

Indian Institute of Corporate Affairs (IICA) and Reserve Bank of India (RBI)
have come together to launch

National Mission for Capacity Building of Bankers, NBFCs & Financial Services
Organizations in BFSI Sector for Financing MSMEs

15-17 February, 2023 at Goa

Course Overview

The India's vibrant BFSI sector comprises Banks, financial institutions, mutual funds, NBFCs, MFIs, brokerages, stock exchanges, regulators, asset management, as well as life and general insurance companies.

The BFSI sector continues to grow at double digit growth rate with ATMs growing at a much faster pace than the branches. The underlying drivers for this sector are strong namely – favourable demographics, rising income levels, increasing rural penetration, growing FDI and wide policy support by Government.

As India develops, it needs an increasingly robust financial system, besides a thriving equity market, if it is to sustain and exceed its current rate of growth. Compared to other verticals, BFSI handle a large amount of cash and sensitive transactions. Banking as a business involves managing risks. Such risks are both financial as well as non-financial in nature.

The BFSI sector is lapping up new opportunities by mitigating risks and challenges involved. Risk management is not only a critical operational parameter but also a core value proposition for a financial organization. The Indian BFSI segment is operating in a challenging world of rapid technological change, technology-savvy customers, and increasing expectations.

In recent times, many national and even international banks have expansion plans in the rural market because of mandates by the RBI for financial inclusion. While the adoption of an omni-channel banking strategy (use of mobile, online, social media as well as physical bank branches to offer financial services) increases the levels of engagement with customers.

Given the above scenario, it is noticed that the BFSI sector is turning towards technology to offer excellent customer service as the best competitive differentiator. While doing this, they also need to ensure that the solutions allow them to capture the attention of new customers, strengthen bonds with existing customers, and balance their focus on increasing revenues while reducing operational expenses and mitigating risks including compliance as well as regulatory ones. The challenge is to adopt innovative and cost effective IT solutions while meeting stringent guidelines set up by the RBI. They also need to deliver consistent and compelling customer experience across multiple channels.

Data availability from GSTN, Income tax, Credit Bureaus, Fraud Registry etc., most of the due diligence is possible online for appraisal of the MSME loan proposals expeditiously as Banks have now access to such data for speedier and robust credit underwriting standards.

The small & medium businesses are experiencing unprecedented growth. This requires a deeper understanding of the SMB business and its unique needs & challenges. With growing numbers of industry verticals and changing business trends, Banks are spreading far and wide, the concept of self service banking has caught on with high number of ATM / remote Kiosks deployment, Digital banking, coupled

with widespread proliferation of customer touch-points not only help the banks to spread their businesses but also exposed them to possibilities of fraud, phishing and a lot of white collar crime impacting their NPA.

Given the above scenario, **Indian Institute of Corporate Affairs (IICA) and Reserve Bank of India (RBI) have come together** to launch - **National Mission for Capacity Building of Bankers, NBFCs & Financial Services Organizations in BFSI Sector for Financing MSMEs** scheduled during **15-17 February, 2023 at Goa.**

Objectives

- To build capacities and aptitude for lending to MSMEs and create awareness about softer aspects of MSME lending such as entrepreneurial sensitivity, empathy and appropriate communication with entrepreneurs
- To create awareness about recent developments in MSME sector with special focus on credit related issues, use of technology platforms, credit scoring models, use of big data in analysing credit worthiness of MSMEs, CGTMSE, etc.
- To enhance understanding about need for proper assessment of credit needs and the framework for revival and rehabilitation of MSME units.
- To provide solutions and valuable insights for Lenders (BANKS, NBFCs Financial Services Organizations)
- To provide deeper understanding of the compliances, lending norms (including Priority Sector Lending Norms) and on various aspects of banking and financial services.
- The program has been formulated and designed blending theory and operational aspects which will enable participants to guide their team to build a finance transformation blueprint.
- The program is best fit for mid to senior level managers in the Banking and Financial services sector, eager to understand Risk Management & Control in an evolving business world.
- Risk management consultants, business leaders and professionals in Banks & Fin-Tech organizations handling similar clients / projects will be empowered through valuable insights of the new age BFSI environment.

