

RIL looking at more buys to aid JioMart

Experts say firm might target niche players in categories like food, FMCG, personal care

VIVEAT SUSAN PINTO
Mumbai, 1 November

Reliance Industries (RIL) will look at more acquisitions to strengthen its new commerce venture JioMart, part of the retail unit, the company said in an investor update on Friday.

The statement acquires significance as Amazon and Flipkart are gearing up to take advantage of the digital dividend that the Covid-19 pandemic has given e-tailers. Amazon has set aside an additional \$1 billion for investment in India, while Flipkart raised \$1.2 billion from Walmart in July.

RIL acquired online pharmacy Netmeds in August and will add the pharmacy channel — apart from categories such as fashion, lifestyle and electronics — to the JioMart cart in the future, it said.

The company has also said it has integrated acquisitions from 2019 into Reliance Retail — including Grab (last-mile logistics), C-Square (analytics and resource planning), NowFloats (software solutions for SMEs) and Fynd (fashion e-commerce) — to strengthen its online capabilities. Food, beverages, fast-moving consumer goods across home, personal and baby care, fresh food items such as fruits, vegetables and dairy products are part of the JioMart basket currently.

Experts say the company will target niche players within these categories to beef up its online play. For instance, in July, Reliance Brands, part of Reliance Retail, picked up entrepreneur Ronnie Screwvala's 15 per cent stake in fashion start-up Zivame and is looking to increase its holding in the firm. The acquisition will strengthen its



TO MAKE A MARK

- JioMart positioned as a key pillar of Reliance Retail's online play
- Pharmacy, fashion, lifestyle and electronics to be added on JioMart shortly
- Grocery already exists on platform
- Acquisition of niche players part of strategy to step up online capabilities
- Objective is to increase orders per day; currently at over 400,000 per day

omni-channel play in fashion.

There was speculation of the possible acquisitions of Urban Ladder and MilkBasket in the online

furniture and grocery delivery spaces, respectively, though the deals haven't fructified yet. MilkBasket has since clarified that

it has no plans to sell and is looking at an initial public offering to raise funds.

Getting smaller firms to either tie up or sell out will be a critical part of JioMart's strategy, said analysts, as it seeks to scale quickly in the online market.

A Goldman Sachs report says JioMart is poised to sell half of all online groceries in India over the next few years, led by significant investment by the company.

Reliance Retail has already raised ₹37,710 crore in eight rounds, offloading nearly 8.5 per cent stake in the last two months. While the company did not provide any further updates on its retail divestment plans on Friday, it said it remained committed to growing the business, including JioMart.

The online platform is already clocking over 400,000 orders per day since it went live across 200 cities in May. RIL said *kirana* partnerships had been extended to 20 cities.

FROM PAGE 1

Airtel rings louder than Jio in net subscriber additions

Jio's earlier tryst with postpaid was very lukewarm and its share of subscribers has been minimal — less than 1 per cent of its total.

In contrast, Airtel has added 0.8 million postpaid customers — the highest in 20 quarters. Their importance is evident from the fact that their average ARPU, based on past trends, are nearly 2-3x of that of prepaid customers.

The full impact of Jio's postpaid entry tariff of ₹399 (up from ₹199) launched in September-end and bundled with OTT platforms such as Netflix, Amazon Prime, and Hotstar, on VIP subscriptions will only be reflected in the third quarter FY21 results.

Airtel executives are nonchalant. "They have substantially increased the postpaid tariffs and added OTT which you can, in any case, buy on your own. In postpaid, they have avoided getting into a price war. Our experience is that postpaid customers are sticky to the service and don't churn," said an Airtel executive.

Airtel is also moving aggressively in the FTTH space where, again, it faces Jio in the ring. For instance, in Q2, home broadband subscribers were up by 129,000 to 2.6 million as it increased roll-out of FTTH in 50 more cities, reaching 150 cities.

While Jio does not give FTTH subscriber numbers separately in its Q2 results, based on the latest Telecom Regulatory Authority of India data of July, Jio had 1.16-million wired broadband customers, half that of Airtel.

Jio's offer and price are being matched by Airtel too. In the first week of September, Jio launched an aggressive ₹399 plan but with a killer deal:



an offer of unlimited data across all tariffs for FTTH. Six days later, Airtel matched the unlimited data offer and reduced the price of its entry-level FTTH from ₹799 to ₹499.

