

A whiff of O2O in the retail world

Companies are going from online to offline and the other way round to see what helps them get customers



KARAN CHOUDHURY
New Delhi, 4 June

In the jargon filled world of retail giants, where weekly brainstorming sessions are held to fine-tune their ‘retail philosophy’ and terms like client stickability, repeat traffic and omni-channel, which is having an online as well as offline base to sell products, are regularly thrown around, Kishore Biyani, the out-spoken group CEO of Future Group, likes to keep things simple.

His logic is straightforward. “It does not matter whether one is selling online or offline, customers should keep on coming,” he told *Business Standard*. While his company has been rapidly on-boarding technology to make the retail experience more interactive and intuitive by bringing in expertise straight from the Bay Area, Biyani strongly believes that offline retail is here to stay and sooner the online players realise it the better.

“You know it is very elementary but tech companies do not realise this. Man is a social animal, period, they cannot be confined to homes, they want to go out, touch and feel products, get that wholesome shopping experience, sitting at home

in front of the screen, one will never get that. This is why brick and mortar shops will never go out of fashion,” he said.

Biyani is, however, calling dibs on the omni-channel strategy as well. “I am not an offline player as people perceive, we are the biggest proponent of the O2O (online-to-offline) strategy. We have so many marketing campaigns online from which we get offline customers. Customer only wants quality, convenience and price,” Biyani said.

Online ecommerce biggies as well as global retail giants elbowing each other for the top spot in India, have understood this logic — some sooner than others — and are working on being omnipresent in the virtual as well as the real world. From spending \$16 billion to acquire India’s largest ecommerce company, plans to buy a stake in the country’s largest retailer to opening brick and mortar stores to be closer to customers, players are trying every possible permutation and combination to see what helps them get numbers.

In the last three years, online marketplace giants such as Amazon India, Flipkart, Paytm Mall are all working on their O2O strategy. Surprisingly, it is Paytm Mall, the smallest of the three players, that seems to have a leg up over others.

A MIX OF BRICK AND CLICK

PAYTM MALL has 40,000 offline touch points

AMAZON INDIA owns a 5 per cent stake in Shoppers Stop

■ Ties up with mobile phone brands to open experience centres in showrooms

■ Forges partnerships with mom and pop stores for quick delivery of groceries via Amazon Now

FUTURE GROUP opens a data centre in the US to develop apps for seamless online/offline shopping

The company in an effort to differentiate itself from others has always been bullish on its O2O strategy. Paytm Mall has over the last one year created a healthy mix of offline and online sellers on its platform. Of its 75,000 sellers, the company has 30,000 to 35,000 sellers who have brick and mortar stores, and plans to triple this number by the end of this year.

According to Paytm Mall, having such sellers on the platform reduces the time taken to deliver services, which would come in handy when the com-

pany plans to expand its grocery play. This year, the company would bring in more offline sellers and shopkeepers on the platform, and bolster its back-end logistics. It hopes these measures would help increase the number of repeat customers coming to Paytm Mall.

“Deeper shopkeeper and seller penetration in all pin-codes, return customers, stronger logistics network are a few of the things we are working on. The idea is to double down on the plan that we had in terms of the online-to-offline strategy. We have an aggressive expansion plan for this year. As far as the seller base is concerned, we plan to increase it from 75,000 to 300,000 by the end of this year,” Paytm Mall Chief Operating Officer Amit Sinha said.

But it is Amazon India which analysts and industry watchers believe would go for a massive offline push this year. Globally, the company has been steadily increasing its brick and mortar footprint. Last year, Amazon bought Whole Foods for \$13.7 billion, which made it the owner of close to 500 stores worldwide. The Jeff Bezos led company is also experimenting with Amazon Go, a grocery store without cashiers or a checkout line, in Seattle and after fixing some issues plans to open more stores in the US and eventually take it global.

While Amazon India claims that it is concentrating on its online platform and bringing 100 million users to its platform, experts believe that the company is actively looking at an offline ally.

Last year in September, Amazon, bought five per cent equity in Shoppers Stop for ₹1.79 billion. According to sources in the know, the global ecommerce biggie has already started preliminary discussions with a host of Indian supermarket, hypermarket and retail companies to buy a stake in the firms. Sources said that the company plans to initially take a minor 10 per cent to 15 per cent stake in the firm and would later scale up the investments.

