

Enhancing Export Business in the New Financial Year and ICICI Bank Trade Proposition; Mumbai; 4th May 2022

This seminar was organised by EPCH Mumbai office, at IMC, Mumbai and addressed by Mr. Mihir Shah, an Independent Trade Consultant from the city, in association with ICICI Bank Ltd.

The session was graced by Mr. Raj Kumar Malhotra, Chairman, EPCH; Mr. Ashok Boob, Convenor EPCH Western Region; Mr. Pradeep Muchhala, CoA Member, EPCH; and Mr. Karan Jetwani, Domestic Retail Coordinator, EPCH.

The speaker highlighted an overview of Exports and potential demand, Various aspects of FTP, Current Export Incentives, Recent Development with respect to FTAs, Changes and compliances for exporters, the new changes in trade policy and claiming process by taking the participants through the various process steps right from Understanding of online compliances to introduction of RoDTEP to member exporters.



Mr. Raj Kumar Malhotra, Chairman, EPCH, addresses the attendees at the seminar. Seen next to him are(LtoR) : guest faculty, Mr. Mihir Shah; Mr. Pradeep Muchhala, CoA Member, EPCH; Mr. Ashok Boob, Convenor EPCH Western Region; and Mr. Karan Jetwani, Domestic Retail Coordinator, EPCH

The speaker from ICICI Bank- Mr Siddharth Kochar, Marketing Manager shared the benefits of banking online procedure, the supportive to the customer and ease of doing through ICICI banking application. Mr. Raj Kumar Malhotra, Chairman, EPCH, shared his experience of ups and downs in business, facing of cyber-crime issues during business, etc. He also discussed about strategies towards growth of handicrafts.

The audience comprising mainly of key exporters who have been in the business for over 4 decades greatly appreciated the content & the session evoked a high level of interaction between the speaker & the participants. The seminar was attended by approx. 40 exporters.

Mr. Mihir Shah, an Independent Trade Consultant from Mumbai, seen making an informative presentation

Time Management for Professionals; Moradabad; 11th May 2022

EPCH organised this seminar with the objective to create awareness and provide the required knowledge on Time Management: How Leads Inspire, Influence and Achieve Results. The guest faculty was Dr. Mosam Sinha, Professor (TMIMT) Moradabad and the session was attended by member exporters and their personnel from the Moradabad region.

Dr. Mosam Sinha started the presentation with a valuable point that 'change of life can take place in a single moment'. He explained that time management or priority management is more of an art than a science. It is identification of priority of a task which is to be performed as per one's time in three categories : free time or leisure time, routine time and sacrifice time. The faculty advised that one should have consistency in usage of time. One should classify the activities to be performed in three categories namely most important, important and least important. And do the activities as per the importance of task. Sometimes one may end up in such a situation that he is not able to do some important work and in that case carry forward that work into most important task in next day.

Dr. Mosam Sinha further pointed out that caution should be applied to speech as an attitude of 'I know everything' and egoism can be detrimental in today's volatile world. He also pointed out that one should know the art of saying 'no' to certain works and not always be a yes man as this may harm reputation in case of failure. Besides, one should analyse competency and knowledge level before assigning tasks. Dr. Sinha added that if one enjoys



Dr. Mosam Sinha interacting with the participants at the seminar



the work performing one will never feel tired. "Research past failure and do work. Take a pledge or set the mind on 'I will not take rest until I succeed in this activity'. Whenever doing something one should understand 'why I am doing this' and this will lead you into a successful future," he concluded. ■

Alternate Fund-Raising Mechanism by National Stock Exchange (NSE)

Moradabad; 14th May 2022

This seminar was organised by EPCH for SME member exporters on 14th May 2022 at Moradabad, Uttar Pradesh.

Ms. Rachana Bhusari, Vice President - NSE was the key speaker on the subject and elaborated on the topic. This was attended by Mr. Kamal Soni, Vice Chairman, EPCH; Mr. Nabeel Ahmed, Member COA, EPCH; Mr. Anoop Shankhdhar & Mr. Nadeem Khan Senior members exporters and other members from Moradabad.

Key speaker at the seminar - Ms. Rachana Bhusari, Vice President - NSE, being felicitated by Mr. Kamal Soni, Vice Chairman, EPCH; Mr. Nabeel Ahmed, Member COA, EPCH; Mr. Anoop Shankhdhar & Mr. Nadeem Khan Senior members exporters, at the seminar



Trends & Forecast on Furniture and Furniture Accessories: Autumn Winter 2022

Saharanpur; 21st May 2022

EPCH organised this awareness seminar at CFC, Saharanpur and it saw attendance from 20 member exporters. Presentations were made by Ms. Amla Shrivastava, Head Designer, EPCH, in the presence of eminent member exporters of the city, like Mr. Ram ji Suneja, Mr. Sabir Ali and Mr. Irfan Ul Haq. The presentation was well appreciated and introduction to EPCH Design Cell and its importance was discussed. The Initiative has been appreciated. The seminar was followed by a Q&A session.