The even bigger play put in place by Airtel is to substantially reduce the gap with Jio in the number of cities where FTTH services are available. To this end, it has tied up with local cable operators who will provide the last-mile connectivity. The aim is to offer the service in over 1,000 cities in the next 12-18 months. "The target is to reach over 40 million of the 240-million households in the country," said an Airtel executive.

Clearly, this will substantially reduce the gap with Jio, which has rolled out broadband services in 2,000 cities and is looking to reach 50 million homes. One area where Airtel continues to lag behind is that it has a leverage of 2.9x, compared to Reliance Industries, which is debt free. SBI Caps suggests it should bring this down to 1x, especially as auctions are around the corner for 4G and then for 5G within the next year.

Jio has shown it can raise money globally from the best, including giants like Facebook and Google, who have also become partners. But Airtel has been no laggard either. It has raised \$8 billion in the last 18 months through a combination of debt and equity which included private equity and sovereign funds. The only major difference is that it has not tied up with any technology company. Whether it will do so is a question which many are already asking.

FROM PAGE 1

Auto sales up, but sceptics don't take foot off pedal

Maruti's growth was primarily driven by the entry-level segment, as first-time buyers showed strong appetite.

In its compact segment (the Baleno, Swift, WagonR, and Celerio), sales grew 27 per cent YoY to 95,067 units during the month, against 75,094 in October 2019. The utility vehicle segment (the Vitara Brezza, Ertiga, and XL6) grew 10 per cent YoY to 25,396 units, compared with 23,108 units in the corresponding month last year. However, sales in the mini segment (Alto, S-Presso) declined marginally to 28,462 units during the month, against 28,537 in the same month last year.

Maruti's management during a post-results analyst call on October 29 had said there had been pent-up demand from first-time buyers.

A good monsoon resulting in



record harvest has propelled rural demand to surpass that in urban and semi-urban areas. Maruti's share of sales from rural geography increased to 41 per cent in the second quarter of 2020-21, compared with 38 per cent during the same period last year.

Since the harvest period is over, automakers are yet to see signs of pick-up in urban demand, which can be a cause for worry.

R C Bhargava, chairman, Maruti Suzuki, said the company was yet to get clarity on the demand scenario in

the post-festive period. "The impact of people wanting to buy vehicles for personal use and festivals will be over by December. The rural segment will continue to grow substantially. We don't know what kind of urban demand there will be and how much income people in the urban markets will be left with," he said.

On the contrary, Hero MotoCorp, the largest two-wheeler maker, said the company was witnessing a surge in demand from urban and semi-urban areas, which would drive sales

FESTIVE SALES IN REBOUND LANE

Automaker	Oct '19	Oct '20	% chg
Maruti Suzuki	144,277	172,862	19.8
Hyundai	50,010	56,605	13.2
Hero MotoCorp	599,248	806,848	34.0
M&M	63,106	64,210	1.7
Honda Cars	10,010	10,836	8.3

Source: Companies

after the festive season.

"After the festive season, the pent-up demand will be over. The fundamentals will play out and rural will continue to go strong. Unless there is something related to Covid, the positivity is likely to continue. We are cautiously optimistic about that," Naveen Chauhan, head of sales at Hero MotoCorp, had said in a post-earnings conference call on Friday. Hero saw sales rising 34 per cent in October.

Analysts tracking the sector have cautioned that the factor of demand

continuity after Diwali will need to be taken into account for the valuations of companies.

"The recent growth momentum is a cause for encouragement, but volume sustainability after November will need to be monitored amid an element of channel restocking carried out in September," said analysts at ICICI Securities.

Auto dealerships have asked manufacturers to be cautious, warning that overstocking will hit their margin in case sale softens.

"Whatever pent-up demand was there will be over by the festive season. In urban markets, people are expected to spend a bit of their bonuses during Diwali, but beyond that, the economy has to improve for vehicle sales to go up. Fundamentally, nothing has changed in our economy, and Covid cases are rising. Small businesses are closing, which will impact rural demand," said Nikunj Sanghi, an automobile dealer and member of the Federation of Automobile Dealers Associations of India.

THE INDIAN HUME PIPE COMPANY LIMITED
CIN : L51500MH1926PLC001255
Regd. Office: Construction House, 5, Walchand Hirachand Road, Ballard Estate, Mumbai 400 001, Tel: +91-22-22618091, +91-22-40748181 Fax : +91-22-22656863, Website: www.indianhumpipe.com

PUBLIC NOTICE
NOTICE is hereby given that pursuant to Regulation 29 and 47 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a meeting of the Board of Directors of the Company will be held on Wednesday, 11th November, 2020 at Mumbai to consider, inter-alia the Unaudited Financial Results for the 2nd quarter and 1st half-year ended 30th September, 2020. The information contained in this notice is also available on the Company's website www.indianhumpipe.com and also on Stock Exchanges website at www.bseindia.com and www.nseindia.com.

