the region stands on the cusp of a significant industrial evolution.

Praveer Kumar Srivastava, Executive Director (O&M) of GAIL (India) Limited, shared updates on the project, confirming that the pipeline has already been laid from Mumbai to Jharsuguda via Nagpur. He outlined the connectivity roadmap, environmental benefits, and cost advantages for industries planning to adopt natural gas.

A special mention goes to Girdhari Mantri, Project Director & Chairman of VIA CSR Forum, played a central role in conceptualizing, organizing, and seamlessly coordinating the entire event. His meticulous planning ensured smooth communication between GAIL, MIDC, MIA, and VIA. From liaising with senior officials to managing logistics and participant outreach, Mantri's dedicated efforts enabled a highly impactful and engaging session.

Manohar Pote, Regional Officer, MIDC, was also instrumental in pushing the project forward. He expressed MIDC's full support and emphasized the importance of this clean energy initiative for fuel-intensive industries. He noted that major fuel-consuming units in the region will greatly benefit by transitioning to Natural Piped Gas, reinforcing MIDC's role as a proactive enabler for industrial progress.

P Mohan, President of MIA, delivered the welcome address, highlighting the long-term benefits of the project for the industrial ecosystem of Vidarbha. He expressed optimism about the boost the pipeline will give to local manufacturing and MSMEs.

An engaging Q&A session followed, during which industrial stakeholders directly interacted with GAIL's leadership team.

Arun Lanjewar, Secretary of MIA, concluded the program with a vote of thanks. He praised the seamless collaboration among all stakeholders and stated, “This project is a game-changer for Vidarbha's industrial future.” This event marks a pivotal step in transforming Vidarbha's industrial ecosystem through sustainable energy and effective collaboration.

Representatives from industries - Rashmi Kulkarni, Chairperson – VIALEW and top officials from GAIL (India) Limited - Anbu Selvan, CGM (O&M); F M Mahajan, CGM (Projects); Santanu Basu, Zonal CGM (Marketing); Prashant Firake, GM (O&M); Anurag Arora, DGM (Marketing-Gas); Prashant Pawar, DGM (O&M); Harshad Wasnik, DGM (Marketing-Gas) were also present.

# VIA HRD Forum & NIPM conducted session on Quiet Quitting - HR Scale


VIA HRD Forum and NIPM Nagpur Chapter jointly organized the session on "Quiet Quitting - HR Scale"

Dr Dilip Mohanty, President (HRM) of Jayaswal Neco Industries Ltd, Nagpur said "Quiet quitting" refers to employees doing only what is required, without extra effort or engagement. They do not resign but mentally withdraw. Root causes include burnout, lack of growth, poor management, or the need for better work-life balance.

He said common signs are leaving on time, ignoring after-hours communication, avoiding extra tasks, and staying silent in meetings. It is often a subtle protest against unrealistic demands or a sign of disengagement from organizational goals, reflecting dissatisfaction with workplace culture.

He explained that employees generally fall into two categories : those in difficulty, who are genuinely struggling due to personal, professional, or health-related issues and need support, empathy, and guidance; and difficult employees, whose negative, resistant, or toxic behaviour disrupts team dynamics. It's important to distinguish between the two, as quiet quitting may signal a need for help from the former, rather than defiance from the latter.

According to Dr Mohanty, quiet quitting isn't always negative - it can be a healthy boundary in environments that demand too much without sufficient recognition or reward. If it becomes widespread, it often reflects low morale, distrust in leadership, poor communication, and overall disengagement, which can harm productivity and workplace culture.

To tackle quiet quitting, organizations should set clear expectations, offer growth opportunities, and support work-life balance. Employees need defined roles, chances to develop, and respect for personal time. He said disengagement may also stem from "quiet firing," where managers isolate or overlook employees without direct dismissal. This passive approach harms morale and encourages withdrawal or resignations. Addressing both employee needs and toxic management practices is key to fostering engagement and retention.

Lastly, he said quiet quitting signals a need for change; leaders must create a culture of value and purpose to re-engage employees.

Earlier, Dr Suresh Pandilwar, Co-Chairman of VIA HRD Forum welcomed the speaker and also summed up the session, said quiet quitting helps organizations proactively address the root causes, improve employee engagement, and create a healthier, more productive workplace culture.

Neelam Bowade, Convener of HRD Forum conducted the proceedings and also introduced the speaker.

Dr Anita Rao, Ms Yogita Deshmukh, Dr Urvashi Yashroy, Campus Head of Tuli College of Hotel Management, Nagpur and HR Professional and HR Managers from industries attended the program.

When work-life balance disappears, so does employee engagement.

