



## PLI for AC and LED

## 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

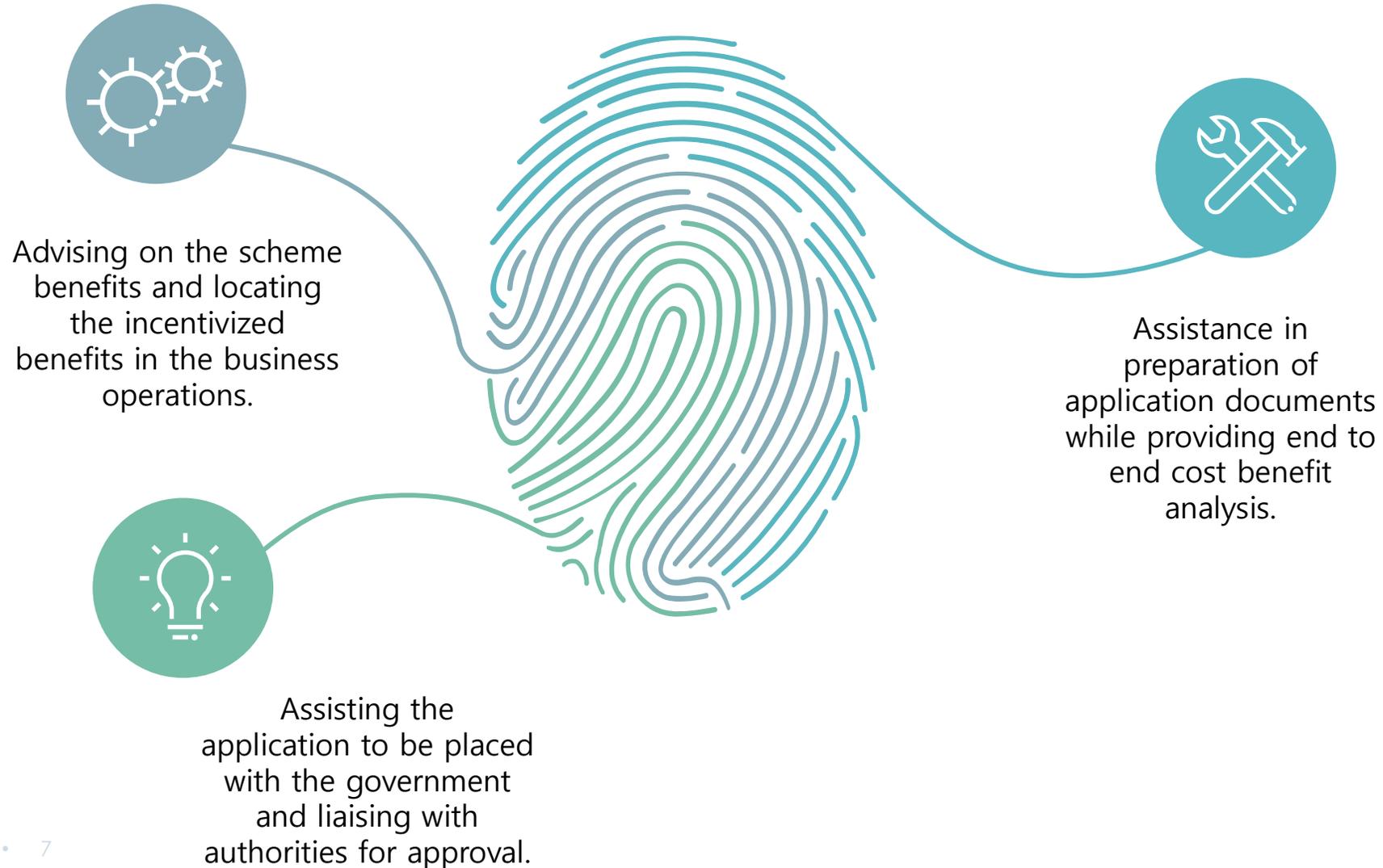
The Union Cabinet chaired by the Prime Minister, Shri Narendra Modi has given its approval to introduce the Production-Linked Incentive (PLI) Scheme in the following key sectors for Enhancing India's Manufacturing Capabilities and Enhancing Exports – 'Atmanirbhar Bharat'.