By order of the Board
The Indian Hume Pipe Company Ltd.
S. M. Mandke,
Company Secretary

Place : Mumbai
Date : 31st October, 2020

सेंट्रल बँक ऑफ इंडिया
Central Bank of India

Central Bank of India invites online applications from practicing Chartered Accountants/Firms on RBI panel, for assigning Concurrent Audit of its various branches & Depts. at Corporate Office, w.e.f. 01.01.2021. Please visit www.centralbankofindia.co.in for details.

The Web portal for submitting Online Applications shall be available from 02.11.2020 to 06.00 PM on 21.11.2020 Existing Concurrent Auditors are also required to apply afresh. Those who have already completed/completing 3 or more years continuously on 31.12.2020 as Concurrent Auditor in our Bank are not eligible and need not apply. Applications in other forms will not be entertained.

GM-CA&ID
(3rd Floor, 22 Sir Sorabji Bhavan (Ewart House), Homi Modi Street, Fort, Mumbai 400023)

HOSPITALITY
Apollo Hospitals International Ltd., Apollo CBCC, Gandhinagar and Apollo Hospitals City Centre announces destruction of old patient records (by appropriate method) dated between 01/03/2015 to 01/09/2015 (For In-Patient) and 01/03/2017 to 01/09/2017 (for Out Patient). Any person who wants to retrieve the record of self or near relative should collect the same after submission of proper identity proof as per hospital policy within 7 working days of this notice; there after no request or query will be entertained by the hospital in this regard and/or its authorized representative will not be responsible for the same.

Apollo Hospitals International Ltd., Bhat GIDC Estate, Gandhinagar, Gujarat.
Apollo Hospitals City Centre, #1 Tulsibaug Soc., Nr Parimal Garden Ahmedabad, Gujarat.
Apollo CBCC, 1st Floor, Apollo Hospitals, Bhat GIDC Estate, Gandhinagar, Gujarat.

For query please call: 079 66701800, Ext-1715/16
Date: 02-11-2020 Management

OSWAL OVERSEAS LIMITED
CIN : L74899DL1984PLC018268
Regd. Office : 9A, Second Floor, Namberdar Estate, Taimoor Nagar, New Delhi - 110065
Ph. No. 011-41064256, Fax No. 011-26322664
E-mail: cs@oswaloverseasind.com
Website: www.oswaloverseasind.com

NOTICE
Notice is hereby given pursuant to regulations 29 read with regulation 47 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 that a meeting of the Board of Directors of Oswal Overseas Limited is scheduled to be held on Wednesday, November 11, 2020 at 02:00 p.m. at registered office of the company to consider, approve and take on record, among other things, the Unaudited Financial Results for quarter ended and six months ended on September 30, 2020. The notice is also available at website of the announcement of the Unaudited Financial Results of the Company for the quarter and half year ended 30th September, 2020.

For OSWAL OVERSEAS LIMITED
Sd/-
Samir Biswas
Managing Director
Date: 01.11.2020
Place: New Delhi
Date: October 31, 2020
Company Secretary

SHYAMA INFOSYS LIMITED
CIN : L24235MH1996PLC057150
Regd. Office: 3rd Floor, Plot No.395/97, Rupa Building, Kabbadevi, Mumbai - 400 002.
Tel No.: (033) 22420751
Email: shyamainfosys57@gmail.com
Website: www.shyamainfosys.co.in

NOTICE
Notice is hereby given pursuant to Regulation 29 read with Regulation 47 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 that the meeting of the Board of Directors of the Company will be held on Wednesday, 11th November, 2020 at 12.30 p.m. Through Video Conferencing to consider and take on record the Unaudited Financial Results for the Quarter and Half Year ended 30th September, 2020. Further as per the 'code of conduct' formed under SEBI (PIT) Regulations, 2015 the trading window was already closed for Directors, Key Managerial Personnel, Connected Persons and Designated persons for trading in equity shares of the Company from 1st October, 2020 and would remain closed until ending 48 hours after the announcement of the Unaudited Financial Results of the Company for the quarter and half year ended 30th September, 2020.