# VIA delegation visited V R Jamdar Siemens Center of Excellence – Industry 4.0 and digitalization

VIA delegation visited V R Jamdar Siemens Center of Excellence – Industry 4.0 and digitalizationVidarbha Industries Association (VIA) organized an exclusive visit for its members to explore the cutting-edge research and innovation facilities at Visvesvaraya National Institute of Technology (VNIT), SA Road, Ambazari, Nagpur.

Prof. Yashwant Katpatal, Dean (Research and Consultancy) welcomed the VIA delegation and in his welcome address informed about the V R Jamdar Siemens Center of Excellence – Industry 4.0 and digitalization. He said these centers operates with a primary focus on creating a robust technical education eco-system through its experience in industrial products and services. These centers serve as a hub for collaborative efforts between academia and industry. Dr. Manmohan Goel shared the initiatives taken by VNIT Nagpur to build strong partnership between VNIT and industries in the vicinity of Nagpur.

VIA delegation experienced the eleven sophisticated laboratories which provided opportunities for promising innovations. The entire gamut of industry 4.0 and digitalization is served by the CNC Lab, Smart Factory Lab, Robotics Lab, Product Design and validation Lab. Test and Optimization Lab, Advanced Manufacturing Lab, IOT Lab, Mechatronics Lab, etc.

Shri Mosin Khan demonstrated the capabilities of smart factory lab and five axis CNC machining lab. He explained about the advantages of automation in manufacturing.

Shri Aditya Saraykar provided an in-depth overview of the Robotics Lab, which plays a crucial role in modern manufacturing by ensuring high product quality and meeting production targets. The lab offers hands-on experience in industrial robotics, including robot programming for MIG welding and spot-welding applications.

Shri Rishabh Lonkar explained the capabilities of the Product Design & Validation Lab, powered by Siemens technology. The lab focuses on digitalizing product development using NX software, offering an array of solutions such as 2D &3D CAD Modelling. Design Interoperability, Mechanical – Electrical / Electronic Design, Design Validation, Design for Manufacturing, Molded Part Validation and Injection Molding Simulation, Reverse Engineering, Automotive Design, Aero Structure Design, etc.

Shri Yogesh Wasade showcased the Automation Lab, emphasizing the role of automation in enhancing efficiency, reliability, and speed in production processes. The lab demonstrates technologies that minimize human intervention while optimizing outcomes.

Shri Pratik Burhan presented the Advanced Manufacturing Lab, which facilitates factory layout design and optimization through Tecnomatix software. The lab offers services such as plant simulation, process simulate basic (robotics & human), robcad, etc.

Shri Hritvik Maheshwari highlighted the growing importance of the Internet of Things (IoT). The IoT Lab offers training and practical applications in Basics of Industrial IoT (IIoT), Data extraction and cloud uploading, Data mapping & visualization on the Insights Hub, Simulation of controllers and sensors.

The delegation also interacted with Prof. Kishor Bhurchandi, Head of the Center of Excellence in Artificial Intelligence, and Dr Dilip Peshwe, Professor (HAG) & HoD, Department of Metallurgical and Materials Engineering, who explained the Material Testing and Characterization Facilities available at VNIT.

Additional insights were provided on : Electric Vehicle Technology Lab and emerging e-mobility services and Biorefinery, Millet, and Other Technology Labs from the Chemical Engineering Department by Prof. Sachin Mandavgane and Prof. A. S. Chaurasia.

The visit was spearheaded by Project Director of the Industrial Visit, Prashant Mohota of Gimatex Industries Pvt. Ltd. The delegation included Suresh Rathi - Supriya Packaging Pvt Ltd, Ashish Doshi - Orange City Steel Industries Pvt Ltd, Rakesh Surana - Chanvim Plastics, Shachi Mallick - Indo Herbals, Rashmi Kulkarni - Zero System, CA Sandeep Agrawal, CA Atul Hurkat - Sme Care Pvt Ltd, Saurabh Dalal - Maya Power, Sarvesh Rathi - Anurag Industries, Amit R. Sharma - Empower Infralogistics Pvt Ltd, Aditya Bhabhda - Krishna United Calcination Pvt Ltd, Narayan Rathi - Phoenix Luminaries, Sudhir Agrawal - Can India, Suyash Khandelwal - Wits Incorporation and Rakesh Khator - Lighthouse Info Systems Pvt Ltd.

The delegation expressed deep appreciation to VNIT for organizing this informative and insightful tour, which will help industries leverage the advanced facilities available at VNIT for innovation and process improvement. Special thanks were extended to Dr. Shital Chiddarwar, Program Director of the Center, Suraj Raipure, Center Manager of VRJSCOE; and Parag Borkar, Sr. Technician of VRJSCOE, for their excellent coordination and support in making the visit a grand success.

The visit also provided valuable opportunities for fostering industry-academia collaboration and gaining insights into emerging advanced technologies.