Why Goa for outbound training



Goa is one of the fastest growing states in the country. Goa's economic growth is driven by the strong performance of industrial sectors such as mining, tourism & pharmaceuticals. Besides, Goa is blessed with beautiful beaches and hills, a rich heritage, architecture and culture. Goa is a prime destination for national & international conferences and landmark exhibitions. Goa has its own airport and accounts for domestic & international flights. All the prime airlines have direct flights from various metro cities of India.

Content / Coverage

Day 1 (15 February, 2023 - Wednesday)

TIMINGS	SESSIONS
13:00 onwards	Check in (Residential Delegates) at the training venue
13:30 - 15:00	Lunch at the assigned hall in the hotel
15:00 - 15:15	Inauguration Setting the Context & Welcome Remarks Introduction among the participants
Session 1 15:15 - 17:30	MSME Lending Opportunity & Empowerment of MSMEs - aligning MSMEs to the Megatrends & Industrial Revolution 4.0 (IR 4) <ul style="list-style-type: none">• Assessment of MSME Landscape & Make in India• Key Concerns & Challenges for MSMEs• Enabling Infrastructure, Liquidity & Risk Management for MSMEs• Market turbulence & the way out for MSMEs - choosing the right business• Key funding and technology barriers for MSMEs• Digital Revolution – Driving force for SME Growth• Industry 4.0 –Impact and advantages for Industries and SMEs• Optimizing the Digital Innovation Eco-system for MSMEs• Enhancing SMEs digital competitiveness – the key to win the future• Trade financing for growth of MSMEs• Best Practices for Bank Lending• How to prepare a cost-effective implementation plan for digitalisation.• Empowering Women Entrepreneurs for business growth – Emerging business opportunities for women led business.• Roadmap for the Future & Trends to watch in MSME Eco-system

Day 2 (16 February, 2023 - Thursday)

TIMINGS	SESSIONS
9.45 – 10.30	Programme Overview
Session 1 10.30 – 11.30	<ul style="list-style-type: none">• Business case for lending to MSMEs and Need for Entrepreneurial Sensitivity• Recent Guidelines of RBI on MSME Financing
11.30 – 11.45	Tea Break
Session 2 11.45 - 12.45	Recent Initiatives of Government of India for MSME sector
13.00 – 14.00	Lunch Break
Session 3 14.15 – 15.15	Credit Guarantee Architecture for MSE finance <ul style="list-style-type: none">• Role of CGTMSE• Issues and Challenges
15.15 – 15.30	Tea Break
Session 4 15.30 – 16.30	Loan documentation and Recovery aspects of MSME loans
Session 5 16.30 – 17.30	Management of NPA and Recovery of MSME loans Relevant sections of <ul style="list-style-type: none">• SARFAESI Act,• Debt Recovery Tribunal & Lok Adalat• One Time Settlement Scheme• Insolvency Bankruptcy Code

Day 3 (17 February, 2023 - Friday)

TIMINGS	SESSIONS
Session 1 9.45 – 10.45	<ul style="list-style-type: none"> • Monitoring of Advances and Management of stress in MSME accounts • Credit Monitoring of MSME advances • Revival, Rehabilitation & Restructuring of MSME Loans
10.45 - 11.00	Tea Break
Session 2 11.00 - 12.00	Behavioral perspectives on MSME lending <ul style="list-style-type: none"> • Role of Emotional Intelligence in dealing with MSE customer • Stress management for enhanced performance
Session 3 12.00 - 13.00	Use of Credit Scoring and Rating Models for financing of MSMEs - Role of CICs in MSME lending
13.00 - 14.00	Lunch Break
Session 3 14.00 - 15.00	Understanding Entrepreneurial needs in MSME Financing: <ul style="list-style-type: none"> • Effective communication with MSME clients • Transactional Analysis
15.00 - 15.15	Tea Break
Session 4 15.15 - 16.15	Technological interventions for MSME Financing <ul style="list-style-type: none"> • Use of alternative credit assessment methods • Role of FinTechs and use of big data
Session 5 16.15 - 17.15	<ul style="list-style-type: none"> • Banker's perspective on lending to MSMEs • Discussions on Goa specific issues
17.15 - 17.45	Exit Test, Valedictory Session Program takeaways – Experience sharing by participants

