



Telecom and Networking Products

Production Linked Incentive (PLI) Scheme

Who we are?



- ✓ We are the consulting firm founded by the seasoned professionals having experience of working with various Big 4 and other top consulting practices.
- ✓ Our object is to provide end-to-end services using our practical insights for the real life problems.
- ✓ Our experts have experience providing services to clients as small as a start-up to Fortune 1000 companies.
- ✓ We are popular amongst our clients in providing specialised services in a comprehensive manner with little involvement of the client's team.
- ✓ Our end to end solutions ensures that we are taking care of the complete assignment and we believe to provide services considering overall business requirements.
- ✓ Our dedicated staff and single point of contact ensures satisfied clients.

Why choose us?

We are ideally placed to provide services that not just meet your expectations but create a new standards of quality.

Ability to scale as your business needs evolve.

Strong track record of delivering value and exceptional service.

We have experience in relevant industry.

Commitment to investment in our professional relationship.

Our team will deliver a quality service and provide the experience to address your needs.

50+ Satisfied clients

4+ Locations & growing

20K+ Hours consulted

OUR ADVANTAGE



People



Approach



Technology



Our Service Offerings*



Accounting & Assurance

- Assurance services
- Group Reporting
- IFRS conversion
- GAAP Support
- SAP advisory
- Payroll Support



Tax & Regulatory

- Direct Tax
- Transfer Pricing
- GST
- Customs & foreign trade
- International tax
- Government Advisory and Regulatory Support



Transaction Advisory

- Mergers & Acquisition
- Restructuring
- Profit Repatriation
- Valuation
- Fund Raising
- Listing and other support



Risk Advisory

- Internal Audits
- Special Audits
- Process Review
- Quality Assurance
- Forensic Audits
- Special purpose audits

* The certificate and assurance services are provided by our associate chartered accountant firm

Production Linked Incentive (PLI) Scheme – A Background

- In order to boost domestic manufacturing and cut down on import bills, the central government in March 2020 introduced a PLI scheme for large scale electronic manufacturing that aims to give companies incentives on incremental sales from products manufactured in domestic units.
- The Union Cabinet chaired by Prime Minister Narendra Modi, on November 11, 2020, approved the introduction of the PLI scheme for the 10 key sectors which can enhance India's Manufacturing Capabilities and improve exports.
- The PLI schemes is expected to have a huge role to play in achieving size and scale in manufacturing, as these schemes incentivize incremental production. The total budgetary outlay for these schemes is Rs. 1.96 lakh crores or \$26 billion.
- On average 5% of the production value is provided as an incentive for a period of 5 years. This implies that the minimum production in the country as a result of the PLI schemes stands to be around \$520 billion in five years.

April 2020: PLI for large scale electronics manufacturing announced

February 2021:
PLI for Pharmaceutical and telecom equipment approved

April 2021: PLI for White goods, LED lights and Solar PV approved

June 2021: PLI for Auto (expected)

November 2020: Cabinet approved introduction of PLI in 10 strategic sectors

March 2021: PLI for Food Processing and electronic products approved

May 2021: PLI for ACC battery approved

Key Sectors - Implementation of PLI Scheme

The Union Cabinet chaired by the Prime Minister, Shri Narendra Modi has given its approval to introduce the Production-Linked Incentive (PLI) Scheme in the following key sectors for Enhancing India's Manufacturing Capabilities and Enhancing Exports – 'Atmanirbhar Bharat'.