# Bharat Sagar Mala: Charting India's Future Through Port-Led Progress

**DR. TEJINDER SINGH RAWAL**
Chartered Accountant,
Economist and Thinker

India's coastline, stretching over 7,500 kilometres, has long served as a silent contributor to the nation's economic story. With 12 major and over 200 non-major ports, the country's maritime sector handles about 95% of its trade by volume and 70% by value. However, for many years, this strategic asset remained underutilised. The Sagarmala programme, launched in 2015, aims to change that – by turning India's coastline into a thriving economic corridor.

As India strives to become a $5 trillion economy, the need for world-class infrastructure and efficient logistics has never been greater. The Sagarmala programme is one of the government's flagship initiatives to modernise port infrastructure, enhance connectivity, reduce logistics costs, and promote industrial growth near the coast. It is not just a port development plan – it is a blueprint for national transformation.

Since its launch, the Sagarmala programme has identified more than 800 projects across four key areas: port modernisation and development, connectivity enhancement, port-linked industrialisation, and coastal community upliftment. Over 200 of these projects have been completed, while another 250 are under active implementation. These projects cover a range of initiatives, including expanding berths, deepening harbours, developing highways and rail lines, and setting up economic corridors connecting ports to inland manufacturing hubs.

India's major ports have significantly improved their capacity and performance in recent years. Jawaharlal Nehru Port (JNPT), the nation's busiest container port, has upgraded its terminals to handle over 10 million TEUs annually. Paradip Port in Odisha, another key player, recorded a cargo volume of 145 million tonnes in 2023–24, making it the country's highest cargo-handling port. New deep-draft ports such as Vizhinjam in Kerala are being developed to reduce India's reliance on foreign transhipment hubs, allowing large container ships to berth directly at Indian ports.

Improved hinterland connectivity is also a critical component of Sagarmala. Nearly 1,500 kilometres of road and rail infrastructure have been added to link ports with production and consumption centres. Coastal shipping and inland waterways are being promoted as efficient and sustainable alternatives to road-based transport. The result is a rising share of domestic cargo being moved via these less-congested and environmentally friendlier modes, creating a more balanced and efficient freight ecosystem.

For Indian businesses, Sagarmala offers a solution to the long-standing challenge of high logistics costs, which currently stand at 13–14% of GDP, significantly higher than global benchmarks. By improving infrastructure and streamlining cargo movement, Sagarmala aims to reduce these costs substantially. This will help Indian goods become more competitive in international markets and improve the overall ease of doing business.

A major focus of the programme is the development of Coastal Economic Zones – large industrial clusters located close to ports. These zones are expected to attract investment in key manufacturing sectors such as electronics, petrochemicals, apparel, shipbuilding, food processing, and automotive components. The proximity to ports will cut transport costs for imports and exports and help Indian manufacturers connect to global supply chains more seamlessly. Examples like the JNPT SEZ in Maharashtra and port-linked clusters near Paradip and Krishnapatnam are already attracting significant attention from investors and businesses.

Looking ahead, the future of Sagarmala appears promising. The government is preparing to launch Sagarmala 2.0, which will build on the current progress and include new areas like shipbuilding, ship repair, cruise tourism, renewable energy at ports, and digital transformation of port operations. The long-term aim is not only to enhance trade infrastructure but also to develop a full-fledged maritime economy that can contribute meaningfully to national growth.

India's maritime vision is also aligned with the broader goals of Maritime India Vision 2030 and Amrit Kaal Vision 2047. These blueprints envision India as a global maritime power, with ports capable of handling 10 billion tonnes of cargo annually, smart port systems driven by automation and AI, and strong domestic shipbuilding capabilities. As part of this larger vision, Sagarmala serves as the engine driving long-term structural change in India's logistics and industrial landscape.

Another vital aspect of the programme is its focus on environmental sustainability. Green port initiatives are being rolled out, encouraging the use of clean fuels, shore power systems, renewable energy, and better waste management practices. Inland waterways and coastal shipping are being promoted as low-emission transport modes. Efforts are also being made to ensure that coastal communities benefit from port-led development through skill training, alternate livelihoods, and tourism promotion. By integrating growth with green practices and community welfare, Sagarmala is trying to strike a balance between economic expansion and ecological responsibility.

The economic impact of the programme is substantial. It is expected that Sagarmala will help save up to ₹40,000 crore annually in logistics costs, improve export competitiveness, and contribute an additional 2% to India's GDP in the long run. Perhaps even more importantly, it is projected to generate about one crore jobs, both directly and indirectly, spanning infrastructure, manufacturing, logistics, tourism, and marine services.

By reshaping the maritime infrastructure of the country and catalysing port-led industrialisation, Sagarmala is transforming India from a country that merely trades through its coastline to one that leverages it for comprehensive economic development. It is a silent revolution taking place along the shores—redefining how goods are moved, how factories are built, and how coastal communities rise.

