

## In digital India, cash is king, admits Paytm founder

Bengaluru,

Even more than three years after demonetisation and all-out efforts to make most transactions through electronic, cash is still king, as it thrives in a digital India, said fintech start-up Paytm founder Vijay Sekhar Sharma.

"While a cashless economy is not possible in India, less cash economy will be in the future. Less cash is the only solution, not the elimination of cash," Sharma told IANS in an interview after unveiling an all-in-one payment gateway on Tuesday.

Asserting that it would take 5-10 years for India to make the transition to digital payments from the traditional mode of cash, Sharma, 41, said the e-payment industry benefitted more from the November 8, 2016 note ban and withdrawal of old Rs 1,000 and Rs 500 denominations.

"I think it (demonetisation) helped the industry despite lack of specific help. But the world has changed since then. It is about the scale of distribution," he said.

tion of merchants that is what is propelling digital payments," said Sharma.

Most of the cash not only came back into circulation, but also remains as the mode of payment for the majority due to its convenience for the people used to such transactions.

Expounding Paytm's zero service charge, Sharma said the strategy is sustainable as it leads to acquiring more customers and merchants, enabling newer business opportunities.

Paytm also does not levy a service charge to small merchants for its payments services, unlike organised players like Uber.

"Though there is a monetisation model, the merchants who are small shopkeepers, become our financial services customers as they open a bank account, which is profitably."

Paytm secured a Payments Bank license from the Reserve Bank of India to offer a savings bank account, Rupay debit card and money transfer services.

"We are banking on payment services acquiring

customers and merchants who avail banking, lending, insurance, wealth and software services like billing software and business ledger software services eventually," Sharma noted.

The mobile first bank services include zero balance and zero digital transaction charge accounts.

"Basically, payments, cloud, commerce and financial services are a cohort we follow. So, payments is our customer as well as merchant acquisition. If it breaks even, we are happy because other line items make more money," he affirmed.

Noting that in a market like India, one cannot price services at a premium unlike in a developed country like the US, the billionaire businessman said a consumer in a developing country would not be able to afford such a hefty charge.

Forbes ranked Sharma as India's youngest billionaire in 2017, with a net worth of \$2.1 billion.

While several countries operate on the model of higher service charges, Sharma said newer business

models have to be discovered in India, as customer lifecycle value is accounted for more stages than in other nations.

Asked about an upscale retailer like Zara not giving a wallet payment option during its recent end of season sale in Bengaluru, Sharma said Paytm was addressing such hiccups with its all-in-one payment solutions.

"It's an opportunity, because if the retailer has our all-in-one point of sale machine, where in they enter the amount, it shows both the Quick Response code (QR) and card payment options," he observed.

Sharma compared older swiping payment machine to feature phones and modern ones to feature-rich smartphones.

"If you notice, they look like feature phones and the modern day card machine is more a smartphone like. You can add the smartphone components, which can add the features," reiterated Sharma.

Though Paytm's all-in-one QR point of sale ma-

chine integrates the billing system, its chief executive said it was not ideal to have an independent QR feature.

Paytm has 16 million strong merchant user base, which Sharma aims to raise to 26 million base in the next year.

Sharma has launched in this tech city an all-in-one payment gateway and Paytm Business Payments solution, which enable digital payments through multiple methods for small and medium enterprises (SMEs) and an Android point of sale machine.

With the new gateway solution, collecting digital payments through multiple methods can be achieved seamlessly while Paytm Business Payments solution enables automated vendor payments, including employee salaries and customer refunds among others.

The One97 Communications-owned Paytm aims to help SMEs streamline and digitise their business activities using its new solutions, which enhance the overall efficiency of both accepting and making payments.

Paytm has a data bank of

over 200 million saved cards and bank accounts, a feature which enables partner apps to shorten transaction times and propel faster conversions while using the all-in-one payment gateway.

Complementing the two solutions, Sharma also launched an all-in-one Android point of sale machine, which can accept payments through all forms such as cards, wallets, UPI apps and even cash.

The device has a QR code that supports all contact and contactless payments, coming with integrated billing software customized solutions for different sectors such as catering, ticketing, parking and others.

The handheld Android device is equipped with an in-built printer, scanner and can also generate bills.

Valued at \$16 billion, Paytm is not alone in the fiercely competitive Indian fintech space where a dozen players like PhonePe, MobiKwik, Kotak 811 and deep-pocketed international giants Google Pay and Amazon Pay are in the fray.

## Business Brief III

### Fuel prices fall again even as Brent rises marginally

New Delhi,

After two days of no change, the fuel prices fell again on Thursday even though international crude prices moved up marginally. The price of petrol was reduced by 8-10 paise and that of diesel by 12-13 paise on Thursday across all major cities in India.

The petrol now costs at Rs 72.59 a litre in Delhi, Rs 78.55 a litre in Mumbai, Rs 75.57 a litre in Kolkata and Rs 75.73 a litre in Chennai.