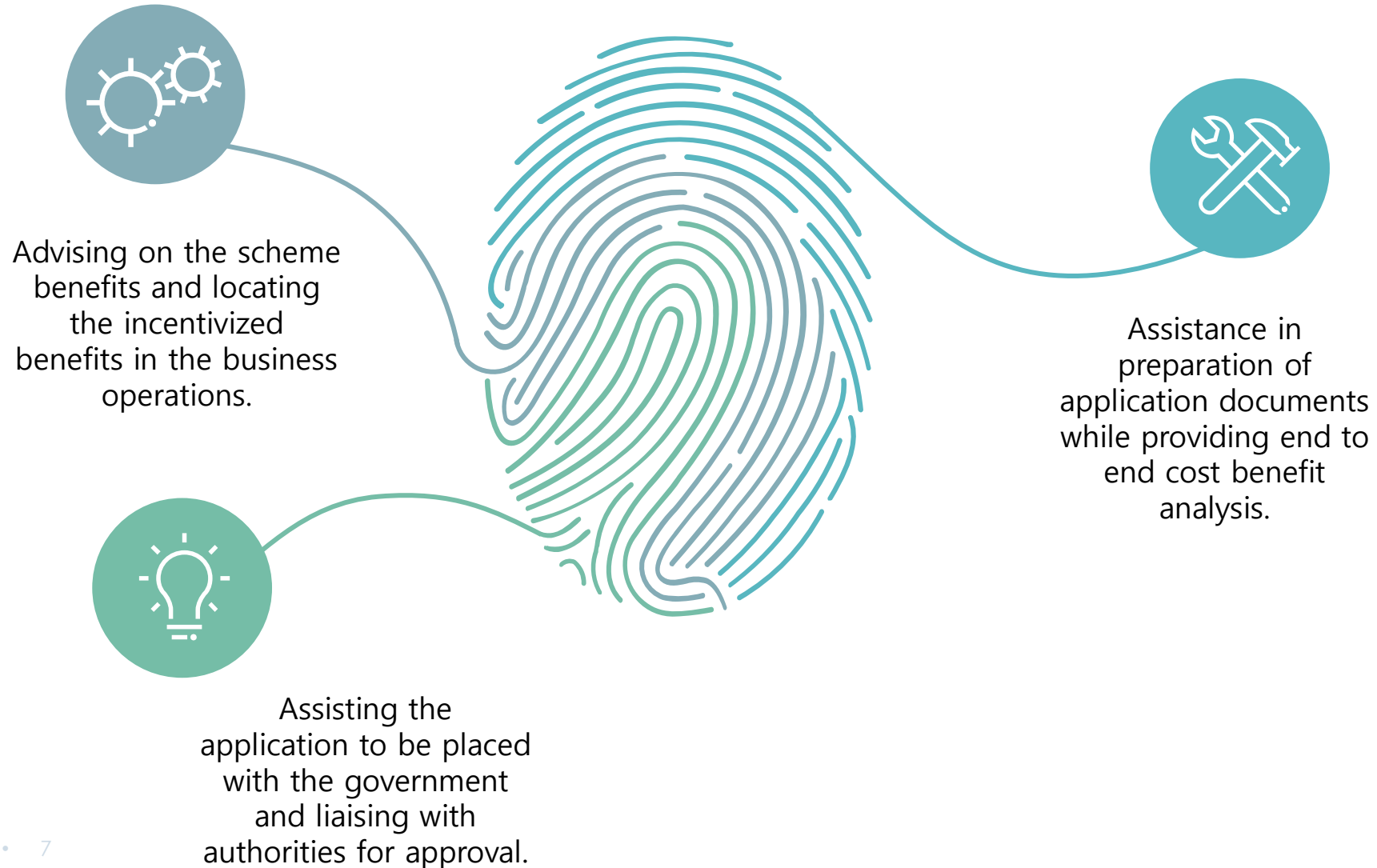
Sectors	Implementing Ministry / Department	Approved financial outlay over 5 Yr Period (In Cr.)
Automobiles & Auto Components	Department of Heavy Industries	57,042*
Pharmaceuticals and Pharmaceuticals drugs	Department of Pharmaceuticals	15,000
Advance Chemistry Cell (ACC) Battery	NITI Aayog and Department of Heavy Industries	18,100
Telecom & Networking Products	Department of Telecom	12,195
Food Products	Ministry of Food Processing Industries	10,900
Textile Products: MMF segment and technical textiles	Ministry of Textiles	10,683
Speciality Steel	Ministry of Steel	6,322
White Goods (ACs & LED)	Department for Promotion of Industry and Internal Trade	6,238
Electronic/Technology Products	Ministry of Electronics and Information Technology	5,000
High Efficiency Solar PV Modules	Ministry of New and Renewable Energy	4,500

*Based on our research, we expect the Auto PLI outlay to get reduced to INR 50,000 and the balance allocation to go in other schemes.

