

# GST Refund & Recently Launched QRMP Scheme For Tax Payers

8<sup>th</sup> January 2021; EPCH Kolkata

EPCH's Eastern Regional Office, Kolkata organised this webinar with the objective to apprise member exporters on refund claims available under the GST legislation, about the newly launched Quarterly Return Monthly Payment Scheme, new GST related updates and also to answer their queries.

The key speakers were Mr. Joyjit Banik, Joint Commissioner of Revenue, O/o Directorate of Commercial Taxes, Govt of West Bengal; Mr. Subir Kumar Ghosh, Deputy Commissioner of Revenue, O/o Directorate of Commercial Taxes, Govt of West Bengal; Mr. Ankan Bose, Superintendent, Statistical Section, O/o Pr. Chief Commissioner, CGST & CX, Kolkata Zone, Govt of India; Mr. Deshdulal Chatterjee, Superintendent, O/o Pr. Chief Commissioner, CGST & CX, Kolkata Zone, Govt of India; Mr. Partha Santra, Superintendent, Kolkata Audit - 1, O/o Pr. Chief Commissioner, CGST & CX, Kolkata Zone, Govt of India; and Mr. O P Prahladka, Chairman HCSSC & Regional Convenor, EPCH.



*Mr. Subir Kumar Ghosh, Deputy Commissioner of Revenue, O/o Directorate of Commercial Taxes, Govt of West Bengal*



Mr. Joyjit Banik explained benefits of QRMP Scheme. He explained that compliance burden of the taxpayer will be reduced significantly. Taxpayers need to file only 4 GSTR-3B returns instead of 12 GSTR-3B returns in a year. Mr. Ankan Bose highlighted that the scheme allows taxpayers to file GSTR-3B every quarter and pay tax every month. This will make 8 returns in total for a small taxpayer and lesser chances of late fees.

# Goods and Service Tax - Latest Amendments

19<sup>th</sup> February 2021; EPCH New Delhi

EPCH successfully organised an awareness webinar virtually on "Goods and Service Tax - Latest Amendments" on webex platform. Mr. Ravi K Passi, Chairman-EPCH; Mr. Raj Kumar Malhotra, Vice-Chairman-EPCH; Mr. Rajesh Jain, Member, COA-EPCH; and a large number of leading member exporters along with Mr. Manoj Goyal, Chartered Accountant as Key faculty were present in the session. Mr. Manoj Goyal shared his vast experience in the field of Goods & Service Tax.

Mr. Manoj Goyal elaborated the latest KEY amendments and provision of CGST Act'2017 and explained the new provision of appeals to appellate authority. He further informed the relevant notifications of GST amendments for information of member exporters and also satisfactorily addressed the queries raised by them.



# Export Credit Risk Management & Schemes of ECGC Ltd.

15<sup>th</sup> January 2021; EPCH Kolkata

This webinar was also organised by EPCH Kolkata office with the objective to provide an interactive session on the practical aspects of availing ECGC's services.. This was addressed by Mr. Laxmi Narayan Sahu, AGM & Branch Manager, ECGC Ltd.; Mr. O P Prahladka, COA Member & Eastern Region Convenor, EPCH; Mr. Sushil Agrawal, EPCH Representative. Delivering the welcome address, Mr. O P Prahladka highlighted the challenges faced by the handicrafts sector and necessity of opting for ECGC policy as desired by banks to facilitate exports.

Mr. Laxmi Narayan Sahu made a detailed presentation on ECGC highlighting the service offered by them. He explained the importance of Export Credit Insurance (ECI) and the role of Export Credit Agency (ECA) as financial institutions that offer financing to domestic companies for international export operations and other activities, thus encouraging exports and in turn international trade. He highlighted the types of export credit risks and the kind of insurance covers provided by ECGC Ltd. to cover such risks associated exports. Mr. Sahu appraised the participants on the



Mr. Laxmi Narayan Sahu, AGM & Branch Manager, ECGC Ltd.; Mr. O P Prahladka, COA Member & Eastern Region Convenor, EPCH; Mr. Sushil Agrawal and Ms. Firdous Afrin, EPCH Representatives.

various products of ECGC Ltd. available depending on the type of coverage required ranging from covers to encourage MSMEs and large exporters to covers for specific buyer, consignment exports, services, specific or all transactions.

22<sup>nd</sup> January 2021; EPCH Moradabad

A similar webinar was also organised by EPCH Moradabad office. This was addressed by Mr. Mukesh Kumar, Branch Manager, Moradabad Branch, ECGC; in the presence of Mr. Kamal Soni, Vice Chairman, EPCH; Mr. Anshul Agarwal, Member- Central Region Regional Committee and President Laghu Udyog Bharti, Moradabad; Mr. Naveen Gaur, Assistant Director and Regional Incharge-Central Region, EPCH; and member exporters from different parts of Uttar Pradesh.

