



AT A GLANCE

JUNE 2024



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Dear BBNGians,

It gives me great pleasure to present to you the June edition of **BBNG At A Glance**.

The entire world is currently obsessed about Global Warming and Clean Energy. Billions of dollars are being spent on research in this area. We are extremely proud to introduce you to our own Warje Chapter member Mr Shrinivas Athalye, who has made huge strides in this field. He has many patents in his name, and is a President Award winner. All businesses need finance to start, sustain and grow. In this edition of Glance, we have included articles on the various Govt and non Govt schemes and subsidies which are available for MSMEs. We hope readers will benefit.



We request you kindly scan the QR code, answer the questions & give us feedback for the newsletter to improve it further.

Our next edition will be on the Real Estate & Construction industry. We request experts in this field to submit articles on the Current trends, best practices, innovations and opportunities. We specifically request Real Estate Consultants, Architects, Interior Designers, Vastu Consultants, and allied professionals to submit articles.

Happy reading

Regards,
Pallavi Gadgil
Editor
BBNG AT A GLANCE.

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Meet our Hydrogen man



Shrinivas Athalye

Global warming is the challenge in front of the entire world. Lot of discussions take place to find a solution. Many experts are working on it & we are proud to have an accomplished technocrat in BBNG with not only a theoretical solution but with an application plan ready. He is none other than **Shrinivas Athalye**.

Shrinivas Athalye is alumni of National Defence Academy (NDA), IIT Bombay and SCPD Stanford University USA. Shrinivas sir has worked in defence at a high post where he has headed mega warship construction and submarine modernization projects. His organizations had about 10000 people working on diverse projects. Dear readers, did you know that he is a recipient of the President's award for distinguished service? And this highly knowledgeable, experienced and down to earth person has become part of BBNG. Let us know more about his futuristic solution for preventing pollution, global warming and let us work together to make his dream come true.

Shrinivas Athalye Sir talks to BBNG AT A GLANCE Editor Pallavi Gadgil

Pallavi Gadgil: Shrinivas sir, how did you find this solution for global warming and how you are trying to convert it into a business model?

Hydrogen is a clean fuel. It is pollution free. It can be utilized in many applications. And when we combust hydrogen for energy generation, the only bi-product is water vapour. Unlike any other fuels Hydrogen does not cause emissions. Hydrogen is the most abundant element available on the earth. But not in free form. All the hydrogen God has kept in the form of water. Water itself is big source of hydrogen. Electrolysis is the 100-year-old method to separate hydrogen and oxygen from water. But in pandemic after closing our gasification projects when I was thinking about this, I tried to use another path to produce hydrogen and made a model of that. Anything which has hydrogen and oxygen such as Biomass, Hydrocarbons, Carbohydrates, and other fuel feed can be then utilized for producing hydrogen. This was our focus area for technology development, and we obtained Patents in the field. With a view to commercialize the technologies, I founded a company Agni-Maarut Pvt Ltd in 2022. We are working on methods of producing carbon monoxide and hydrogen in an economical way which can be used in Boilers, Engines/Turbines, and Fuel Cells for electricity generation in Industry, Homes, and electric automobiles. e.g., fuel cell of cupboard size can be power 4 to 5 flats. The systems would be more effective and dependable than solar units because they can provide electricity 24x7. They can also be used to complement solar energy during sunset regimes.

We are working on another area which can take Biogas and convert that in to hydrogen and carbon monoxide. We can use the product gas for fuel cells, engines, chemical processes. We have developed reactors, done system designs, and applied for patents. We got 5 patents and 6th is on the way. Therefore, our aim is to now explore the opportunities of prototyping and commercialization.

But, only patents, and concepts are not enough. People want to see working units to believe in the modern technologies. We are in that stage. We cannot sell in the market right now because the product is under development. For prototyping, we are trying to have tie ups with academic institutions and R&D Organizations for funding and co-development because it is not so easy to get funding for tech startups for developmental work.

PG: So how you will go ahead as a business then?

To make our concept real, we need funding. But start-up funding from financial institutions is not feasible for us at this stage. Therefore, we are looking at grants from Government, R&D Establishments and Academic institutions and also venture funding from interested groups.