For Shyama Infosys Limited
Sd/-
Samir Biswas
Managing Director
DIN: 07834496
Place: Mumbai
Date: 01.11.2020

Coastal Projects Limited
CIN: U45203OR1995PLC003982
Invitation for Expression of Interest towards sale of Coastal Projects Limited as a Going Concern under Liquidation

Corporate Office Address:
Plot No.304-0, Road No.78, Film Nagar, Jubilee Hills, Hyderabad-500033.

Further to Hon'ble NCLT order dated 11.09.2020, directing going concern sale under Liquidation, I, as a Liquidator of Coastal Projects Limited, hereby invite Expression of Interest (EOI) from interested parties under Regulation 32(A) of the Liquidation Process Regulations, Insolvency and Bankruptcy Code, 2016 through E-Auction Process.

Interested parties can refer to the website www.coastalprojects.co.in or send an e-mail to liquidator.op@inay.com for further details regarding eligibility criteria & estimated timelines. The last date for submission of EOI is **November 11, 2020 (Wednesday)**. The Liquidator may in his absolute discretion, but without being under any obligation to do so, update or amend the eligibility criteria and estimated timelines.

Place: Hyderabad Sd/-
Ravi Sankar Devarakonda
Liquidator
IP Registration No. IBB/IIA-001/IP-P00095/2017-2018/10195

tanla
TANLA PLATFORMS LIMITED
(formerly known as Tanla Solutions Limited)
CIN: L72200TG1995PLC021262
Regd Office: TANLA TECHNOLOGY CENTRE, HITECH CITY ROAD, MADHAPUR, HYDERABAD - 500081
Tel: 040-40099999 | Fax: 040-23122999

Extract of statement of consolidated un-audited financial results for the quarter & six months ended September 30, 2020

Particulars	Quarter ended		Six Months ended		Year ended	
	30-09-2020 Un-audited	30-06-2020 Un-audited	30-09-2019 Un-audited	30-09-2020 Un-audited		30-09-2019 Un-audited
Total Income from operations	58,799.14	46,877.54	48,888.26	105,676.68	88,816.03	195,520.43
Net Profit for the period before tax	9,226.52	7,604.05	(3,873.09)	16,830.56	(15,804.92)	(23,724.56)
Net Profit for the period after tax	8,147.31	7,860.56	(4,701.42)	16,007.86	(12,271.77)	(21,116.56)
Total Comprehensive income for the period	7,816.79	7,858.82	(4,362.82)	15,675.60	(11,640.84)	(20,123.89)
Equity Share Capital (Face value of ₹ 1/- each)	1,360.36	1,522.58	1,437.65	1,360.36	1,437.65	1,459.72
Other Equity	-	-	-	-	-	68,713.73
Earnings Per Share (of ₹ 1/- each) not annualised						
Basic :	5.85	5.17	(3.27)	11.02	(8.54)	(14.77)
Diluted :	5.85	5.17	(3.27)	11.02	(8.54)	(14.77)

Notes:
1. The above Un-audited financial results for the quarter and six months ended September 30, 2020 have been subject to a limited review by the Statutory Auditors, reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on October 31, 2020. The statutory auditors have expressed an unmodified opinion on these results.
2. The financial results have been prepared in accordance with the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
3. The name of the company has been changed from Tanla Solutions Limited to Tanla Platforms Limited with effect from October 22, 2020 to reflect appropriate revenue stream.
4. The EPS for quarters and half year ended has not been annualised.
5. The Un-audited financial results for the quarter and six months ended September 30, 2020 are available on the Company's website (www.tanla.com) and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).

Key standalone information:

Particulars	Quarter ended		Six Months ended	
	30-09-2020 Un-audited	30-06-2020 Un-audited	30-09-2019 Un-audited	30-09-2020 Un-audited
Revenue from operations & other income	21,322.02	20,664.55	27,881.87	41,986.58
Profit / (Loss) before tax	5,150.66	2,424.00	(3,955.96)	7,574.66
Profit / (Loss) after tax	4,355.76	1,443.90	(4,438.78)	5,799.66

For Tanla Solutions Limited
Sd/-
D. Uday Kumar Reddy
Chairman & CEO
DIN: 00003382

Hyderabad
October 31, 2020

TECHNO ELECTRIC & ENGINEERING COMPANY LTD.
CIN: L40108UP2005PLC094368
Corporate Office: 1B, Park Plaza, South Block, 71 Park Street, Kolkata-700 016.
Tel: 033-4051 3000, Fax: 033-4051 3326
E-mail: desk.investors@techno.co.in
Website: www.techno.co.in

NOTICE
Pursuant to Regulation 29 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, Notice is hereby given that a meeting of the Board of Directors of the Company will be held on **Thursday, the 12th day of November, 2020** to inter-alia consider and take on record the Unaudited Standalone and Consolidated Financial Results of the Company for the **Quarter and half year ended 30th September, 2020**.