This year witnessed India’s biggest stake sale ever when Walmart bought a 77 per cent stake in Flipkart, in an attempt to enter the Indian market and sell directly to customers. According to sources close to the company, Walmart wants to make Flipkart its gateway for omni-channel growth in India. Although it is still a little far from its dream of doing multi-brand in retail, owing to government restrictions on foreign direct investment (FDI) in multi-brand retail, analysts believe that with the government looking for FDI, it might be allowed in the near future.

“With Flipkart, it will create that online platform for its omni-channel approach. Whenever it finally opens its B2C stores, Flipkart would be its biggest ally,” said a senior executive of a major retail firm.

In an investor call, Walmart’s Doug McMillon, president and chief executive officer, made it clear that Flipkart, which has done well over the last few quarters, would help it learn about the ecosystem. “We want to get the learnings from Flipkart and take it to other parts of the world,” he said.

There aren’t many female executives. Airline industry has even fewer

BLOOMBERG
4 June

Global airline chiefs gathering in Sydney this week are mapping out the future of an industry that transports a big chunk of the world’s population. Good luck finding a woman among them.

It’s hard to describe the International Air Transport Association as anything other than a boys’ club, at least at the highest echelon. The board of governors of the aviation industry group, which represents 290 airlines and 82 per cent of global air traffic, yesterday posed for a photo on the eve of its meeting: There was one woman among 26 airline bosses — Christine Ourmières-Widener, CEO of Flybe Group, a small regional carrier in the UK.

The scarcity of women leaders in aviation, which trails other industries, reverberated at the gathering. Ourmières-Widener, the solo woman in the photo, in an interview said IATA can help push the industry to start solving the problem. “Maybe we need to be more creative,” she said, suggesting that “if it’s a priority” the group could help promote mentoring, coaching and setting objectives that would lead to a larger pool of women. This discussion comes as airlines face political, economic and workforce hurdles. Trade

It's hard to describe the International Air Transport Association as anything other than a boys' club

spats are clouding the outlook for global commerce, rising fuel prices are eating into profits and a shortage of pilots and technicians threatens to limit opportunities for growth. Some airlines are moving fast to improve workplace diversity. Qantas Airways’s senior management is 40 per cent female, including the heads of the international and frequent-flyer loyalty businesses, said CEO Alan Joyce. He said in an interview that such diversity is a “competitive advantage.”

The industry’s lack of diversity runs deep, according to Goh Choon Phong, chairman of IATA’s board of governors. “It’s not just IATA, I think it’s all of us,” he said at a media conference.

Indian Bank
सर्वोत्तम सेवा • YOUR OWN BANK

Head Office:
44, Rajaji Salai, Chennai – 600 001.
Corporate Office:
254-260, Anna Salai, Chennai-600 014.
Regional Office:
Rajapet, Chennai-600 014.

NOTICE TO SHAREHOLDERS

NOTICE is hereby given that the Twelfth Annual General Meeting of the Shareholders of Indian Bank will be held on **Thursday, the June 28, 2018 at 10.30 a.m. at IMAGE Auditorium, MRC Nagar, Raja Annamalaiapuram, Chennai - 600 028** to transact the following business:

- To discuss, approve and adopt the Audited Balance Sheet of the Bank as at March 31, 2018, the Profit and Loss account for the year ended on that date, the Report of the Board of Directors on the working and activities of the Bank for the period covered by the Accounts and the Auditors' Report on the Balance Sheet and Accounts.
- To declare dividend for the year ended March 31, 2018.