Academic institutions & R&D Organizations are most suitable for co-development work because they have in-house expertise & multidisciplinary teams. It is also easy to get funding from Government for developmental work through these institutions. This approach is also mutually beneficial for all stake holders viz our company, institutions, teaching faculty, researchers and students.

PG: What is the benefit of your solution regarding hydrogen to the world?

Any renewable energy development has tremendous impact on reducing global warming, pollution, toxic elements in air and for larger benefit of Humanity. Hydrogen is an exceptionally good e Solution for us. God has given plenty of water and sun. Using Solar energy, Wind energy or any other renewable source for Electrolysis of Water to produce Hydrogen is an excellent route called Green Hydrogen. That hydrogen when used for electricity generation gives out only water vapour as bi-product. Nature will put that water vapour back to earth through vaporization cycle We all believe Hydrogen is the future.

PG: How can BBNG help you and can you help young BBNGians to be a part of it?

Yes sure...we need deep pocket venture capitalists or connects in academic institutions and R&D organizations.

And we can definitely guide young BBNGians and students in innovative technology areas by sharing ideas, processes, and our multi-disciplinary experience in the field of energy conversion systems.

Anyone interested in the field and reach me via email on **svathalye@gmail.com** or on WhatsApp **9373308732**.

Hydrogen journey is getting extremely exciting, and I would be delighted to guide BBNGians, young entrepreneurs and students to become a part of that hydrogen journey.

FUNDING FOR BUSINESS

Today we may try to understand some funding styles to a business other than NBFC or banks.

1. Equity Funding: The businesses which need finance and have constraints of no security etc. and which are the companies, may opt to get funds from an investment company or funding partner. Here the company issues some shares like 1% or 2% and once the investor becomes member of the company, he can invest the bigger amounts like 1cr or 2cr etc. There is normally an exit clause where it is pre-decided as to when the investor will exit the company and what returns he will get at the time of exit. The rate of return is normally more than Fixed Deposit rates and may range from 15% pa to 24% pa, looking at the potential and the distress requirements of the company. The investor may continue by reinvesting with revised terms even after the exit clause is implemented. At the time of exit the transfer of shares carry a detailed capital gain computation, where the seller (transferor) will be required to declare the income from capitals gains.

2. Venture Funding: The venture capital is similar to above but venture capitalists invest in some venture or a project as the name suggests like start ups. The venture partnership go hand in hand for the decided term and support for capital expenses, hire technological support & lot more. The companies normally opt it for seed capital, pre-seed and early stage funding to meet the expenses till the company starts its normal routine affairs.

3. HNI: [High Net worth Individuals] The persons with high fund back ups, try to fund a concern to utilise their money to earn more than traditionally available ways like FDs, MFs, etc. They are normally from business backgrounds. They know the risks & gains from business. Higher the risk higher the profits.

They take calculated risks by investing through due diligence, market survey like tools to know more about the company in which they are willing to invest. They are keen to keep control or at least regular reporting in daily affairs to track the abnormality or derailment to sense the early loss of their funds. The HNIs have difference back grounds to fund a specific vertical where they have knowledge and comfort. e.g. Chemical, Pharmaceutical, Food Manufacturing, Harbal, Beauty products, Medicals, Engineering, Softwares etc. They may be reluctant to opt other vertical than their comfort zone.

4. Debentures: The company may issue debentures to call for funding. The debenture may be convertible or non convertible. They normally carry fixed return percentage. They may be converted to Equity shares in due course of time or may be redeemed on maturity. They may be renewed or reissued. The interest on debentures is the basic consideration to the debenture holders.

5. Holding subsidiary chain: The holding company holds shares in the subsidiary company by purchasing them at the decided amount. These funds will be used by the subsidiary company as the investments and do its business. On a decided day the holding company may re transfer the shares to the subsidiary share holders.



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MSME Badhega to Desh Badhega

Providing Funding as Oxygen for MSMEs through 2990 Schemes of Various Govt. Bodies



CA Yogesh Kulkarni
CEO & Founder Director

Global Finance Professionals is the visionary creation of CA Yogesh Kulkarni, a distinguished Finance & Operations Professional in the corporate realm, boasting an impressive 23-year track record across diverse industries. With a wealth of expertise, he has cultivated a network of over 160 connections on both the national & international stages.