Mr. Mukesh informed of Credit risk in exports and the objective of ECGC and its various schemes, policies as well as risk coverage in connection with the export consignments. He explained in detail about the risks covered under various Policy Schemes for exporters.

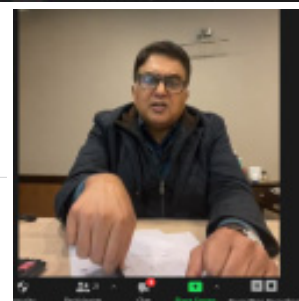
Mr. Kamal Soni, Vice Chairman, EPCH raised some of the issues faced by the members with ECGC Claims such as Claim settlement rate of interest, status of buyers financial situation at the time of policy issued, clarity on the claim disbursement on certain cases. He suggested that ECGC should provide a documents which clarifies the Do's and Don't about its policies. The house was open for questions and answers. The members took advantage of the



Mr. Mukesh Kumar, Branch Manager, ECGC Exporters Branch, Moradabad addressing the participants

Mr. Kamal Soni, Vice Chairman, EPCH

session and asked their question regarding designs and schemes of ECGC, etc.



# One District One Product Schemes for Handicraft Exporters

16<sup>th</sup> January 2021; EPCH Moradabad

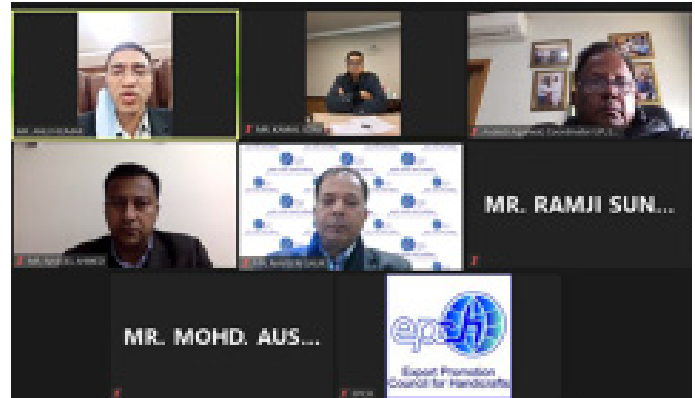
EPCH Moradabad organised this webinar with Mr. Anuj Kumar, Joint Commissioner Industries, and GM DIC, Moradabad. Mr. Kumar addressed the participants virtually in the presence of Mr. Kamal Soni, Vice Chairman, EPCH; Mr. Nabeel Ahmed, Member, COA Member and Convenor CR; Mr. Avdesh Agarwal, Coordinator-EPCH-Regional Committee, Uttar Pradesh; Mr. Mohd. Ausaf, Joint Convenor, CR Regional Committee, Saharanpur; Mr. Ramji Suneja, Member CR Regional Committee, Saharanpur; Mr. Naveen Gaur, Assistant Director and Regional Incharge-CR, EPCH; and member exporters from different parts of Uttar Pradesh.

Mr. Anuj Kumar, Joint Commissioner Industries, Moradabad, mentioned schemes under ODOP (One District One Product) devised for MSMEs to support enterprises, both in domestic and foreign markets in marketing efforts. He described these schemes in brief and went on to explain how these schemes encourage enterprises and MSMEs to come up with innovative ideas & solutions for building a new India. He briefed about the significance of the ODOP Schemes. Salient features :-

- Useful in preservation and development of local crafts/ skills.
- Aids in increase of income and local employment.
- Improvement in product quality and skill development.
- Help in transforming products - (packaging or branding).
- Connect production with tourism.
- Help resolve issues of economic differences along with regional imbalances among State's districts.
- Artisans can be trained and taken to national and international level after successful implementation of projects at state level.

Schemes under the ODOP programme include Common Facility Centres; Marketing Development Assistance Scheme; Finance Assistance Schemes (Margin Money Schemes); and Skill Development Schemes.