By Order of the Board of Directors

Place : Chennai
Date : May 31, 2018

Kishor Kharat
Managing Director & CEO

Notes:

- This notice is being published under the provisions of Regulation 48(i) of Indian Bank (Shares and Meetings) Regulations, 1999.
- The Register of Shareholders and Share Transfer Register of the Bank will remain closed from Saturday, the June 23, 2018 to Thursday, the June 28, 2018 (both days inclusive) for the purpose of the Annual General Meeting (AGM) and for ascertaining the entitlement of shareholders for payment of dividend.
- Individual notices along with the annexures have been sent to shareholders of the Bank whose names have appeared in the Register of Shareholders of the Bank as on Friday, the May 25, 2018 either by email to the email ids or by post to the addresses registered with the Depository/Bank. Copy of the notice is also available on the website of the Bank viz., www.indianbank.in.
- In terms of Regulation 44 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Bank is providing e-voting facility to the shareholders to vote on the items on the agenda. The details and the manner of casting votes are available in the Notice of AGM as well as on the web site of e-voting agency, Central Depository Services (India) Limited (CDSL) at <https://www.evotingindia.com>. E-voting is optional.
- The e-voting / poll rights of the shareholders shall be reckoned to the extent of their holdings as on Friday, the **June 22, 2018**, being the cut-off date for the purpose.
- The e-voting period will commence at 10.00 a.m. on Monday, the June 25, 2018 and will end at 5.00 p.m. on Wednesday, the June 27, 2018. The e-voting module shall be disabled by CDSL for voting thereafter and e-voting shall not be allowed beyond the said date and time.
- The persons who have acquired shares and become members of the Bank after dispatch of the notice may obtain their login id and password by contacting our Share Transfer Agent, Cameo Corporate Services Limited, Chennai at 044-2846 1989, e-mail: investor@cameoindia.com.
- The Bank will conduct poll by issuing Poll Papers at the meeting on the agenda items after the Chairman of the Meeting thereof makes the announcement. Shareholders attending the Meeting who have not cast their vote by e-voting shall be able to vote at the Meeting.
- Please note that once the e-vote is cast, it cannot be modified or vote cannot be exercised in poll at the AGM. However, the shareholder can attend the Meeting and participate in the discussion, if any.
- The aggregated results of e-voting and poll will be announced by the Bank in its website and also informed to the Stock Exchanges within the prescribed time limit after the AGM.
- In case of any queries, the shareholder may refer the Frequently Asked Questions (FAQs) for shareholders and e-voting User Manual for Shareholders available at <https://www.evotingindia.com> or contact Cameo Corporate Services Limited, Chennai at 044-2846 1989, e-mail: investor@cameoindia.com.

IMPORTANT: The shareholders are requested to immediately (1) register their change of addresses and e-mail ids with their Depository Participants for prompt delivery of all communications, including Annual Reports and (2) update their complete bank account details (including MICR and IFSC Code numbers) with their Depository Participants for prompt direct credit of dividend amounts.

The investors / shareholders who are yet to receive / encash the Bank's IPO allotted shares / refund orders and dividend for earlier years from 2010-11 onwards are requested to take up with the Bank or its Share Transfer Agent, Cameo Corporate Services Limited, Unit-Indian Bank, 'Subramanian Building', No.1, Club House Road, Chennai – 600 002 immediately.

SBI

PFSBU, Voltas House, Ballard Estate, Fort, Mumbai - 400 001

Invitation for Expressions of Interest for acquisition of at least 51% ownership in a company operating a Power Project with installed capacity of 600 MW in Chhattisgarh.

The Company (XYZ Ltd.) has signed an MOU with Government of Chhattisgarh for implementing a 1200 MW (4x300 MW) domestic coal based thermal power project at village Birjkote & Durramuda, Raigarh, in the State of Chhattisgarh in two phases of 600 MW each ("Project" or "the Company"). Out of the total 1200 MW, Phase I of the Project with 600 MW (2x300 MW) capacity has been commissioned. Unit I (300 MW) has achieved commercial operation date ("COD") on October 6, 2017 and Unit II (300 MW) has achieved COD on April 01, 2018.

State Bank of India ("SBI") along with the consortium of lenders, have decided to invoke pledge on shares of the Company and effect change in ownership and management control through transfer of at least 51% equity shareholding (on fully dilutive basis) to a new investor/consortium of investors.

SBI Capital Markets Limited ("SBICAP") has been mandated by State Bank of India ("SBI") (acting on behalf of the consortium of lenders of the Company), to assist the lenders in identifying an investor/consortium of investors, for acquiring at least 51% equity shareholding (on fully dilutive basis) and effect change in ownership and management control in the Company.

SBI together with SBICAP invites Expressions of Interest ("EOI") from investors/consortium of investors having adequate financial and technical capability ("Interested Parties"), as may be acceptable to the lenders of the Company, to undertake the change in ownership and management control of the Company.