Similarly, diesel costs Rs 65.92 a litre in Delhi, Rs 69.09 a litre in Mumbai, Rs 68.29 per litre in Kolkata and Rs 69.63 a litre in Chennai, according to the Indian Oil Corporation website.

Brent crude was trading at \$56.23 per barrel, an increase of 1.17 per cent from the previous close. Experts said that Brent crude rose after reports of advances in combating coronavirus outbreak in China as a sign that fuel demand may rebound in the world's second largest consumer country. The retail prices of fuel are dependent on the international crude prices and the rupee-US dollar exchange rates as India imports almost 80 per cent of its crude requirements. Domestic petrol and diesel prices are reviewed by oil marketing companies on a daily basis. Price revisions are implemented at the fuel stations with effect from 6 a.m.

### Arun Kumar Jain appointed as Operating Partner of Essar's Projects business

Mumbai,

Essar Global Fund Ltd (EGFL) today announced the appointment of Mr. Arun Kumar Jain as Operating Partner of its Projects business, a key portfolio business of EGFL. He will be a member of the Board.

In the past five decades, Essar Projects has delivered mega projects worth over US \$10 billion across various sectors, like Refineries, Tankages & Terminals, Petrochemicals & Fertilisers, Offshore & Subsea, Pipelines (Oil & Gas, Water, Iron Ore Slurry), Minerals & Metals, Power, Ports & Jetties, Airports, Buildings & Townships, Water Systems and Sewage Treatment Plants.

Until date, EGFL, through its investment manager, Essar Capital, has invested US \$1 billion in Essar Projects. Speaking on the appointment, Mr Prashant Rula, Director-Essar Capital, said: "We are confident that Mr Jain's experience and leadership track record, which is complemented by a team of highly skilled professionals, will help steer the performance of this vital EGFL portfolio company, thereby enhancing the overall value of our investment. I would like to extend him a warm welcome to the Essar Family."

### ARCHIT ORGANOSYS LIMITED

Regd. Off.: Plot No. 259-A, Phase-II, GIDC Naroda, Ahmedabad-382330, Ph. 079-26873340

E-Mail: shar@architorg.com Website: www.architorg.com CIN: L24110GJ1993PLC01941

### NOTICE

NOTICE is hereby given that pursuant to the provisions of Regulation 29 read with Regulation 47 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 that a meeting of the Board of Directors of the Company will be held on Friday, 14th February, 2020 inter alia to consider and approve Unaudited Financial Results for the quarter ended December 31, 2019. The information contained in this notice is also available on the website of the Company www.linkpharmachem.co.in and the BSE Ltd www.bseindia.com.

Place: Vadodara Date: 05.02.2020 FOR LINK PHARMA CHEM LIMITED SATISH G THAKUR MANAGING DIRECTOR

hicle speed of 80 km/hour," said Radha Krishnan, Founder and President, DEP.

The battery capacity will enable the scooter to run for a week with an average travel distance of 25 km a day.

"Since the batteries are detachable, can be removed easily and recharged at home. This takes away the need for setting up electric charging points either at the home or in

public space," Krishnan elaborated.

The exterior body panels have been restyled for aerodynamic performance and has been given a styling and engineered design which is optimized to give the lowest drag.

The entire outer panel will be coated with flexible solar panels which will give users an extra 25 per cent mileage. The electric scooter will have a user-friendly dashboard where the rear-view cameras and proximity sensor is integrated within the dashboard itself, said the company. DEP is now a global company with presence in the US, Germany, Spain, Italy, France, China, Korea, Japan and India.

### WESTERN RAILWAY - BHAVNAGAR DIVISION

#### ZONAL MAINTENANCE REPAIRS FOR SIGNALLING ASSETS

The Divisional Railway Manager (SDR) Western Railway, Bhavnagar invites e-tenders on behalf of President of India for the following works. Tender No. 44/2019 (1) Name of Work: Bhavnagar Division: Zonal maintenance repairs for signalling assets under ADSTE/JND section for the period of one year. (2) Estimated Cost : ₹ 39,98,252.50. The bidders have to apply on line through e-mail: www.ireps.gov.in. For further details, please visit website www.ireps.gov.in. Last date for online application 02-03-2020 Up to 15:00 hrs. Follow us on: [Twitter](#)

### WESTERN RAILWAY

#### TENDER NOTICE (INITIAL CONTRACT FOR HANDLING OF GOODS, LUGGAGE/PARCEL WORK AT AHMEDABAD RAILWAY STATION

Tender Notice No. DRM/Comm/271/2019-20 Dated : 03.02.2020 Tender is invited from eligible contractors for the following work. Name of the Work: Tender for the Contract for Handling of Goods, Luggage/Parcel work at Ahmedabad Railway Station under Group no. 23 of ADI Division under Two packet for a period of 02 (Two) years.