As the projects mature and newer phases begin, Sagarmala is well on its way to becoming not just a symbol of infrastructure progress but a long-term strategic instrument of national growth. India's economic future, it seems, is increasingly being written along the shores.

(The author is a Chartered Accountant, economist and thinker. He can be reached at tsrawal@tsrawal.com)

# A to Z Qualities of a Beautiful Soul


**CA Hemant Lodha**
Director , SMS Ltd.


A – Authenticity: A beautiful soul stays true to itself, expressing genuine thoughts and feelings without pretense or masks. Authenticity builds trust and inner peace.

B – Benevolence: True goodness shows in the desire to help others with kindness and generosity. A benevolent person uplifts those around them.

C – Compassion: Compassion is the ability to deeply feel another's pain and extend a hand to ease it. It connects hearts beyond words.

D – Dignity: A beautiful soul carries itself with quiet dignity, respecting its own worth without arrogance or superiority.

E – Empathy: Empathy is the gift of stepping into another's shoes and understanding their emotions, creating bonds of care and understanding.

F – Forgiveness: To forgive is to release bitterness and free both yourself and others from the burden of past wrongs. It purifies the heart.

G – Gratitude: Gratitude turns simple moments into treasures. A thankful soul finds joy not in having more but in appreciating what is.

H – Humility: Humility means knowing your strengths without flaunting them and recognizing your limitations with grace. It keeps ego in check.

I – Integrity: Integrity is doing the right thing even when no one is watching. It is the foundation of trust and strong character.

J – Justice: A just soul stands for fairness, ensuring that right is upheld and wrong is corrected, without personal bias.

K – Kindness: Kindness is the gentle touch that can heal a wound, lift a spirit, or change a life — no act is ever wasted.

L – Loyalty: Loyalty means standing by those you care about through good and bad, with unwavering support and faithfulness.

M – Modesty: A modest person lets their actions speak rather than seeking attention or praise. It is the art of shining quietly.

N – Nobility: Nobility is about holding oneself to high principles and values, acting with honor, and inspiring others by example.

O – Open-mindedness: An open mind welcomes new ideas and respects differing views, allowing growth and deeper understanding.

P – Patience: Patience teaches us to wait calmly, accept delays, and handle challenges with grace, knowing that time often reveals the best outcomes.

Q – Quietude: Quietude is inner calm — the peace that allows one to remain centered and composed even in chaos.

R – Responsibility: Taking responsibility shows maturity, owning up to one's actions and commitments without blame or excuses.

S – Selflessness: A selfless soul puts the well-being of others ahead of personal gain, serving without expecting anything in return.

T – Tolerance: Tolerance is the strength to accept differences — in people, opinions, or cultures — without judgment or hostility.

U – Understanding: Understanding goes beyond hearing words; it's about truly grasping the meaning, feelings, and needs behind them.

V – Virtue: Virtue is the moral excellence that guides a soul toward good deeds, noble intentions, and righteous living.

W – Wisdom: Wisdom is the ability to see beyond the surface, drawing on experience, reflection, and insight to make good choices.

X – Xenial: Xenial refers to being hospitable and warm to guests and strangers, offering welcome and kindness with an open heart.

Y – Yearning: Yearning is the deep desire to grow, improve, and connect with higher truths, constantly seeking inner and outer betterment.

Z – Zeal: Zeal is passionate enthusiasm for doing good, bringing energy and determination to every

"A beautiful soul is a radiant light that illuminates the world around it, reflecting qualities like kindness, empathy, compassion, and love."

# Tax Talk : When luxury meets tax: CBDT'S New TCS rules for watches home theatres and even horses


**CA. Naresh Jakhotia**
Vice President, VIA


**CBDT's latest notification brings high-value goods like Home theatre, Watches, Art, Yachts, and collectibles under the TCS ambit. A deeper look at how the Income Tax Department is strengthening its data-driven tax network."**

Once upon a time, the Income Tax Department was a sleepy giant, relying heavily on the honesty of taxpayers and the occasional tip-off from a gossip-prone neighbor. Fast forward to 2025, and this giant is now wide awake, armed with satellites (well, almost) and a robust database that knows more about our shopping habits than even your spouse. Some of the sharpest tools in the taxman's toolkit are TDS (Tax Deducted at Source), TCS (Tax Collected at Source), and SFT (Statement of Financial Transactions). Think of them as a trio of loyal bloodhounds, sniffing out income and expenditure trails across the country. Recently, the Central Board of Direct Taxes (CBDT) chose to tighten its grip even further by stretching the arm of TCS to cover something all the more glamorous and luxurious. Let us know about it.

**Existing TCS Provisions: A Quick Recap:**

Before we roll out the newly covered items, let's take a quick tour of where else TCS already applies:

- Sale of scrap, timber, tendu leaves, Alcoholic Liquor, forest produce and minerals.
- Sale of motor vehicles exceeding ₹10 lakh.
- Foreign remittance under Liberalized Remittance Scheme (LRS), subject to some thresholds.
- Overseas tour packages.