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



## PLI for AC and LED – Key Considerations<sup>^</sup>

### Scheme covers:



Air Conditioners , high value intermediates (copper tube, aluminium foils and compressors) and low value intermediates (PCB assembly for controllers, BLDC motors, Service Valves and cross fan for AC and components



LED lighting products including core components such as chip packaging, resistors, IC, fuse etc. and non core components like LED chips, drivers, engines, packaging, modules etc.



Separate group companies can apply for different segments of the scheme;



Assembly of finished goods is not covered in the scheme;



Scheme to be managed by a project management agency;



It is an investment cum sales scheme akin to ACC Battery PLI and as the scheme is fund limited the government can reduce the incentives under the scheme.

## PLI for AC and LED – Eligibility and Incentive

### • AC

Amounts in INR crores

Segment	Year	PLI	Cum Investment	Inc. Sale	Min PLI	Cum Investment	Inc. Sale	Min PLI
			Large investment			Small investment		
AC Components	2021-22		150			50	250	
	2022-23	6%	300	750	45	100	500	15
	2023-24	6%	400	1,500	90	150	750	30
	2024-25	5%	500	2,000	100	225	1,125	38
	2025-26	5%	600	2,500	125	300	1,500	56
	2026-27	4%		3,000	120			60
	2027-28							
High Value intermediates	2021-22		50			50		
	2022-23	6%	125	250		100	250	
	2023-24	6%	200	625	15	150	500	15
	2024-25	5%	300	1,000	38	200	750	30
	2025-26	5%	400	1,500	50	250	1,000	38
	2026-27	4%		2,000	75		1,250	50
	2027-28				80			50
Low value intermediates	2021-22		20			10		
	2022-23		40	100		20	50	
	2023-24	6%	60	200	6	30	100	3
	2024-25	6%	80	300	12	40	150	6
	2025-26	5%	100	400	15	50	200	8
	2026-27	5%		500	20		250	10
	2027-28	4%			20			10

## PLI for AC and LED – Eligibility and Incentive

### • LED lights

Amounts in INR crores

Segment	Year	PLI	Cum. Investment	Inc. Sale	Min PLI	Cum. Investment	Inc. Sale	Min PLI
			Large investment			Small investment		
LED lights (core)	2021-22		100			20		
	2022-23	6%	150	600		40	120	
	2023-24	6%	200	900	36	60	240	7
	2024-25	5%	250	1,200	54	80	360	14
	2025-26	5%	300	1,500	60	100	480	18
	2026-27	4%		1,800	75		600	24
	2027-28				72			24
<b>TOTAL</b>			<b>300</b>		<b>297</b>	<b>100</b>		<b>88</b>
LED lights (Non core)	2021-22		5			2		
	2022-23	6%	10	30		4	12	
	2023-24	6%	15	60	2	6	24	1
	2024-25	5%	20	90	4	8	36	1
	2025-26	5%	25	120	5	10	48	2
	2026-27	4%		150	6		60	2
	2027-28				6			2
<b>TOTAL</b>			<b>25</b>		<b>22</b>	<b>10</b>		<b>9</b>

# Meet your Team



**Abhishek Goel**

**Past Organisations**

- EY
- Deloitte
- BDO

**Professional Associations**

- ICAI
- ICSI
- ISACA
- ACFE

**Areas of Expertise**

- Tax & Regulatory
- Government Advisory
- Deal advisory & valuation
- Specialized Audits