Tender No. : C237/03/23/AD1/2019 Dated : 03.02.2020, Estimated Cost of work : ₹ 3,47,31,195/- (Rs. Two Crore Forty Seven Lakh Thirty One Thousand One Hundred Ninety Five Only) (4) Date and time for submission and Opening of tender: Submission of E-tender: 25-02-2020 Up to 15:00 Hrs. and opening at 15:30 Hrs. of 25-02-2020 (5) Website particular and Notice Board where details of tender can be seen and address of the office: Office of Dy. Chief Signal & Telecom Engineer (Const.), Western Railway, Ahmedabad (Gujarat-380002) Website: [www.ireps.gov.in](#). (6) Completion period of work: Twelve (12) Month from date of issue of letter of Acceptance.

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### VARIOUS SIGNAL & TELECOMMUNICATION WORKS AT AHMEDABAD DIVISION IN CONNECTION WITH GAUGE CONVERSION

Dy. Chief Signal & Telecom Engineer, Construction, Western Railway, 1st Floor, Station Building, PO: Railways, Ahmedabad-380002, acting for and on behalf of President of India invites e-Tender for following work: Tender No. DY.CSTE/C/DFC/AD1/2019/20/55 (ADI-MSH) (1) Name of work: Design, Modification, Supply, Installation, Testing and Commissioning in Hot Stand By Electronic Interlocking (EI) System conforming to attached Signaling Plan and RDSO specifications for Electronic Interlocking No. RD/SO/SPN/192/2005 with latest amendments at Sabarmati station in connection with Ahmedabad-Mahesana Gauge Conversion work on Ahmedabad division of Western Railway. (2) Approximate Cost of Work: ₹ 2,47,31,195/- (Rs. Two Crore Forty Seven Lakh Thirty One Thousand One Hundred Ninety Five Only) (4) Date and time for submission and Opening of tender: Submission of E-tender: 25-02-2020 Up to 15:00 Hrs. and opening at 15:30 Hrs. of 25-02-2020 (5) Website particular and Notice Board where details of tender can be seen and address of the office: Office of Dy. Chief Signal & Telecom Engineer (Const.), Western Railway, Ahmedabad (Gujarat-380002) Website: [www.ireps.gov.in](#). (6) Completion period of work: Twelve (12) Month from date of issue of letter of Acceptance.

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### ON LINE E-TENDER NOTICE No. 16 (R & B Department)

Executive Engineer R & B Division, PWD Compound Surendranagar-363001, Ph. (02752) 284551 Fax No. 283430 invited on behalf of Govt. of Gujarat in R & B Department on line tender by two bid system i.e. pre-qualification bid, Technical bid & Price bid for Road Works Estimated to cost Rs.3072.26 Lakhs to Rs.5906.13 Lakhs from the contractor registered with the Govt. of Gujarat in "AA" Class with Sp. Category-I (Road) registration or with any other State Govt. or Central Govt. in equivalent category or having experience of execution of the work of this nature. The details notice & tender documents are available on website [www.statestenders.com](#) of Information Department. The last of on line tendering s up to 18:00 hrs. on Dt. 28.02.2020 & Pre Bid Meeting will held on Dt. 20.02.2020 (12:00 Hrs) at Superintending Engineer, R & B Circle No. 1, Rajkot, Note: From date 01.07.2019 GST is applicable, hence deduction of GST will be recovered from the bills as per prevailing rules. Hence bidders are requested to quote their tender, considering provision of GST norms.

આરિની/કુદુરનગર/કેડ/૧૦-૨૭

### CREATIVE CASTINGS LIMITED

Regd. Office: 102, G.I.D.C. Phase - II, Dolatpara, Rajkot Road, Junagadh-03., Phone : +91-285-2660224

Fax : +91-285-2661348 E-mail : info@creative-cast.com, Website : [www.creative-cast.com](#)

CIN : L27100GJ1985PLC008286 (Rs. In lakhs)

SN	Particulars	Standalone			
		Quarter ended on 31/12/2019 (Unaudited)	Nine Months Ended 31/12/2019 (Unaudited)	Quarter Ended 31/12/2018 (Unaudited)	Nine months ended on 31/12/2019 (Unaudited)
1	Total income	925.37	801.58	2,636.41	
2	Net Profit / (Loss) for the period (before Exceptional Items, Extraordinary Items#)	159.96	121.22	371.61	
3	Net Profit / (Loss) for the period before tax (after Exceptional and/or Extraordinary items#)	159.96	121.22	371.61	
4	Net Profit / (Loss) for the period after tax (after Exceptional and/or Extraordinary items#)	123.44	99.50	285.69	
5	Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period(after tax) and Other Comprehensive Income(after tax)]	125.52	108.96	284.79	
6	Equity Share Capital	130.00	130.00	130.00	130.00
7	Reserves (excluding Revaluation Reserve) as shown in the Audited Balance Sheet of the previous year	-	-	-	-
8	Earnings Per Share (Rs. 10/- each) (for continuing and discontinued operations)	9.50	7.65	21.98	
	(a) Basic (in Rs.)	9.50	7.65	21.98	
	(b) Diluted (in Rs.)	9.50	7.65	21.98	

For & on behalf of the Board

CREATIVE CASTINGS LIMITED