So far, TCS has its eye mostly on cars, foreign trips and big-ticket items — but luxury lovers, your time under the scanner has just begun! And now, the taxman has decided to polish his binoculars even further — zooming in on the world of wrist watches, yachts, handbags, and home theatres!"

**From Rolexes to Racehorses: New TCS Rules Notified on 22nd April 2025:**

CBDT's latest move is to bring a few more high-value luxury goods under the TCS umbrella. Sellers will now be required to collect 1% TCS when the sale consideration for certain goods exceeds ₹10 lakh. Here's the shopping list that's caught the taxman's eye:

1. Wrist Watches - (Luxury timepieces like Rolex or Patek Philippe will now tick alongside TCS.)

2. Art Pieces - antiques, paintings, sculptures (Masterpieces will now come with a small additional 'frame' of tax.)

3. Collectibles - coins, stamps (An expensive hobby indeed - and now, a reported one.)

4. Yachts, Rowing Boats, Canoes, Helicopters - (When your weekend ride needs a helipad, expect some paperwork too)

5. Sunglasses - (Premium eyewear now also carries the lens of taxation.)

6. Bags - Handbags, purses, etc. (Iconic fashion statements now need to make a statement to the tax authorities too.)

7. Shoes - (When stepping out in style comes with a formal step into compliance.)

8. Sportswear and Equipment - Golf kits, ski-wear, etc. (For sports enthusiasts whose passion matches their purchasing power.)

9. Home Theatre Systems - (Creating cinematic experiences at home, but with a small tax cut added to the ticket.)

10. Horses - for horse racing or polo (Equestrian elegance now neatly trotting into the tax records.)

Luxury today knows no bounds - from grand weddings attended by global celebrities to a birthday surprise where a husband gifts his wife a cruise worth crores! Naturally, when gifting moves from chocolates to cruise ships, the taxman feels just a tiny bit left out... and thus, the 1% TCS gently sails in

**But Why TCS on These Items?**

The logic is crystal clear, High-value purchases = High net worth individuals = Higher probability of taxable income. By bringing luxury goods under TCS, the Income Tax Department ensures two things:

- Data Collection: Every high-value transaction gets captured.
- Widening of Tax Base: People spending crores on yachts but not showing income reflective of their lifestyle on their returns will now have some explaining to do.

The recent amendment in the TCS rules proves that it is no longer just a tax collection tool; it's a data mining operation, with every deduction and collection bringing in precious insights about spending patterns. Think of TCS as the Department's way of saying, “We see your spending... Now show us the matching income, please!”

**How Will It Work for Sellers and Buyers?**

- Seller's Responsibility: If a buyer buys the notified goods for over ₹10 lakh, the seller must collect 1% TCS on the entire amount, not just the amount exceeding ₹ 10 lakh.
- Buyer's Responsibility: The TCS paid can be adjusted against the buyer's total tax liability while filing returns.
- Compliance: Monthly TCS returns (Form 27EQ) and timely deposit of TCS with the government remain mandatory for the sellers.

In simple terms, if you're selling luxury goods, gear up to register, collect, deposit, and report diligently — or the penalties could cost more than the Gucci bag you're wrapping up!

**Conclusion: Evolution of the Income Tax Department:**

Gone are the days when filing returns meant just declaring salaries and bank interest. Today, every credit card transaction, mutual fund SIP, property purchase, and now - even your luxury handbag, leaves a digital footprint.

The Income Tax Department has effectively turned into a silent, non-intrusive, but highly efficient accountant — tracking your lifestyle without knocking on your door. Privacy purists may sulk, but compliance warriors are applauding.

The government's goal is evident- Catch income at the source, track expenditure, and nudge non-filers or under-filers into the tax net. TDS and TCS, along with SFT, have become the three mighty pillars of this strategy. And before you grumble about "yet another compliance burden" remember- the honest taxpayer has nothing to fear. In fact, better tracking might just lower tax rates in the long run, by spreading the net wider and making collections more efficient. Until then, if you're planning to gift yourself a shiny helicopter, don't forget to check the TCS amount... and maybe wave to the taxman while you take off!

Whether you're buying a yacht, a Rolex, or Sunglasses—remember to smile for the cameras... and maybe also for the taxman's database! In today's world, luxury doesn't just sparkle on Instagram — it flashes brightly on the taxman's radar too. Smile wide — you're on candid camera!