**Pradeep Singh, IAS  
(Mentor)**

**Past Organisations**

- IDFC Projects Ltd
- IL&FS
- Government of India

**Professional Associations**

- Harvard University
- Indian Administrative Services
- Punjabi University

**Areas of Expertise**

- Public Policy
- Government Advisory
- Infrastructure



**Abhishek Jhajharia**

**Past Organisations**

- Deloitte

**Professional Associations**

- ICAI
- AICPA

**Areas of Expertise**

- Audit & Assurance
- Ind AS / US GAAP



**Raj Sharma**

**Past Organisations**

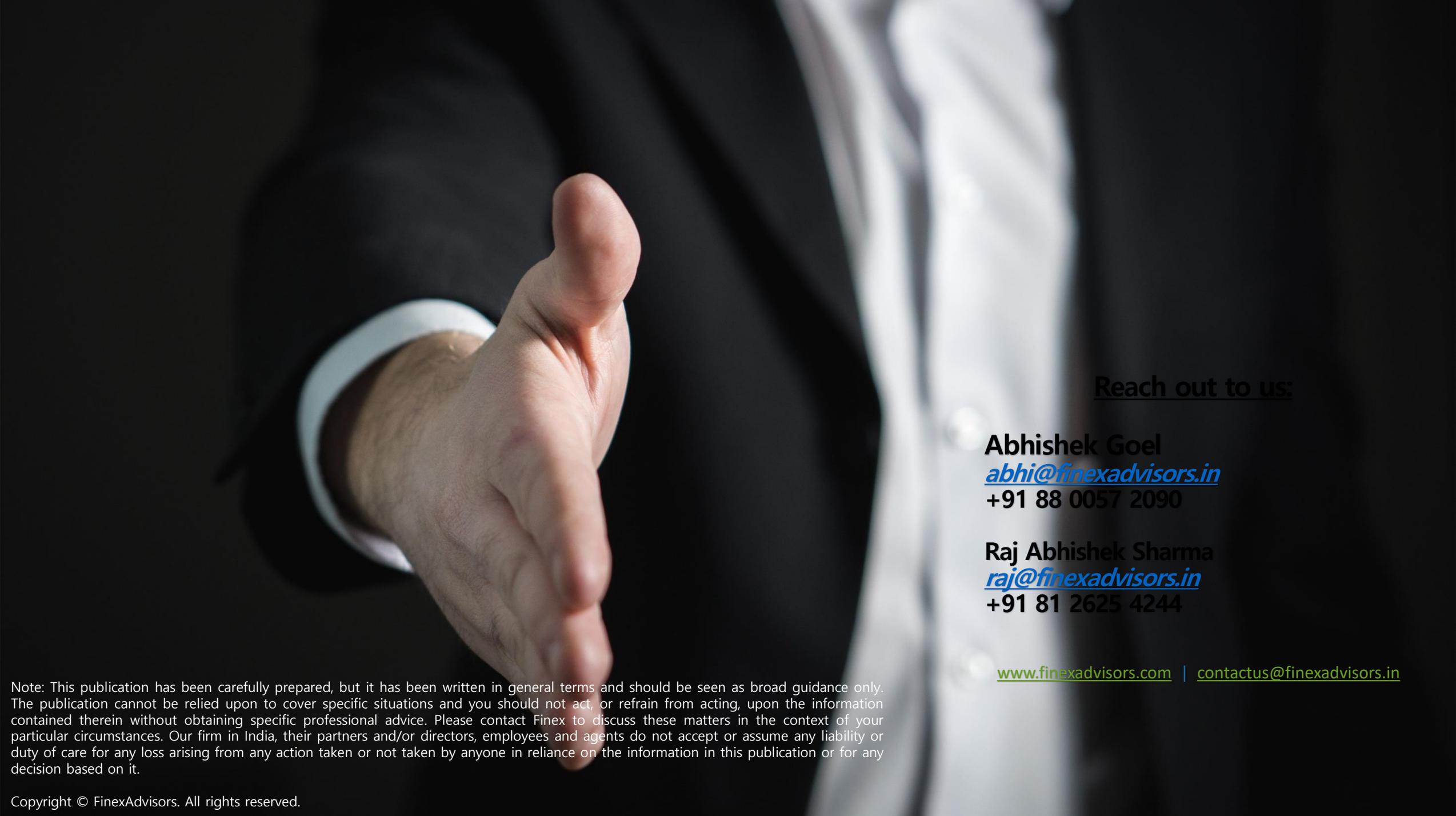
- BDO
- TR Chadha & Co.

**Professional Associations**

- ICAI
- ICSI

**Areas of Expertise**

- Audit & Assurance
- Regulatory Support
- Tax Advisory & compliance



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