Registration & Program Charges

Training Venue	Hotel Grande Delmon, Caetano de Albuquerque Road, Panjim, Goa 403001
Training Date	15-17 February, 2023
Residential Program Fee	INR 41,890/- (INR 35,500 + 18% GST) per participant <i>US \$ 600 per participant (Foreign participant)</i>
Non-Residential Program Fee	INR 24,190/- (INR 20,500 + 18% GST) per participant <i>US \$ 380 per participant (Foreign participant)</i>
<ul style="list-style-type: none"> ▪ For Individual Nomination - No Discount is applicable ▪ For Standard Group of 2 nominations from one organization - We will be offering a discount of 5% on Program Fee ▪ For Prime Group of minimum 3 & above nominations from one organization - We will be offering a discount of 10% for the additional participants.(Example: in case of 4 nominations from one organization, out of 4, 2 nominations will be eligible for 10% discount) 	

- **IICA Residential Program Fee includes** 3 nights' accommodation, 3 Breakfast/3 Lunch/3 Dinner on Buffet set up, study material in soft copy and does not include transfer to the hotel/venue and airport, local travel and air-travel.
- **IICA Non-Residential Program Fee includes** Lunch and two time tea with cookies, study material in soft copy and does not include transfer to the hotel/venue and airport, local travel and air-travel.
- The training program is limited to only 35 to 40 delegates on a first-come first-serve basis.

IICA RESIDENTIAL PROGRAMME SCHEDULE

15 February,2023 Day 1	16 February,2023 Day 2	17 February,2023 Day 3	18 February,2023
Arrival day- Check in from 01:00 pm onwards	Breakfast Forenoon sessions	Breakfast Forenoon sessions	Departure day- check out by 10:30 am
Lunch 1/2 day post lunch sessions	Lunch Post Lunch sessions	Lunch Post Lunch sessions	
Dinner	Dinner	Dinner	

Payment Mechanisms:

NEFT Details:-

S. No.	Particulars	Details
1.	Name of the Beneficiary	Indian Institute of Corporate Affairs
2.	Account Number	604810210000007
3.	Type of Account	Saving Account
4.	Bank Name & Branch	Bank of India, Manesar Branch, Haryana
5.	NEFT IFSC Code	BKID0006705

Who Attends “National Mission for Capacity Building of Bankers, NBFCs & Financial Services Organizations in BFSI Sector for Financing MSMEs”

Target & Expected Participation

MSME Promoters	Banks	NBFCs	MSME-DIs
Exporters/ Importers	FinTech Firms	MSME Associations	International Organizations
State Investment Agencies	Regulatory Authorities	Women led Enterprises	Financial Services Organizations
State Industrial Corporations	State Directorate of Industries	Trade & Commerce Deptt.	Trade Promotion Organizations
MSME Cluster Bodies/SPVs	Corporate houses & SMEs	Academic Institutions	National Level Federations
Public & Private Sector Organizations	Economic Development Corporations	Multilateral & Unilateral Agencies	Defence OEMs and its vendors
Founders & Promoters of Funds/Investing Entities	Central & State Govt. Organizations/ PSUs	Family Business Owners and Entrepreneurs	Emerging & Diverse Entrepreneurs / Suppliers

State Financial Corporations (SFCs), Embassies, World Bank, UNDP, Asian Development Bank (ADB), New Development Bank (NDB), OECD, SAARC Development Fund, NDDDB, NABARD, RBI, NSIC, SIDBI, DC-MSME, DC-Handlooms, DC-Handicrafts, National Bank for Financing Infrastructure and Development (NaBFID), NABARD, ZDH/SEQUA, GIZ, UNIDO, IFCI, IMF, European Bank for Reconstruction & Development (EBRD), WTO, Export Promotion Councils, Shanghai Cooperation Organisation (SCO), National, Regional & Local Government Officials, Commissioners of various Regulatory bodies, Decision Makers.