Under these schemes, artisans, production units and associations which are related to the selected products are promoted by lending loans, establishing Common Facility Centres, and providing marketing assistance so these products can be popularised and employment can be generated at district level. Mr. Anuj Kumar further described about the eligibility, financial assistance and working of CFC for the benefit of Cluster. Thereafter, he elaborated on the Marketing Development Assistance (MDA)



*Mr. Anuj Kumar, Joint Commissioner Industries, and GM DIC, Moradabad; Mr. Kamal Soni, Vice Chairman, EPCH; Mr. Nabeel Ahmed, Member, COA Member and Convenor CR; Mr. Avdesh Agarwal, Coordinator- EPCH-Regional Committee, Uttar Pradesh; Mr. Mohd. Ausaf, Joint Convenor, CR Regional Committee, Saharanpur; Mr. Ramji Suneja, Member CR Regional Committee, Saharanpur; and Mr. Naveen Gaur, Assistant Director and Regional Incharge-CR, EPCH*

scheme; Margin Money / Financial Assistance Scheme; Skill Development Scheme (objective of ODOP Skill Development and Tool Kit Distribution Scheme aimed to fulfilling current and future requirements of skilled work force in the entire value chain of ODOP products, across the state of Uttar Pradesh). He also informed about the eligibility criteria / financial support/ training and stiffened to the trainees.

Mr. Kamal Soni, Vice Chairman, EPCH raised various issues like inclusion of wood alongwith metal as ODOP for Moradabad, increase finance subsidy on import of machinery, challenges faced by the members during claim submission, etc.

Mr. Avdesh Agarwal, Coordinator Regional Committee, Uttar Pradesh highlighted issues such as increase in freight subsidy in freight for international fairs, requirement of CFC with Design Centre, 3D technology, Tool Centre and Testing Centre at Moradabad as well as awareness about margin money scheme amongst members in clusters.

Mr. Nabeel Ahmed, COA Member and Convenor CR, spoke about loans to member exporters under the ODOP schemes to spread awareness on them.

The members also raised their queries related to the schemes and Mr. Anuj Kumar clarified them. He also welcomed the members to visit his office in case of any issues. ■

# Effectively Positioning Products in Markets Worldwide

22<sup>nd</sup> January 2021; EPCH New Delhi

EPCH successfully organised an awareness webinar virtually on "Effectively Positioning Products in Markets Worldwide" on webex platform. Mr. Ravi K Passi, Chairman-EPCH; Mr. Raj Kumar Malhotra, Vice-Chairman-EPCH; Mr. Rajesh Rawat, Director, EPCH; and a large number of leading member exporters along with Prof. (Dr.) Ram Singh, Senior Professor of Indian Institute of Foreign Trade (IIFT) as Key faculty were present in the session.

Prof. (Dr.) Ram Singh informed the participants about Market Positioning which refers to the ability to influence consumer perception regarding a brand or product, relative to competitors as well as the objective of market positioning-to establish the image or identity of a brand or product so that consumers perceive it in a certain way. Example-a handbag maker may position itself as a luxury status symbol, a TV maker may position its TV as the most innovative and cutting-edge, etc. "Associating your brand/product with certain characteristics or with certain beneficial value with competitive pricing with high quality and with a specific use



LtoR: Mr Rajesh Rawat, Director, EPCH; Mr. Ravi K Passi, Chairman, EPCH; Prof. (Dr.) Ram Singh, Senior Professor, IIFT, New Delhi

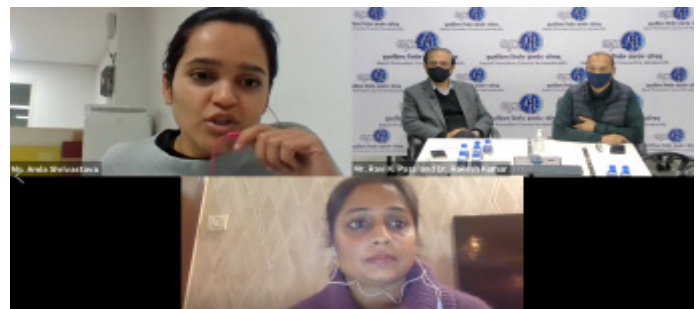
is imperative," said Dr. Singh, quoting many examples on the same. He guided the participants on positioning their products as per the customers' preferences, keeping in view the cultural and religious sentiments of the target country.

# Trend Forecast - Spring/Summer 2022; Key Directions:Textiles

28<sup>nd</sup> January 2021; EPCH New Delhi

EPCH successfully organised an awareness webinar virtually on "Trend Forecast - Spring/Summer 2022; Key Directions:Textiles" on webex platform. Mr. Ravi K Passi, Chairman-EPCH; Dr. Rakesh Kumar, Director General-EPCH; Ms Amla Srivastava, Head Designer, EPCH; and a large number of leading member exporters along with expert panelists Ms. Urvashi Gupta, Account Manager, South Asia WGSN and Ms. Nishtha Duseja. Ms. Gupta shared her vast experience in the field of international trend and forecast. She informed WGSN is constantly monitoring the signals of change that impacts consumer behaviour.