Interested Parties may submit their EOI as per the format available on SBI's and SBICAP's website mentioned herein below by 5:00 pm IST on June 11, 2018 ("Submission Date"), by emailing the same to rajajeswari.mishra@sbicaps.com, and deliver a hardcopy of the EOI at the below-mentioned address within 5 (five) working days of the Submission Date by either hand delivery, post or courier (at the risk and cost of the Interested Parties) in a sealed envelope clearly marked with the following transcript:

"Expression of Interest for acquiring Ownership and Management Control of XYZ Limited"

Kind Attn: Ms. Rajajeswari Mishra, Vice President, SBI Capital Markets Limited, 202, Maker Tower E, Cuffe Parade, Mumbai 400 005.

Interested Bidders may refer to EOI Document (including the company teaser) uploaded on the websites of SBI and SBICAP (www.sbi.co.in and www.sbicaps.com) for information about the Company.

In case of any clarifications, please contact the following:

Contact Person	Telephone Number	E-mail ID
Mr. Bavani Sankaran (AGM, SBI)	+91 22 2266 6916	teameoi10.2@sbisbi.co.in
Ms. Rajajeswari Mishra (VP, SBICAP)	+91 22 2257 8313	rajajeswari.mishra@sbicaps.com

Note: Lenders/SBICAP reserve the right to cancel or modify the process and/or disqualify any interested party without assigning any reason and without any liability. This is not an offer document and should not be treated as an offer. Applicants should regularly visit the above website(s) to keep themselves updated regarding clarifications/amendments/time-extensions, if any. For full disclaimer please refer the above websites.

Place: Mumbai
Date: 05-06-2018

STEEL AUTHORITY OF INDIA LIMITED
Bhilai Steel Plant
Bhilai - Dist. Durg, Chhattisgarh, India-490001

Name of work – Tender for 'Housekeeping services for the offices located at Expansion building on Mechanised basis of Bhilai steel plant for one year'

Last Date of Submission of offer : Upto 11:00 AM on 14.06.2018

Opening of Tender : At 11:30 AM on 14.06.2018 (Except Price Bid)

For details and downloading of tender document, please visit our website www.saitenders.co.in - DGM (t/ Projects Contract Cell-NITK)

Advt.No. BSP-48/18-19, Dt. 04/06/2018

Registered Office: Ispat Bhawan, Lodi Road, New Delhi 110 003
Corporate Identity Number : L27106DL1979GX0006-54, Website: www.sai.co.in

There's a little bit of SAIL in everybody's life

UTTAR HARYANA BILI VITRAN NIGAM LIMITED

Regd. & Corp. Office: C-16, Wajayal Sada, Sector 6, Panchkula, Haryana
Ph. No. 0172-2583728, Fax-0172-2586832, Web Site: www.uhbvn.org.in
CIN No. U46109HR1999DCC004166, Email- cebhp@gnail.com

Corrigendum-4

It is notified for the information of all concerned that HPPC has floated Expression of Interest (EOI) bearing no. 01/HPPC/coal tolling bid/200 MW dated 17.04.2018 for procurement of 600 MW thermal power for four months under or short term from Independent Power Producers (IPPs) through Case-4 bids envisaged for allowing feasibility of utilization of coal as per methodology of Ministry of Power, Govt. of India dated 20.02.2017. Now HPPC intends to procure thermal power for one year instead of four months.

Last date & time of submission of expression of interest: 11/06/2018 at 15:00 hrs. The Detailed EOI document is available and downloaded from website www.uhbvn.org.in.

Sd/-
Chief Engineer
HPPC, Panchkula

66403

NMDC Limited
(A Government of India Enterprise)
Domestic Complex, Domimal Township,
PO-Sandur, Taluk-Saundur,
District Karnataka Pin Code - 583 118

OPEN TENDER ENQUIRY
Tender Enquiry No. - DMESTEST/CA/2018, Dt. - 05-06-2018

Sealed tenders are invited for the work of "Electrical Rewiring Works in Type-C & Type-D Quarters at Domimal Township, Sandur Taluk, Ballari Dist., Karnataka" at an Estimated cost of ₹ 65.08 Lakhs, EMD ₹ 55,000/-, Tender document cost: ₹ 5,900/-. Commencement of sale of tender documents: 05-06-2018, Last date of sale & submission of tender documents: 04-07-2018. The detailed NIT and tender document can be viewed / downloaded from NMDC's website <http://www.nmdc.co.in/mmdender> after user registration or Central Public Procurement Portal www.eprocure.gov.in. Further, for any amendment, corrigendum, clarification may please follow the above said website.