C-Suite (including CEO, General Manager, Head of Innovation, Head of Payment, Head of Credit, Head of Strategy, Head of Technology, Head of E-Commerce, Legal, Regulatory & Compliance Management Professionals) from Emerging & diverse companies engaged in manufacturing & services across multiple sectors such as construction, consumer products, energy, engineering, food & beverage, LED, health products, automotive & auto-components, textile & garments, food processing, electronics industry as well as services such as advertising, business services, communications, consumer services, e-commerce, financial services, education, environmental services, events management services, health services, human resources, insurance, IT management, IT system development, logistics & transportation, management consulting, marketing & PR services, media, retail, security, software development, travel & hospitality, wellness services, facility management etc.

Thanking Our Eminent Speakers & Delegates for the Grand Success of IICA's "Accelerate SMEs Advancement Program for Revitalizing MSME"

We would like to extend our heartiest gratitude towards all speakers & delegates present at the Three Day Capacity Building Conference - IICA's "Accelerate SMEs Advancement Program for Revitalizing MSME", a physical event held on 15th November, 2022 at Hotel Grande Delmon, Goa.

Three-Day Capacity Building Conference - "Accelerate SMEs Advancement Program for Revitalizing MSMEs - New Approaches & Strategies to enhance SMEs Growth & Competitiveness" was graced by eminent speakers and participants from Corporates, MSMEs & MSME Stakeholders, Government & Regulators fraternity during 15-17 November, 2022 at Goa.

The programme enabled MSMEs for better approaches & decisions, improved resources utilizations, reduce financial operational & strategic risks associated with products/services at the beginning of the process. The program was intended to promote Integration of growing manufacturing & service sector (including MSMEs integration) into Global Value Chains.

IICA's Accelerate SMEs Advancement Program focused on five major aspects to be considered when setting objectives for enhancing SMEs Growth & Competitiveness:-

- 1) Promoting Competitiveness and productivity in the MSME space.
- 2) Enhancement of Core Business Capabilities of MSMEs to enable them to become self-driven.
- 3) Making the MSME sector to Innovate, Automate, Adopt ICT, Reskill & Up-skill.
- 4) Strong presence in exports.
- 5) Improved managerial processes in Commerce & Industry Departments / Industry Associations/Chamber of Commerce & Industry / Trade Bodies, State owned support agencies such as State Directorate of Industries, MSME Development and Facilitation Office (MSME-DFO), Banks/ Fin-tech companies / NBFCs, Economic Development Corporations etc. for MSMEs.

