

Proforma

- a. Name of Organization: **UltraTech Cement Ltd.**
- b. Percentage of Contractors fully on digital mode: 100%

Period Nov'16 to Mar'17

% Digital Transactions	%
Salary to Direct workers	100%
Salary to Contract based workers	96%
Procurement of Raw Material	100%

Period Mar'17

% Digital Transactions	%
Salary to Direct workers	100%
Salary to Contract based workers	96%
Procurement of Raw Material	100%

- c. Percentage of Dealers having any digital means of receipt such as POS Machines, UPI Application like BHIM etc – 39%

UltraTech Cement Ltd.

Digitalisation

Status Update on Digital Payment Solutions at Channel Partners (Dealers and Retailers)

- More than 650 of our channel partners are enabled to use Paytm / other wallets and E-payment solutions for receiving and paying
- More than 670 of our channel partners are enabled to use credit / debit cards to receive payments
- More than 7900 of our channel partners are enabled to use UPI (Unified Payment Interface) to receive and make payments.

In total more than 9200 (addition of 400 during last week) of our channel partners are already enabled with digital payment Solution.

We are pursuing multiple initiatives to encourage Channel Partners, Transporters & Contractors/ Vendors for moving towards digital payment. Some of the initiatives are as under:

- Integrated the awareness of digital mode of payment during the road safety week.
- Educating and training employees till field staff level on various modes of digital payment including debit card, credit card, Unified Payment Interface (UPI), Wallets, Unstructured Supplementary Service Data (USSD), Bharat Interface of money (BHIM) etc.
- Pursuing and encouraging Contractors for opening the bank account of the labours appointed by them.
- Embedding the UPI functionality into our "UltraTech Android App" and promote UPI transaction without need of any additional Bank App on Mobile of Consumers / Retailers / Dealers
- Training dealers and retailers on digital methods through the above mentioned trained field staffs.
- Corporate Level Collaboration with banks and Digital Wallet Service Providers for economical availability of digital payment services to the channel partners including Contractors, Dealers and Retailers. The Services covered includes POS machines, charges on debit & credit card, Wallet Mobile Discounting Rates etc.
- Dealers and retailers are being pursued to open current accounts with KYC.

Proforma on which Information is to be furnished for onward submission to DIPP.

S.No	Activity	Position prior to Demonetisation	Position last week	Position during week	Timeline by which the activity will be completed
1	100% Digital Payment of Salaries and all emoluments to employees	100% Digital payment.	100% Digital payment.	100% Digital payment.	Completed
2	100% Digital Payment to raw material suppliers -: a Cement & tyre b Paper & leather	100% Digital payment.	100% Digital payment.	100% Digital payment.	Completed
3	100% Digital Payment for Transportation	100% Digital payment.	100% Digital payment.	100% Digital payment.	Completed
4	Digital Payment from Manufacturers to Dealers	100% Digital payment.	100% Digital payment.	100% Digital payment.	Completed
5	100% Digital Payment Workers i. Up to 60% ii. Up to 80% ii. Up to 100%	100% Digital payment.	100% Digital payment.	100% Digital payment.	Completed
6	No extra charges on digital payments and MDR (Merchant Discount Rate) to be absorbed by industries	No Charges	No Charges	No Charges	No Charges
7	Steps taken for encouraging Digital payments even at last leg of the supply chain of Cement i.e. End consumers	1.Promoting fuel cards in collaboration with oil marketing companies for cashless fuelling at fuels stations enroute. 2.Encouraging the dealers & retailers for shifting from cheque base payment to NEFT & RTGS base payments.	1.Educating and training employees till field staff level on various modes of digital payment including debit card, credit card, Unified Payment Interface (UPI), Wallets, Unstructured Supplementary Service Data (USSD), Bharat Interface of money (BHIM) etc. 2. Pursuing and encouraging Contractors for opening the bank account of the labours appointed by them. 3. Embedding the UPI functionality into our "UltraTech Android App" and promote UPI transaction without need of any additional Bank App on Mobile of Consumers / Retailers / Dealers 4.Training dealers and retailers on digital methods through the above mentioned trained field staffs. 5. Corporate Level Collaboration with banks and Digital Wallet Service Providers for economical availability of digital payment services to the channel partners including Contractors, Dealers and Retailers. The Services covered includes POS machines, charges on debit & credit card, Wallet Mobile Discounting Rates etc. 6.Dealers and retailers are being pursued to open current accounts with KYC.	1.Integrated the awareness of digital mode of payment during the road safety week. 2.Educating and training employees till field staff level on various modes of digital payment including debit card, credit card, Unified Payment Interface (UPI), Wallets, Unstructured Supplementary Service Data (USSD), Bharat Interface of money (BHIM) etc. 3. Pursuing and encouraging Contractors for opening the bank account of the labours appointed by them. 4. Embedding the UPI functionality into our "UltraTech Android App" and promote UPI transaction without need of any additional Bank App on Mobile of Consumers / Retailers / Dealers 5.Training dealers and retailers on digital methods through the above mentioned trained field staffs. 6. Corporate Level Collaboration with banks and Digital Wallet Service Providers for economical availability of digital payment services to the channel partners including Contractors, Dealers and Retailers. The Services covered includes POS machines, charges on debit & credit card, Wallet Mobile Discounting Rates etc. 7.Dealers and retailers are being pursued to open current accounts with KYC.	ongoing

Proforma on which Information is to be furnished for onward submission to DIPP.

S.No	Activity	Position prior to Demonetisation	Position last week	Position during week	Timeline by which the activity will be completed
8	Details of Specific problems & the support/help needed from government in executing the action plans.		1.USSD is yet to get established as user get technical error in using this mode 2.Remote locations are facing connectivity issues due to which digitalisation of payment is poor. Quality of Internet connectivity and speed is a must for progress of digital payments in rural areas. 3.The banks are getting high demand for POS machines as against the inventory of POS machines they are holding.	1.Government should encourage the telecom companies for providing the internet connectivity in their rural areas. 2.Long term clarity required on charges which will be applicable on debit card , credit & other mode of payment. 3.Debit Card surcharge may be waived at least till december 2017. 4. Credit card usage charges may be capped at <1% for atleast next one year. 5. Cash less options like Rupay/PayTM though consumer friendly & attract charges 1-1.5% of trasaction value & these may be completely waived off.	ongoing
9	Photos/Videos etc with proper caption to be uploaded on website			1.Uploading of photos is under process.	ongoing
10	Any other activity/ Information	As under			

Any Other Activity/Information as follows

The following is an update on progress made by UTCL in this regards

Implementation of Digital Payment Solutions at Channel Partners (Dealers and Retailers)

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