For and on behalf of NMDC Ltd.
Dy. General Manager (Elec) Services (DIOM)

NOTICE

NOTICE is hereby given that certificate of shares of Transpek Industry Limited standing in the name of Kajal Anil Shah jointly with Anil Chhotalal Shah details as mentioned below have been lost or mislaid and application has been made to the Company to issue duplicate in lieu thereof.

Any person who has a claim in respect of the said shares should lodge such claim with the Company's Registrars & Transfer Agents at LUNAKTIME INDIA, PVT. LTD., B-102 & 103 Shangrila Apts, Near Radhakrishna Char Rasta, Akota, Baroda - 390020, within 15 days from the date of the publication of this Notice, else the Company will proceed to issue Duplicate Certificates.

Certificate Nos. From To	Distinctive Nos. From To	Shares
16213 16213	406276 406280	25
20446 20446	509926 509950	25
21800 21801	541806 541855	50

Dated this 5th day of June, 2018.

Sd/-
Kajal Anil Shah
(Anil Chhotalal Shah)
204, Akuti Erica, Shradhanand Road, Vile Parle (East), Mumbai - 400054

MAHAVITARAN
Maharashtra State Electricity Distribution Co. Ltd.
CIN : 040109MH2005G00133645

E-TENDER NOTICE

e-bid offers are invited from eligible bidders for following works

e-Tender No / Estimated Amount / Name of work / EMD / Tender Form Fee /	Online Sale period and online Submission date
RD/KR/Tech/T-3/2018-19 - Rs. 200.28 Lacs - Providing & fixing of 3-way Trafo-connector on LT side of 630 KVA and 500 KVA distribution transformer under jurisdiction of Kalyan - 1, Kalyan-2, Vashi and Thane O & M Circles - Rs.200280/- Rs. 5900/-	02.06.2018 to 16.06.2018 and 21.06.2018 till 23.30 hrs.

The e-tender documents will be available on our e-tendering website www.works.mahadiscom.info/Tender/tender. The qualifying bid will be opened strictly online on **22.06.2018 at 12.30 hrs. Contact person :** Superintending Engineer (Operations), Office the Regional Director, Konkan Region Phone 0251-2235151. Plot D1/2, Godrej Hill, Barave Road, Kalyan (West) 421 301, Thane Dist., Maharashtra State, India. Email: rdkalyan2018@gmail.com

Regional Director (Konkan Region)

NOTICE

NOTICE is hereby given that Mr. Laxman Roopabai Prajapati is the owner of Flat No. 20, 1st Floor, "New Parimal Nagar Co-operative Housing Society Limited" adm. 300 sq ft Carpet area Pirmala Nagar, S. V. Road, Goregaon Mumbai- 400104 CTS No. 903/F of Village-Pahadi Goregaon, Taluka-Borivli.

Mr. Laxman Roopabai Prajapati has informed us that Agreement for Sale dated 28/04/1972 executed between M/s. Kalash Babulal as the 'Builders' and Mr. Mithavinda Krishnamurthy Kaira as the Vendor in respect of sale of flat no. 20 is lost/mislaid, thus, any person having any claim against or to said flat by way of sale, exchange, mortgage, charge, gift, trust, inheritance, lease, lien, tenancy, license, development rights, easement or otherwise howsoever is hereby required to make the same known in writing alongwith supporting documents to the below mentioned address within Fifteen days from the date hereof, otherwise it shall be accepted that there does not exist any such claim and the same if any will be considered as waived.

MUMBAI Dated this 5th June 2018

M/s. G.H.Shukla & Co.
Jitendra G. Shukla
Advocate, High Court Office no. 30,
3rd Floor, Islam Bldg., Opp. Akbarallys Men's,
V. N. Road, Fountain, Bombay-400 001.