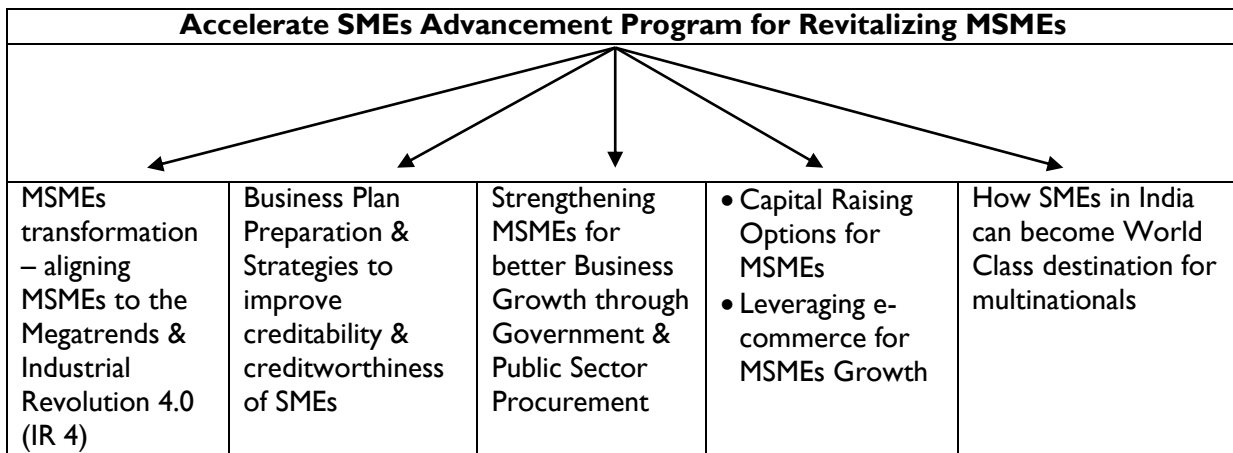
The programme organized by IICA, witnessed engaged participation from Professionals (G.M., D.G.M., A.G.M., Chief Manager, Manager) & Entrepreneurs, MSME owners/promoters, MSME Development and Facilitation Office (MSME-DFO), MSME Committee Members of the leading Chamber & Commerce of Industries as well as Banks & Apex Financial Organizations.

A total of eight (8) sessions covered the pertinent areas under MSMEs transformation – aligning MSMEs to the Megatrends & Industrial Revolution 4.0 (IR 4), Business Plan Preparation & Strategies to improve creditability & creditworthiness of SMEs, Strengthening MSMEs for better Business Growth through Government & Public Sector Procurement, Capital Raising Options for MSMEs, Managing for smooth running of business with working capital at lower side, Leveraging e-commerce for MSMEs Growth, How SMEs in India can become World Class destination for multinationals.

As an outcome of IICA's Accelerate SMEs Advancement Program, MSME owners developed a set of long-term goals for where they want their businesses to end up and how they picture getting there. This strategic framework served to provide structure to this type of long-term planning by focusing on key elements like vision, mission, time frame and objectives. The handholding was aligned to the MSME's long term vision.

The participants attended the program were from:-

- IDBI Bank Limited (Associate Partner)
- Dun & Bradstreet Information Services India Pvt. Ltd. (Knowledge Partner)
- Goa Chamber of Commerce & Industry (GCCCI)
- Brown Packaging System Pvt. Ltd.
- Manav Creations
- Reserve Bank of India (RBI)
- Axis Bank
- Small Industries Development Bank of India (SIDBI)
- MSME Development and Facilitation Office (MSME-DFO)
- Western Coalfields Limited
- Khadi & Village Industries Commission (KVIC)
- World Trade Center, Mumbai
- Alccotech Building Materials Pvt. Ltd.



Major Highlights

- Each day with sharing in-depth knowledge, debating spiritedly & directing razor-sharp questions at each other enabled the participants to discover more about each other and set a baseline for future cohesiveness and bonding as a group.
- The referral of case studies followed by power point presentation and study material used as a guide during program delivery provided a source book to develop and implement appropriate Processes and tools in the organisation. It provided practical assistance and valuable inputs on best practices and analysis of the critical issues of today & the future.

The programme was started with Opening Remarks & Introduction by Mr. Rajesh Batra, Head-Centre for MSME, IICA. It was followed by –

- Key Note Address followed by Presentation by our Chief Guest - Smt. Mercy Epao, Joint Secretary (JS-SME), Ministry of MSME, Govt. of India



**Ms. Mercy Epao,
Joint Secretary (SME), Ministry of MSME**

Ms. Mercy Epao, Joint Secretary (SME) - Ministry of MSME, Government of India, shared her insights during the Industry Interactive Conference "Accelerate SMEs Advancement Program for Revitalizing MSMEs - New Approaches and Strategies to enhance SMEs Growth & Competitiveness" from 15-17 November, 2022.