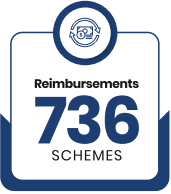
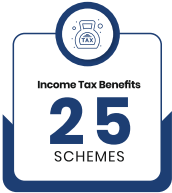
MSME stands for Micro, Small and Medium Enterprises and below table shows both the Criterion to be met for identifying any MSME enterprise as to whether they are Micro, Small or Medium.

Criterion	Micro	Small	Medium
Turnover	Rs. 5 Crore	Rs. 5 Crore & Rs. 50 Crore	Rs. 50 Crore & Rs. 250 Crore
Investment in Plant & Machinery	Rs. 1 Crore	Rs.1 Crore & Rs. 10 Crore	Rs.10 Crore & Rs. 50 Crore

MSMEs are playing major role in terms of GDP contribution which is 30 % of Indian Economy. This is far lesser compared to contribution of MSMEs in developed countries like US and UK, where MSMEs contribute 44% to 50% of the GDP respectively!

Since most of the MSMEs have issues in funding and financing to scale them up and establish and stand firm, technology gaps and regulatory hurdles, Govt. has addressed all these issues in the structured manner through various policy measures.

Since Govt. and various bodies are keen to take this MSME sector to the next level, they have come up with 2990 schemes shown in below table by allocating budget of Rs. 22,138 Crores for FY 2024- 25 through various initiatives like Start up India, Financial Support, Infrastructure Development, Skill Development and Training, Market Access, Regulatory simplification, Tax incentives and benefits, Technology adoption , Access to Govt. Procurement, networking and support and Quality Standard Certification and so on.



Total MSME Schemes 2990

All these schemes are tagged to your Udyam Adhar Registration Certificate & it is essential that every MSME need to have the same with correct details mentioned on the same so that appropriate scheme applicable to your Business is reflected as your eligibility.

Typically, all these schemes are online and each scheme has specific documentations to be provided in order to avail the benefits. There is also an escalation mechanism available in case of any issues in availing the same as all these schemes have been brought under digital platform called as www.emsme.com . We can pull all applicable scheme based report by registering our Udyam Adhar on this portal. Below is the sample report once you register your Udyam Adhar Number on this portal & list of documentations needed.

I generated a sample report for my Management Consulting Company and received information like:

- 1. Available benefits for me
- 2. Total schemes available
- 3. Kinds of benefit I can avail with details
- 4. The benefit amount I can avail under each of schemes
- 5. Details of each scheme inclusive of Objective, Eligibility Nature of Assistance, Nodal agency, Checklist of documents as well as Application portal and process.

You can generate similar report and you can avail the applicable scheme by visiting the web page of the respective authority which is also given as part of this.

So, if you are keen to avail the schemes then let us connect together sooner!

With Warm Regards,

CA. Yogesh Kulkarni
CEO & Founder Director, Global Finance Professionals



MSME Term Loan/ Cash Credit limit or factory ,land & building. commercial premises/shops /Plant and machinery / equipment/commercial vehicle/ loan for working capital, project loan, mortgage against property etc.

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MSME stands for Micro, Small, and Medium Enterprises. These are businesses that fall within specific size categories defined by their investment in plant and machinery or equipment and their annual turnover. The exact criteria can vary by country, but generally, MSMEs are classified to support and promote small-scale businesses that play a crucial role in economic development, employment generation, and innovation. For example, in India, the criteria for MSME classification are as follows:

MICRO ENTERPRISES:	SMALL ENTERPRISES:	MEDIUM ENTERPRISES:
Investment up to ₹1 crore (approximately \$130,000) turnover up to ₹5 crore (approximately \$660,000).	Investment up to ₹10 crore (approximately \$1.3 million) turnover up to ₹50 crore (approximately \$6.6 million).	Investment up to ₹50 crore (approximately \$6.6 million) turnover up to ₹250 crore (approximately \$33 million).