Source: Press information Bureau



Our Offerings for PLI



Telecom and Networking Products PLI - Decoded

Products covered under the PLI scheme:-

Core transmission	4G/ 5G, Next Gen Radio and Wireless	IoT and other wireless	Enterprise equipment: Switches, Routers
Dense Wavelength Division Multiplexing (DWDM)	4G/ Long Term Evolution (LTE)Radio Access Network (RAN) Base Station & Core Equipment;	Unified Communications Platforms	Switches
Optical Transport Network (OTN)	5G RAN Base Station & Core Equipment	IP Multimedia Subsystem,	Routers
Multi Service Provisioning Platform (MSPP),	Edge and Enterprise Equipment	Soft Switch	Internet protocol (IP) and Packet Switching and Routing Apparatus
Synchronous Digital Hierarchy (SDH) Packet Transport Network (PTN)/ Multi-Protocol Label Switching (MPLS)	Wireless Telecommunication Equipment in Access and Backhaul	GPON Optical Network Terminal (ONT)	
Gigabit Passive Optical Networks (GPON)/ Next Generation- Passive Optical Network (NG-PON) Optical Line Terminal (OLT),		Wireless Fidelity (Wi-Fi) Access Point and Controller	
Digital Microwave Radio		LTE CPE, 5G CPE	
		Short Range Devices and Associated Electronics in new technologies like 4G/5G/Fibre To The Home (FTTH) etc	

Telecom and Networking Products PLI - Decoded

Eligibility and Incentives

Year	Incentive (incremental sales)	Cumulative investment	Min. Incremental sales over 2019-20	Max. Incremental sales over 2019-20	Incentive (incremental sales)	Cumulative investment	Min. Incremental sales over 2019-20	Max. Incremental sales over 2019-20
	Cumulative investment >= INR 100 Crores (Non MSME)				Cumulative investment >= INR 10 crores < INR 100 Crores (MSME)			
2021-22	7%	20%	3 times of cumulative investment	20 times of cumulative investment	6%	20%	3 times of cumulative investment	20 times of cumulative investment
2022-23	7%	40%			6%	40%		
2023-24	6%	70%			5%	70%		
2024-25	5%	100%			5%	100%		
2025-26	4%				4%			
# Base year for incremental sales: - FY 2019-20								

- The guidelines and the application process for the scheme is yet to be notified however, we expect it akin to other PLI schemes.

Meet your expert



Abhishek Goel

Professional Associations

- Institute of Chartered Accountants of India
- Institute of Company Secretaries of India
- ISACA
- ACFE

Areas of Expertise

- Tax & Regulatory
- Deal advisory & valuation
- Audit & assurance
- Risk Advisory

Abhishek is a Chartered Accountant, Company Secretary and holds graduate degree from University of Delhi.

Abhishek has over 8 years of experience in handling Tax and Regulatory matters with EY, Deloitte and BDO. He has extensive experience dealing with various cross border issues including Regulatory support, International Taxation, Transfer Pricing, and Exchange Regulations.

Abhishek is actively involved with various MNC's and startups right from incorporation to raising rounds of funding.

Some of his select engagements include:-

- Overseeing the compliance and finance operations of various MNC's and startups.
- Handling day-to-day tax related activities of Multinational clients which includes day-to-day advisory with respect to withholding tax, filing of various forms and finalizing the income tax and withholding tax computations.
- Advising clients on various international tax issues such as exposure to permanent establishment, place of effective management, advisory with respect to cross border transactions, etc.
- Handling Transfer Pricing compliance as well advisory of the Multinational Groups including preparation of transfer pricing reports as well as group transfer pricing study.
- Assisting clients in various regulatory and secretarial compliances which includes filing of various forms with MCA/ RBI such as FLA return, FC-GPR, etc.
- Assisting clients in handling litigation and representing before government agencies authorities including Tax authorities, Central and state ministries, and other semi government bodies. .

Meet your expert



Raj Abhishek Sharma

Professional Associations

- Institute of Chartered Accountants of India

Areas of Expertise

- Indirect tax and Foreign Trade
- Due diligence and transaction advisory
- Cross border transaction advisory
- Startup funding and advisory
- Inbound Investment advisory

Raj Abhishek is a Chartered Accountant and graduate in commerce from Delhi University.

He has spent more than 5 years working with BDO India LLP, K.G Somani & Co., KGS Advisors LLP as head of Tax & Regulatory department, including his internship from T.R. Chadha & Co. working in special audits department dealing in forensic audits and due diligence.

Has diverse experience in independently dealing of complex regulatory issues as well as liaising with Government and other regulatory authorities.

Some of his select engagements include:-


Handling core advisory and compliance for GST, Customs and Foreign trade policy.

Conducting due diligence of various companies in India and Ethiopia and opining on the acquisitions, takeovers and complex tax matters.

Handling audits on behalf of banks conducting concurrent audits and lender financial audits and also being appointed as specialized monitoring agencies by consortiums or lead banks.

Liaising with government agencies for various incentives under Central and state industrial policy and has experience of handling assignments for benefit value upto INR 100 crores.

Assisting clients in their day to day compliance manual and advising on their financing activities to help streamline their financial management.



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