Inaugurating the IICA's 2nd edition of three day capacity building Conference on Small and Medium sized Enterprises (SME), Ms. Mercy Epao stated that these meetings and initiatives are being held with the objective to promote Competitiveness and productivity in the MSME space. She acknowledged that IICA plays an important role in creating awareness about the strengths, opportunities and challenges of MSMEs and providing hand-holding support to MSMEs through capacity building training and exchange of best practices.

- Presentation about 'Initiatives for MSMEs Growth' - Smt. Smita Chandramani Kumar, Regional Director - RBI, Goa



**Smt. Smita Chandramani Kumar,
Regional Director - RBI, Goa**

Smt. Smita Chandramani Kumar, Regional Director, Reserve Bank of India (RBI) - Goa, shared her insight on importance of Capacity Building in the Financial Sector in the face of Emerging Challenges with her deep understanding of banking regulations vis-a-vis the customer and her ability to relate with bankers and SME customers both.

- Presentation by Mr. Ravibhushan Patil, DGM (Credit Solution Centre, Kolhapur Hub), IDBI Bank Limited (Associate Partner)



**Mr. Ravibhushan Patil,
DGM (Credit Solution Centre), IDBI Bank Limited**

DGM (Credit Solution Centre), IDBI Bank Limited, informed about various Govt. schemes focussed on finance, technology upgradation, skilling & marketing to provide an extent benefits to local aspiring & existing entrepreneurs

- Technical session on 'Criticality of Building Credibility for MSME' by - Mr. Alok Kumbhat, Director – Data and Strategy, Dun & Bradstreet Information Services India Pvt. Ltd. (Knowledge Partner)



**Mr. Alok Kumbhat,
Director-Data and Strategy, Dun & Bradstreet**

Director - Data and Strategy, Dun & Bradstreet Information Services India Pvt. Ltd, deliberated with the participants about the various steps essentials to empower MSMEs.

- Address by Shri Manguirish Pai Raiker, CMD-Brown Packaging System Pvt. Ltd.



**Shri Manguirish Pai Raiker,
CMD - Brown Packaging System Pvt. Ltd**

CMD-Brown Packaging System Pvt. Ltd. & Advisor in various MSME Committees stressed that IICA's Three Day Capacity Building Conference is an outreach program with all stakeholders of the MSME sector.

- Vote of Thanks by Shri Ralph de Sousa, President- Goa Chamber of Commerce & Industry



**Shri Ralph de Sousa,
President- Goa Chamber of Commerce & Industry**

President - Goa Chamber of Commerce & Industry, expressed deep gratitude to Mr. Rajesh Batra, Head-Centre for MSME, IICA for this initiative and Ms. Mercy Epao, Joint Secretary (SME) Ministry of MSME and all distinguished delegates, Guests & Dignitaries for contributing to the discussions that will follow during the Three Day Capacity Building Conference.

Program Flow

In this programme, in-house as well as outsource Subject Matter Experts were engaged as Resource Persons. The Resource Persons for the programme were:-

- Mr. Rajesh Batra, Head-Centre for MSME, IICA
- Mr. Alok Kumbhat, Director – Data and Strategy, Dun & Bradstreet Information Services India Pvt. Ltd.
- CA Rajeev Bhargav, FCA, FCS, LLB, M.Com, Registered Valuer (Securities & Financial Assets)

The Three-Day Capacity Building Conference was concluded on 17th November, 2022 with Valedictory Address by Mr. Rajesh Batra, Head-Centre for MSME, IICA followed by distribution of Certificates to the participants. The participants appreciated the programme content, Resource Persons and training sessions.