MSMEs often receive government support through various programs, subsidies & incentives to help them grow & compete in the market.

various subsidy schemes includes **PMEGP CMEGP, ANNASAHEB PATIL** and so on...

there are approx 500+ govt subsidy schemes available on the portal. Govt is now encouraging start ups business under these various schemes & giving support if we ask who is MSME one can answer who is having Udyam is come under MSME

Thanks

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Micro, Small, and Medium Enterprises (MSMEs) play a crucial role in economic development and have numerous benefits, including:

- 1. Job Creation:** MSMEs are significant employers, providing jobs to a large portion of the population, especially in developing countries. This helps in reducing unemployment and underemployment.
 - 2. Economic Growth:** By contributing to GDP, MSMEs play a vital role in economic development. They promote industrialization and diversification of the economy.
 - 3. Innovation:** Due to their flexible structure, MSMEs can quickly adapt to changes & innovate, leading to the development of new products, services, and technologies.
 - 4. Regional Development:** MSMEs contribute to the development of rural and less-developed regions by setting up businesses in these areas, thereby reducing regional disparities.
 - 5. Social Inclusivity:** They provide opportunities for women, minorities & economically disadvantaged groups, fostering social inclusiveness.
 - 6. Supply Chain Contributions:** MSMEs are often integral parts of larger supply chains, providing essential goods and services to larger enterprises.
 - 7. Export Promotion:** Many MSMEs are involved in export activities, contributing to foreign exchange earnings and enhancing a country's trade balance.
 - 8. Entrepreneurial Development:** MSMEs nurture entrepreneurship by providing opportunities for individuals to start & manage their own businesses, fostering a culture of self-employment.
 - 9. Flexibility & Resilience:** MSMEs are generally more agile and can quickly adapt to market changes, making them resilient in the face of economic downturns.
 - 10. Economic Diversification:** By operating in a variety of sectors, MSMEs contribute to economic diversification, reducing dependency on a few industries.
- Overall, MSMEs are a backbone of economic stability and growth, significantly contributing to development and prosperity at both local and national levels.

MSME

Term Loan/ Cash Credit limit or factory ,land & building . commercial premises/shops/Plant and machinery equipment commercial vehicle/ loan for working capital project loan, mortgage against property etc.

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Micro Enterprises: Investment up to ₹1 crore (approximately \$130,000) & turnover up to ₹5 crore (approximately \$660,000).

Small Enterprises: Investment up to ₹10 crore (approximately \$1.3 million) & turnover up to ₹50 crore (approximately \$6.6 million).

Medium Enterprises: Investment up to ₹50 crore (approximately \$6.6 million) and turnover up to ₹250 crore (approximately \$33 million).

MSMEs often receive government support through various programs, subsidies, and incentives to help them grow and compete in the market.

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Thanks

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Business finance is an essential requirement for the establishment of any business. Business Finance is the foundation of a business. Actually the most important tool to bridge the gap between production and sales. Finance requirements are to purchase assets, goods, raw materials & for the other flow of economic activities. The funds may be raised from personal savings, friends and family or as a loan from a bank on which required to pay interest on certain percentage.

The Government subsidies is the best medicine to overcome burden of finance.

What Is a Subsidy?

A subsidy is a benefit given to an individual, business, or institution, usually by the government. It can be direct (such as cash payments) or indirect (such as tax breaks).

There are many forms of subsidies given out by the government. Two of the most common types of individual subsidies are welfare payments & unemployment benefits. The objective of these types of subsidies is to help people who are temporarily suffering economically.

Types of Subsidies

The subsidies are divided in two different types i.e. Direct Subsidies and Indirect Subsidies.

Direct vs. Indirect Subsidies

Direct subsidies are those that involve an actual payment of funds toward a particular individual, group, or industry. Indirect subsidies are those that do not hold a predetermined monetary value or involve actual cash outlays. They can include activities such as price reductions for required goods or services that can be government-supported. This allows the needed items to be purchased below the current market rate, resulting in savings for those whom the subsidy is designed to help.

Advantages & Disadvantages of Subsidies

Different rationales exist for the provision of public subsidies. Some are economic, some are political, and some come from socioeconomic development theory. Development theory suggests that some industries need protection from external competition to maximize domestic benefit.

Technically speaking, a free market economy is free of subsidies; introducing one transforms it into a mixed economy. Economists and policymakers often debate the merits of subsidies and, by extension, the degree to which an economy should be mixed.