Ms. Urvashi Gupta informed the participants how the world is still under the impact of a pandemic and consumers are spending a lot of time at home, restyling and refreshing spaces, embracing digital concepts and designing out of waste. She detailed on five need-to-know directions that will impact lifestyle and interiors in 2022 and further three macro trends that are grouped around the theme of emotional response, which will be the most powerful driver of consumers' needs/wants in the coming years. Elaborating further, Ms. Gupta informed the participants on how



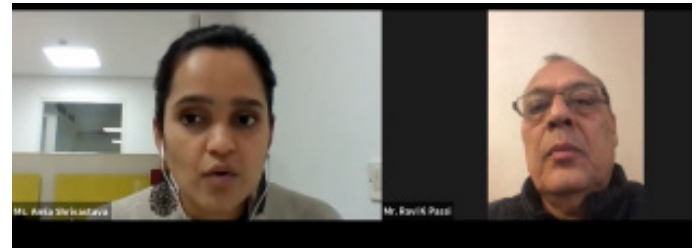
the trend - 'Connected' explores, how we relate to ourselves and others in a world of extreme disruption, how we develop relationships in a non-physical way as well as how we create a sense of the material in virtual worlds. 'Resourceful' re-evaluates our relationship with the things we use and how they are made. It champions the local over the global, and is rooted in preparedness, practicality, sustainability and craft. The story of how a product is made will be just as important as what is made. The imperfect and decorative qualities of natural materials and hand-made processes will be celebrated, and minimalism will be embraced as a mindset rather than simply an aesthetic, with a focus on fewer and better instead of just plainer.

# Trend Forecast - Spring/Summer 2022; Key Directions: Lifestyle-Home Decor, Garden Accessories, Lamps & Lighting

12<sup>th</sup> February 2021; EPCH New Delhi

EPCH successfully organised an awareness webinar virtually on "Trend Forecast - Key Directions - Lifestyle: Spring/Summer 2022 Home décor, Garden accessories, lamp lighting (utility items in all possible materials, finishes, textures)" on webex platform. Mr. Ravi K Passi, Chairman-EPCH; Mr. Raj Kumar Malhotra, Vice-Chairman-EPCH; Mr. Rajesh Jain, COA Member-EPCH; and a large number of leading member exporters alongwith Ms. Urvashi Gupta, Account Manager of WGSN for South Asia Region as a "Key Faculty" of the Webinar and Ms. Nishtha Duseja of WGSN were present in this session. Ms. Gupta shared her vast experience in the field of international trend and forecast.

Ms. Urvashi Gupta informed that the pandemic has escalated many of WGSN's forecasts, as well being, comfort, protection and community become amplified consumer priorities. It has changed our future with great societal and economic consequences and has become the catalyst for seismic change across all industries, particularly in the areas of lifestyle and interiors. She informed



that lives will continue to revolve around the home economy for the foreseeable future, and everything we do at home will see a dramatic acceleration. Resource scarcity will result in design resolutions that focus on regenerative fibers, waste management, circular systems, and supply chains that are both ethical and transparent. Elaborating further, Ms. Gupta informed that at a grassroots level, the rise of homesteading will also see a revival of self-sufficient thrift and a stronger appreciation of locally made artisanal crafts. She informed the likely impact on Spring/Summer 2022 is that consumers will be more cautious, home-wear and interiors will be a bigger focus, and there will be more demand for designs that bring a sense of comfort and joy.

# Trend Forecast - Spring/Summer 2022; Key Directions: Fashion-Jewellery & Accessories 26<sup>th</sup> February 2021; EPCH New Delhi

EPCH successfully organised an awareness webinar virtually on "Trend Forecast - Spring/Summer 2022; Key Directions: Fashion-Jewellery & Accessories" on webex platform. Mr. Ravi K Passi, Chairman-EPCH and a large number of leading member exporters alongwith Ms. Urvashi Gupta, Account Manager of WGSN for South Asia Region as a "Key Faculty" of the Webinar and Ms. Nishtha Duseja of WGSN were present in the session. Ms. Urvashi Gupta shared her vast experience in the field of international trend and forecast.

Ms. Urvashi Gupta shared that the starting point for any product design for 2022 will be to define how it can slot into the fast-emerging but imperfect circular economy. Consumers will increasingly be weighing up their needs versus their wants, so successful designs will focus on minimizing climate impact and waste, while maximizing value at every stage of the product life cycle. She shared a comprehensive overview of the key trends



for Accessories, Footwear & Jewellery for Spring/Summer 22 on the parameters as well as Key items like Solid Materials, Hardware & Details, Leather & Non-Leather, Jewellery Key Directions for Men & Women. She informed the participants that the need for season less, timeless and classic limitarian design continues to drive the development of jewellery items for Spring/Summer 22 and evaluated some of the key items for women's wear as well as menswear market.