25 Officers & Professionals, MSMEs promoters came from across the country to attend the Three Day Capacity Building Conference

Program Director & Facilitator



Mr. Rajesh Batra
Head-Centre for MSME
Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs)

Rajesh Batra is currently responsible for several development activities through Capacity Building measures by taking serious initiatives in Entrepreneurship Education, Information, Research and Consultancy, Collaboration for Policy Facilitation, professional endeavours for institutional strengthening, Sector guidelines and advocacy to develop best practices for SMEs.

Over the last 29 years, he has worked in different verticals / domains including 15 years of operational experience in public sector financial organization i.e. The National Small Industries Corporation Limited (NSIC) & Indian Institute of Corporate affairs (IICA), established by Ministry of Finance & Corporate Affairs, extensively in the Policy development work, Business Strategy, Project Management, Imports, Programme management, Procurement / Supply Chain Management (SCM) and Business development. His work required focused attention to the credit analysis, fixing of credit limits for clients, disciplined approach to the collections and recovery, wherever practicable particularly combining critical competencies to fine tune internal operations especially working capital management, regulatory risk and rationalizing the business and financial structure as well as in areas such as promotion, development and financing of Micro, Small and Medium Enterprises as well as Agriculture Rural Industries segments, SME competitiveness enhancement and institutional strengthening.

He was appointed Sole Arbitrator under the Arbitration & Conciliation Act 1996 by the Chairman-cum-Managing Director of NSIC Limited for adjudication of disputes and differences between NSIC Ltd. and Private Business units. Besides, as a member of core team, he worked closely to lead / oversee the matters related with large scale implementation of Activity Plan / Programmes including govt. grant monitoring and administration under the Centrally Sponsored large Schemes of Govt. of India.

Rajesh has done his masters in commerce and postgraduate management courses in the areas of Foreign Trade and Marketing. Currently, Rajesh is with Indian Institute of Corporate Affairs (IICA) as Head, Centre for MSME since 25th April 2014. He is working very closely with the industry and with different GOI offices at the Ministry level, State bodies, industry associations/chambers of commerce, entrepreneurship development institutes, SMEs, national and international supporting partners and banks/financial institutions to ensure capacity building at both ends: at the government level as well as at the industries. He gets invited to speak and chair sessions by organizations such as Ministry of MSME and its constituent institutions, Industry Associations and other leading Institutions as well as for select interaction meeting.

Before joining IICA – an autonomous institution under the Administrative Control of Ministry of Corporate Affairs, Government of India, he was working as Dy. General Manager with India's apex SME development organization – The National Small Industries Corporation Ltd. (NSIC) – The Premier Mini – Ratna Government of India Enterprise under Ministry of Micro, Small & Medium Enterprises.



Rajesh Batra is conferred with “National Award for Excellence in the field of Public Services – MSMEs taking into Global Arena” by H.E. Governor of Mizoram on 7th February, 2020

Subject Matter Expert



Shri P. Udayakumar,
Former CMD, NSIC Ltd

Shri P. Udayakumar, EX-CMD, NSIC Ltd is a Postgraduate of the Indian Institute of Management - Bangalore and holds a degree in B.E. (Mech.). He has about 35 years of experience in various areas of Marketing and Policy formation related to the MSME Sector, Petroleum, and Fertilizer Sectors and has contributed significantly to the formulation of innovative strategies while working in different sectors.

Achievements as Board Member of NSIC:

He joined as the Full Time Functional Director (Planning and Marketing) in the year 2010 and finally retired as CMD on 31-07-2022 after serving the Board for about 12 Years with unblemished records. He has been a key member of various task force teams and Strategic initiatives in different organizations he served.

The National Small Industries Corporation has started a separate business vertical for the distribution of Petrochemical products under his guidance. He is instrumental in developing contours for futuristic verticals in Defence Procurement, Machine Selling, Insurance, Waste to Energy, Software Selling, and e-Commerce, for the MSME sector in NSIC.

He is instrumental in launching NSIC Loyalty Card for the first time in NSIC and played a key role in designing the Corporate Logo with the consensus of all stakeholders.