Advantages

Pro-subsidy economists argue that subsidies to particular industries are vital to helping support businesses and the jobs that they create. Economists who promote a mixed economy often argue that subsidies are justifiable to provide the socially optimal level of goods and services, which will lead to economic efficiency.

GOVERNMENT SUBSIDIES

In contemporary neoclassical economic models, there are circumstances where the actual supply of a good or service falls below the theoretical equilibrium level—an unwanted shortage, which creates what economists call a market failure.

One form of correcting this imbalance is to subsidize the good or service being undersupplied. The subsidy lowers the cost for the producers to bring the good or service to market. If the right level of subsidization is provided, all other things being equal, then the market failure should be corrected.

In other words, according to general equilibrium theory, subsidies are necessary when a market failure causes too little production in a specific area. They would theoretically push production back up to optimal levels.

Disadvantages

Meanwhile, other economists feel free market forces should determine if a business survives or fails. If it fails, those resources are allocated to more efficient and profitable use. They argue that subsidies to these businesses simply sustain an inefficient allocation of resources.

Free market economists are wary of subsidies for a variety of reasons. Some argue that subsidies unnecessarily distort markets, preventing efficient outcomes & diverting resources from more productive uses to less productive ones.

Similar concerns come from those who suggest that economic calculation is too inexact and that microeconomic models are too unrealistic to ever correctly calculate the impact of market failure. Others suggest that government spending on subsidies is never as effective as government projections claim it will be. The costs and unintended consequences of applying subsidies are rarely worth it, they claim.

Even if a subsidy is created with good intentions, without any conspiracy or self-seeking, it raises the profits of those receiving beneficial treatment, thus creating an incentive to lobby for its continuance, even after the need or its usefulness runs out. This potentially allows political and business interests to create a mutual benefit at the expense of taxpayers and/or competitive firms or industries.

UDAY VINAYAK ATRE

Sinhagad road chapter member

Unlocking Opportunities at the

GOREGAON EXPO

Attending the recent expo at Goregaon, Mumbai, was eye-opening, revealing numerous business opportunities. The event showcased diverse industries and innovative ventures, offering fertile ground for strategic investments and collaborations.

Key Investment Opportunities

The expo featured businesses with unique growth potential:

1

Startups:

Innovative solutions in digital payments, lending, manufacturing, stationery & textiles aligned with our firm's focus on financial technologies.

2

Green Ventures:

Eco-friendly products & services presented impact investing opportunities, aligning financial returns with environmental benefits.

3

Healthcare Innovations :

Telemedicine platforms & health tech devices offered significant investment potential, especially post-pandemic.

Strategic Collaborations and Networking

The expo facilitated networking with industry leaders and potential B2B partners. Collaborations can enhance our service offerings and open opportunities . Engaging with the BBNG community can help us forge valuable relationships, fostering mutual growth.



Path to Growth and Success

The Goregaon Expo has unveiled numerous investment opportunities & potential collaborations. Leveraging these & working with the BBNG community can drive substantial growth for our firm, paving the way for a dynamic future in personal finance. Taking the correct approach & leveraging the opportunities given to us by BBNG sure put us on the path towards sustainable growth and success! I am glad to be a part of BBNG and look forward to many more chances and learnings



A Noble Cause...

What does a player need to reach the top in her field ? Mental and physical Fitness, perfect training for the game & the best sports equipment.

Satyabhama Inamdar from Sangli district has two of these requirements but lacked a good sports cycle. She couldn't afford to buy one because of her families financial situation. Her frustration and desperation was noticed by **BBNG'S Founder President Shripad Kulkarni** who vowed to help her fulfill her goal of representing India at international level.

As a result of his efforts, on the 17th June 2024 Belrise Industries gifted Satyabhama one of the best sports cycle as part of their sports Initiative 'Sports Indi'. Mrs Supriya Badwe executive director of Belrise, an athlete herself, immediately honoured Shripad sir's request to fund Satyabhama.

In the presence of Satyabhamas family, BBNG dignitaries and Belrise staff the cycle was gifted by Mrs Badwe to Satyabhama.



CA YOGESH KULKARNI

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