Views expressed are the personal view of the author. Readers are advised to seek professional advice before taking any decisions. Readers may forward their feedback & queries at nareshjakhotia@gmail.com. Other articles & response to queries are available at www.theTAXtalk.com]

# HR- Walk the Walk.

**Dr. Suresh Pandilwar**
Co-Chairman
HRD Forum

Dear Readers,

During VIA HRD Forum's session on "Quiet Quitting-HR Scale" on 22nd May 2025, I got an idea to write an article on Walk the Walk HR perspective. The simple definition of walk the walk is that,if you say you are concerned about something, then "walk the walk" means you should actually show it by your actions. Walk the walk is an expression that means to act in a way that matches what you normally say. It indicates that you should put your words into action and demonstrate your sincerity through your behaviour. In essence, it is about living what you talk. This will happen when we HR fraternity make our workplace culture the best it can be and foster regular communication with employees, especially if we work remotely and closely with employees who are in plant premises. We should not expect 100% engagement from everyone all the time, that is not realistic. We should make our workplace a positive environment. Spend time communicating with our employees and check in with them, but also,we should know when to pull back and let them do their work and trust them. Measure their performance by their level of output and meeting their deliverables, not by where and when they are working. Our staff will appreciate this and stay with usfor a longer tenure and will help in reducing the attrition ratio.

Having said this, I would like to elaborate precisely on Walk the Walk. You are aware that currently there is a large gap between what is expected of employers when it comes to values, inclusion and belonging, and what employers are doing or prepared to do. It is up to HR to help companies walk the walk, not just talk the talk. For this HR will need to become more deliberate in helping organizations reshape the way collaboration, co-creation, and innovation happen. HR needs to think innovatively to change from thinking in terms of projects to thinking in terms of products. This represents a fundamental change to how HR operates and this move will change the way HR delivers value and creates more business impact.

In the current tight labour market, companies can no longer rely on only hiring their employees externally which in the present scenario HR does. They need to make better use of the talent they already have and partner up with other companies to expand their existing talent pools, to be very specific arranging industrial visits in similar industries can be one of the best learning. This way the innovation happens from HR team and gradually the concept of walk the walk begins. One of the most notable HR innovations should be that HR should focus on products and not on projects, because if HR is to adopt a product mindset, it will require a different approach towards designing HR practices and services.

This shift in mindset will not only increase the quality of HR's service delivery, it will also enable HR to better build capabilities that help improve the businesses' bottom line. Hope I am making my point and to be very honest this is what required. HR should continuously advice the COO on desired behaviours, employee wellbeing, promoting a culture of trust and respect. This way the HR can help create a more engaged, productive, and positive work environment, where employees feel valued and respected and finally the HR initiatives will match what they normally say and show it by their actions.

> "To lead people, walk beside them... As you walk, guide them, and as you touch their hand, direct them. May your right hand guide them and your left hand encourage them."

# Management Matters: Employee Silence

**Dr. Smita Singh (Dabholkar)**
Associate Professor &
Management Consultant,
IMT Nagpur

ArunMaira, a Tata Administrative Services employee, was returning from a business trip from Singapore to India sometime in 1969, he was stopped by the customs at the Airport. The customsofficers could not believe that he had bought a bag full of trinkets with just 500 rupees (one could re-enter the country with only 500 rupees' worth of goods purchased abroad). The customs officer asked him to lay all his goods on the table. Just then, a senior officer watching them from afar came closer and enquired about ArunMaira's occupation. On learning that he was working with Tatas, he said, "If he works for the Tatas, he must be telling the truth." That is what Tatas have always stood for, Trust. The way I would like to define trust is, a promise delivered consistently in most extraordinary situations with the same zest or even bigger, cultivates trust, builds a brand. All organizations are places to work, only few become a brand. Apart from other reasons, lack of Trust is a significant source of Employee Silence.Today we will talk about this, Trust and Employee Silence.

Morrison and Milliken first proposed the idea of "employee silence" in their 2000 paper. Organizational silence, according to them, is a hindrance to organizational growth and transformation. Pinder and Harlos (2001) expanded on employee silence as a particular kind of organizational silence, whereas Morrison and Milliken concentrated on the more general idea of organizational silence. They described it as "the withholding of any form of genuine expression about the individual's behavioural, cognitive, and/or affective evaluations of their circumstances from persons perceived to be capable of effecting change or redress".

Everything starts with Trust, so if we ask ourselves if we are a High-Trust organization, will the answer be undoubtedly positive?All High-Trust organizations have a few common characteristics. Most importantly, employees will not be afraid to voice their opinions.They will be willing to do new things because failures will not be mocked or punished.As a result, they will innovate and experiment. The approach in dealing with the employees will be humane by default. The leaders will be great listeners. Everybody will not do everything. Thus, interdependency will breed inter-connections and collaborations. The leaders will share information candidly and provide timely and constructive feedback. Open communication will be fostered. What is said will be done, and what is done will be documented. They will not be lakirke fakir (go by the rule book mindlessly);instead, they will be open to explore possibilities.