Training, Skilling and Incubation in India and Abroad:

He is instrumental in launching several Incubation and Entrepreneurship oriented programs in NSICs Technical Centres spread across India and commissioned 8 Livelihood Business Incubators in India with unique Financial support system for the latest LBI at Rourkela. He has tied up with most of the leading Technology leaders for industry ready Skilling programs for all centres including a Centre of Excellence with LG Electronics Ltd in Okhla campus.

He finalised the MEA funded Training cum Incubation centres in several African Countries with one of the latest one in Mozambique which is acclaimed as one of the best in it's class .He has tied up with several African countries for conducting Business opportunity studies.

Other achievements:

He has been participating as Chief Guest, Guest of Honor and Key Speaker at various prestigious events like Raw-Mat India 2019, Intec 2019, Vibrant Goa 2019, Bank's outreach programme of Bank of India, 8th DLF BUSINESS SUMMIT 2019, and EXIM Bank Regional Conclave on India-West Asia and North Africa in Cairo, Egypt etc. He has been a regular speaker in panel discussions in IIM Rohtak, IICA, Manesar, and other Management institutions.

He was a member of the Technology Award Committee of GITA, a CII initiative. He contributed inputs to the One-Man Committee formed for revamping the MSME Sector under the Chairmanship of Dr.Prabhat Kumar, Ex-Cabinet Secretary. He also led delegations to various countries and addressed Round Table Conference on the Topic "Impact of SME Section on the Global Economy" in Guangzhou, China in October 2016.

He fast-tracked the project of setting up of Vocational Training Centre in Mozambique by following up with the Government of Mozambique.

He has been instrumental in signing MoU with various National and International Organizations like the State Government of Sikkim, TANSIDCO, CSC, ARAMCO Asia, Coir Board, IEEMA, ITI Ltd and Mitutoyo for expanding NSIC's business and training areas. Materialized an MoU with the LG for a Centre of Excellence. Also with Arcelor Mittal, and Nippon Steels for Steel distribution and many more MoUs with Raw material producers and NEHDC.

In Private Equity Investment area thro Fund of Funds:

He was a member of the Investment Committee of SRI Fund and same has created a record in on boarding 25 PE funds in a short span of 7 months resulting in investments in portfolio companies. He also chaired the Board Meetings of NSIC and NVCFL and approved the Accounts with one of the best performances in revenue and dividends in the recent past. He is much sought after by various domestic and international circuits for his lectures and views in MSME and PE areas.

He was instrumental in the launch of new schemes like the First Time Exporters scheme, Micro Subsidy scheme for MSMEart.com

Awards:

He has been conferred with RASHTRIYA ICON AWARD in recognition of his contribution towards the growth of the MSME sector and LEADERSHIP AWARD for use of ICT in MSME by CMAI.

Subject Matter Expert



CA Rajeev Bhargav
FCA, FCS, LLB, M.Com
Registered Valuer (Securities & Financial Assets)

Rajeev is a Chartered Accountant from the Institute of Chartered Accountants of India, an Associate of the Institute of Company Secretaries of India, Law Graduate and Post Graduate in Commerce.

Rajeev is a practicing Chartered Accountant in Delhi and has expertise in Corporate Taxation, Company Law and foreign exchange laws. He is providing consultancy to many reputed companies on various aspects of Taxation and Compliances. He has keen interest in mentoring startups and entry level businesses by handholding them in managing their initial challenges and helping a number of entry level businesses under virtual CFO model. Rajeev is an active speaker on various matters related to Compliances and is also associated with Indian Institute of Corporate Affairs as Guest Faculty for its Seminars.

He is having over 20 years of experience in various aspects of Finance & Compliances. He has exposure to manufacturing and service industries across all size of companies.

He has worked with organizations like Itron (USA), Maccaferri (Italy), s.Oliver (Germany) and Orient Craft prior to founding his CA Firm 'R Bhargav & Associates'.