Ms. Amla Shrivastava, Head Designer, EPCH, seen making a presentation on trends for furniture and furniture accessories for Autumn Winter 2022. Seen on the dais are : Mr. Ram ji Suneja, Mr. Sabir Ali and Mr. Irfan Ul Haq, eminent EPCH member exporters from the city



GST Refund & Recent Amendments in GST for Exporter Members

Kolkata; 27th May 2022

EPCH's Eastern Regional Office, Kolkata, organised this interactive seminar to apprise members exporters on GST updates. The session also gave exporters a quick understanding of the new changes and interaction with experts and senior Government authorities helped clarify doubts. The key speakers of the seminar were Mr. Bani Kumar Chakraborty, Deputy Commissioner of Commercial Taxes, Office of Directorate of Commercial Taxes, Govt of West Bengal; Mr. Subir Kumar Ghosh, OSD, O/o Directorate of Commercial Taxes, Govt of West Bengal; Mr. Gagan Kedia, Chartered Accountant; and Ms. Firdous Afrin Azhar, Asst. Regional Officer, EPCH.

Mr. Bani Kumar Chakraborty offered an overview of GST and refund claim filing process for exports, explaining the benefits of QRMP Scheme and who & when should one choose it so that compliance burden of the taxpayer reduces significantly. Mr. Subir Kr Ghosh highlighted recent amendments in GST. Mr. Gagan Kedia, Chartered Accountant, spoke about various amendments in GST related to handicrafts sector. Participants learnt that changes emerge from the recommendations of the GST Council vide its 45th meeting held on 17 September 2021 as notified through various recent notifications. Some of the amendments are related to aspect like taxability, input credit restriction, enforcement



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provisions, and persons liable to pay tax and rate changes. While some are specific to trade & industries such as E-Commerce in terms of impact. Ms. Firdous Afrin proposed the vote of thanks to the speakers and acknowledged the speakers for taking time to speak to the EPCH members. The seminar concluded with a Q&A.

Export Factoring/Financing to achieve Rapid Business Growth

Jodhpur; 31st May 2022



(R-L): Mr. Mr. Suresh Lalwani, Regional Head, Yes Bank; Mr. Mayur Totala, Director Credlix; Mr. Suresh Vishnoi, Member, EPCH NWR mentorship group; Mr. Nirmal Bhandari, Patron, Jodhpur Handicrafts Exporter Federation (JHEF); Mr. Radheshyaam Ranga (Latiyal Handicrafts), leading exporter from Jodhpur; Mr. Manish Purohit, Secretary, Jodhpur Handicrafts Exporter Association (JHEA); Mr. Bharat Kanunga, Member, EPCH NWR mentorship group; Mr. Priyesh Bhandari, Secretary, Jodhpur Handicrafts Exporters Federation (JHEF); and Mr. Abhishek Kumar Verma Manager Credlix

Credlix in association with EPCH, organised an awareness seminar on 'Export factoring/ financing to achieve rapid business growth', at Trade Facilitation Centre, Jodhpur on 31st May 2022. This was attended by 70 exporters, entrepreneurs & officials from Jodhpur Handicrafts Exporters Association (JHEA), Jodhpur Handicrafts Exporters Federation (JHEF) along with SHG/NGOs.

The occasion was graced by Mr. Radheshyaam Ranga (Latiyal Handicrafts), leading exporter from Jodhpur; Mr. Suresh Vishnoi, Member, EPCH NWR mentorship group; Mr. Nirmal Bhandari, Patron, Jodhpur Handicrafts Exporter Federation (JHEF); Mr. Bharat Kanunga, Member, EPCH NWR mentorship group; Mr. Manish Purohit, Secretary, Jodhpur Handicrafts Exporter Association (JHEA); Mr. Priyesh Bhandari, Secretary, Jodhpur Handicrafts

Exporters Federation (JHEF); Mr. Suresh Lalwani, Regional Head Yes Bank; and Mr. Mayur Totala, Director Credlix.

Mr. Suresh Vishnoi initiated the program with a welcome address. He pointed out the importance of export finance, banking schemes and export insurance. Mr. Radheshyaam Ranga urged the participants to benefit from the information shared at the seminar. Mr. Nirmal Bhandari suggested that with finance support one can look at gradual expansions in businesses. Mr. Priyesh Bhandari shared his personal experience and the opportunity to learn about various schemes through informative seminars. Mr. Manish Purohit suggested that it is important to be associated with a finance institution and know how the organization and banking support for the expansion of the business works.

Mr. Bharat Kanunga desired that Credlix should have an office in Jodhpur as there is a huge export base of wooden handicrafts and furniture.

The guest speakers explained pre and post shipment credit facility for exporters and elaborated on credit insurance provided by Credlix. Mr. Suresh from Yes Bank explained about export and finance support. ■