For Techno Electric & Engineering Company Ltd.
Place : Kolkata
Niranjan Brahma
Date : 31.10.2020
Company Secretary

SALE NOTICE UNDER IBC, 2016
VIMAL OIL & FOODS LIMITED (IN LIQUIDATION)
Reg. Off. : At Village Hanumant Hedua, Nr. Palavasina Railway Crossing Highway, Road, Mehsana, Gujarat 384002

Sale of Seven Outstanding Receivables under Litigation owned by M/s. Vimal Oil & Foods Limited (in Liquidation) forming part of Liquidation Estate formed by the Liquidator. The Sale will be done by the undersigned through the E-Auction platform: <https://ncltauction.auctiontiger.net>.

Asset Description	Inspection Date	Date of Auction	Time of Auction	Reserve price INR in Crores	EMD Amount & Documents submission deadline
Seven Outstanding Receivables under Litigation having book value of total 508.48 crore (As described in Auction Process Document)	Before 24th November, 2020	1st December 2020	11 AM to 1 PM	Nil	INR 1 Crores on or before 24th November 2020

- EMD can be deposited either by remittance into the account or through demand draft or Bank Guarantee.
 - E-Auction will be conducted on "AS IS WHERE IS", "AS IS WHAT IS", "WHATEVER THERE IS BASIS" and "WITHOUT RECOURSE BASIS" only. The auction will be conducted through the service provider M/s eProcurement Technologies Limited, Mr. Praveen Thevar (9722778228/6351896833) at web portal <https://ncltauction.auctiontiger.net>.
 - Interested applicants may refer to the COMPLETE E-AUCTION PROCESS INFORMATION DOCUMENT containing details of terms and conditions of online E-Auction, E-Auction Bid form, Eligibility Criteria, Declaration by Bidders, EMD requirement etc. are available on service provider web portal i.e. <https://ncltauction.auctiontiger.net>, <https://tender.tiger.com/FreeTender.aspx> or <https://bsa.in/announcements.html> or through Email: support@auctiontiger.net and praveen.thevar@auctiontiger.net.
 - The Liquidator has absolute right to accept or cancel or extend or modify, etc. any terms and conditions of E-Auction at any time. He has right to reject any of the bid without giving any reasons
- Manoj Khattar, Liquidator, Cell: 9172753488**
IBBI Reg No.: IBB/IIA-002/IP-N00748/2018-2019/12264
Date : 02.11.2020
Liquidator's Address : Unit no. 1121, Building No. 11, 2nd Floor
Place: Ahmedabad
Solitaire Corporate Park, Andheri- Kurla Rd., Chakala, Andheri (E), Mumbai City, Maharashtra, 400093
Email IDs: manojkhattardd@gmail.com or ip.vimaloil@bsa-advisors.com

infoedge
INFO EDGE (INDIA) LIMITED
CIN: L74899DL1995PLC068021 | Regd. Office: GF-12A, 94, Meghdoot Building, Nehru Place, New Delhi-19
Corp. Office: B-8, Sector-132, Noida-201304 (Uttar Pradesh) | Tel: 0120-3082000; Fax: 0120-3082095
Web: <http://www.infoedge.in/>; email: investors@naukri.com

NOTICE
Notice is hereby given pursuant to Regulation 47(1) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (LODR), that a Meeting of the Board of Directors of the Company will be held on Tuesday, November 10, 2020 via Audio/Visual means, to inter-alia, consider and approve the Unaudited Financial Results of the Company for the Quarter & Half Year ended September 30, 2020, subject to a limited review by the Statutory Auditors, in view of the spread of COVID-19 pandemic.

In accordance with Regulation 46(2) and 47(2) of LODR, the details of the said Meeting are also available on website of the Company viz. <http://www.infoedge.in/> and on the website of Stock Exchanges at <http://www.bseindia.com/> and at <http://www.nseindia.com/>.

By Order of the Board of Directors
For Info Edge (India) Ltd.
(MM Jain)
SVP-Secretarial & Company Secretary

Date: November 1, 2020
Place: Noida