One of the critical cornerstones of The Great Place to Work, a gold standard in benchmarking Organizational culture, has Trust model at its heart. It states that a great workplace is primarily built on the amount of Trust the employees have in their leaders and colleagues. The more they Trust, the more they tend to be engaged, productive and satisfied.

Those leaders interested in building great organizations should begin with cultivatinga Trust culture.First, they should start worrying about employee silence and not develop arrogance of assumptions. Silence in the organization is speaking for itself loud and clear, but are we listening?

# Reimagining ESG Environmental, Social and Governance: Making Strategies for Forward-Thinking Investors

**Dr Gajavelli V S**
Mentor & Chairman-Centre for Sustainability, Growth & Development(CSGD).
Institute of Management Technology(IMT) Nagpur.

**Mr Sai Charan Ganne**
PGDM ,IMT Nagpur &
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Is ESG at a crossroads?

Larry Fink, the CEO of BlackRock, created quite a commotion on March 26, 2024, across the investment world with the release of his annual Chairman's Letter to investors.In a significant departure from previous years, Larry Fink's letter made no reference to environmental, social, and governance (ESG) principles – an area that had been earlier central to BlackRock's communication and strategy.

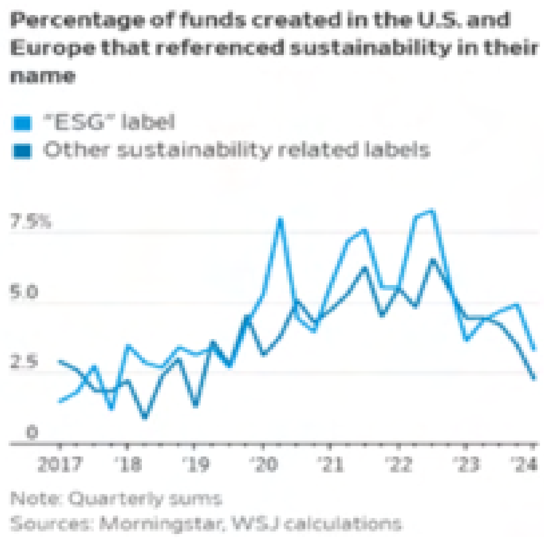
This incident was widely seen as a conscious action on the part of BlackRock to move away from the increasingly politicised ESG debate. The letter omitted terms like ESG and lacked any references to "stakeholder capitalism". Instead, Fink's letter focused on conventional investment themes around issues such as retirement security, demographic shifts and capital markets. Industry looked at the development as a tactical move against the backdrop of political backlash and as BlackRock's repositioning.

ESG, once hailed as one of the hottest trends in the financial sector, is under fire following charges of 'greenwashing' and huge 'redemptions from ESG funds'.

ESG Principles vis-à-vis Practice by Industry – A widening Gap!

If everything was going so well so far, why did ESG start to take a turn for the worse? The first is that several institutions and special interest groups are taking advantage of this development for their own purposes, leading to the development of the greenwashing industry.

- According to Harvard research, 72% of social media posts by oil and gas corporations utilise dishonest greenwashing techniques to give the impression that they care about the environment, even though these businesses are still among the worst pollutants and contributors to global warming.
- A Brown University analysis that reveals how energy corporations are spending an eye-opening USD 3.6 billion on reputation-building "green" ads also highlights the less-than-ideal reality of ESG investing.





- A disturbing fact was uncovered by a 2023 Harvard study: when a fund designated as "green" was compared to a conventional investing fund, just 32% of the fund consisted of "green" equities, with the remaining 68% being "the exact same" as a regular fund. This indicates that more than two-thirds of every rupee invested in these funds goes to businesses that could have been part of a non-ESG fund.

Greenwashing: First, the issue of "Greenwashing", the practice of making deceptive or exaggerated claims about the environmental benefits of business operations. In 2009, Volkswagen launched a major marketing campaign promoting its "clean diesel" vehicle lineup, featuring print ads, television spots, and a high-profile Super Bowl commercial. However, just a few years later, the US regulators discovered that Volkswagen had installed software in its vehicles to cheat emissions tests.

These supposedly eco-friendly cars were actually emitting nitrogen oxides at levels up to 40 times the legal limit. The resulting "Dieselgate" scandal, which ultimately cost Volkswagen $40 billion, remains one of the disgraceful cases of greenwashing in history.

Quantitative & Qualitative Measures:

Second, ESG aspects comprise extensive qualitative and quantitative measures representing an organisation's success in these areas. However, a lot of these elements are very difficult to measure. How can the social impact, human rights policies, employee happiness, and other factors be precisely measured? Does a company's recognition in one of these categories truly indicate that it is genuinely committed to the sustainable movement? Therefore, it is challenging to evaluate and assess performance across businesses and industries in the absence of defined measurements.

ESG: What is the way forward for the investing community?

So, how can Investors navigate these waters in such tumultuous times? Some of these strategic approaches could include:

- In-depth Analysis: Investors should conduct an in-depth study using AI and big data to understand the intricacies of ESG investment. In real-time, AI-powered sentiment analysis can monitor public opinion of a company's ESG effect, and big data techniques can spot trends and hazards that conventional analyses might overlook.
- Third-party audits and engagement: For objective evaluations, investors should use third-party audits to verify the legitimacy of ESG. Assessing executive commitment, influencing corporate policy, and gaining deeper insights into ESG efforts are all made possible by direct engagement with management.
- Active ownership: To influence business behaviour and ESG policies, active ownership is essential. Say Technologies and other platforms make voting on resolutions easier and having conversations with management. Investors might employ shareholder recommendations and public campaigns to encourage better corporate accountability and increased transparency in ESG policies.
- Standardisation collaboration: ESG standardisation is driven by working with international stakeholders and following frameworks like PRI, TCFD, and GRI. GRI makes

consistent ESG performance measurement possible, TCFD guarantees that the financial impact of climate change is considered, and PRI assists in integrating ESG into investment choices. Adhering to the BRSR framework guarantees adherence to regional ESG regulations in India.

- Collaborative Initiatives: By taking part in programs such as Climate Action 100+, investors may work together to standardise ESG policies and enhance business conduct.

ESG investing's future depends on striking a balance between its advantages and disadvantages. Making a true difference requires sincere, quantifiable, and open ESG practices. To show their dedication to ESG objectives, businesses could embrace widely accepted standards like ISO 14001 and ISO 26000 and work toward certifications like CarbonNeutral and LEED.The investing landscape has undergone a revolutionary change with the rise of ESG investing.

# VIA REPRESENTATIONS – JUNE 2025

| S.N. | Date | Name & Address | Subject |
|---|---|---|---|
| 1 | 01.05.2025 | **Shri .Sanjay Savkare ji**<br>Hon'ble Minister of Textiles<br>Government of Maharashtra<br>Mantralaya, Mumbai -400032 | Solar Implementation<br>Under Textile Policy |
| 2 | 01.05.2025 | **Shri .Sanjay Savkare ji**<br>Hon'ble Minister of Textiles<br>Government of Maharashtra<br>Mantralaya, Mumbai -400032 | Leveraging the US- China Trade<br>Dynamics A Golden Opportunity<br>for India's Textiles Exports |
| 3 | 01.05.2025 | **Piyush Goyal Ji**<br>Hon'ble Union Minister of<br>Commerce & Industry<br>Government of India<br>Vanijya Bhawan, New Delhi | Leveraging the US- China Trade<br>Dynamics A Golden Opportunity<br>for India's Textiles Exports |
| 4 | 01.05.2025 | **Shri Giriraj Singh ji**<br>Hon'ble Union minister Textiles<br>Government of India,<br>Udyog Bhawan, New Delhi | Leveraging the US- China Trade<br>Dynamics A Golden Opportunity<br>for India's Textiles Exports |
| 5 | 01.05.2025 | **Shri Devendra Fadnavis**<br>Hon'ble Chief Minister, GOM<br>Mantralaya, Mumbai | Leveraging the US- China Trade<br>Dynamics A Golden Opportunity<br>for India's Textiles Exports |
| 6 | 09.05.2025 | **The Chairman,**<br>Nagpur & Wardha District<br>Mathadi & Unprotected Labour<br>Board, Lotus Plaza, Plot no. 1 | Formal cancellation of registration<br>under the Act and scheme,<br>as an 'employer' |
| 7 | 19.05.2025 | **Shri .Sanjay Savkare ji**<br>Hon'ble Minister of Textiles<br>Government of Maharashtra<br>Mantralaya, Mumbai -400032 | Changes in textiles Policy 2023-28<br>regarding eligibility |
| 8 | 19.05.2025 | **Shri Devendra Fadnavis**<br>Hon'ble Chief Minister , GOM<br>Mantralaya, Mumbai | Proposal of Establishment of<br>Dedicated<br>"Women's Industrial Park" in Nagpur |
| 9 | 28.05.2025 | **The Respected Chief Commissioner**<br>of Income Tax<br>Aaykar Bhawan, Civil lines, Nagpur | Request for monthly tax collection<br>Figures under Nagpur CCIT Charge |

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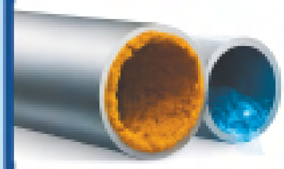

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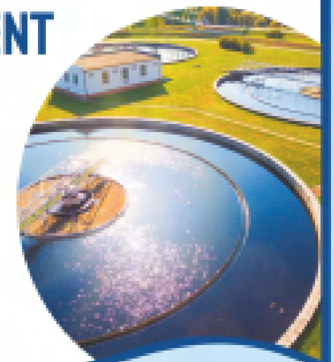

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