

News and Views...

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INDUSTRY NEWS



India heading towards normal life against Covid

India has formally approved the emergency use of two vaccines against the coronavirus disease (Covid-19) as it prepares for one of the world's biggest drives and plans to inoculate some 300 million people on a priority list this year. Drugs Controller General of India VG Somani gave the green light for the emergency-use of two coronavirus vaccines, one developed by AstraZeneca and Oxford University and the other by local company Bharat Biotech. Prime Minister Narendra Modi called it "a decisive turning point".

Serum Institute of India (SII), has manufactured Covishield, the Indian variant of the AZD1222 vaccine developed by Oxford University and AstraZeneca, and already stockpiled some 80 million doses. As such, the rollout can begin fairly quickly.

The other vaccine that has got emergency use authorization, Covaxin, manufactured by Hyderabad-based Bharat Biotech in collaboration with the Indian Council of Medical Research (ICMR), could take a few days or weeks to be available.

First, the entire vaccination drive will be voluntary. The government has already announced that first in line will be 30 million (3 crore) workers in the forefront of India's battle against the novel coronavirus, including 1 crore healthcare workers and 2 crore frontline workers. Health Minister Dr Harsh Vardhan announced on Saturday (January 2) that the vaccine will be administered to them for free. Also receiving the vaccine in the first phase will be a third priority group – consisting of some 27 crore persons above age 50, and persons below age 50, but with associated comorbidities.

Details of how further 27 crore priority beneficiaries are to be vaccinated until July are being finalized. The government aims to complete the first phase of vaccinations by August 2021. The timelines for the rest of the population are not known as yet. However, it is not as though the rest of the population will have to wait until the first phase of vaccination is complete.

Other groups will begin to be inoculated simultaneously after some weeks or months.

SII has said it is ramping up production at its facilities. Also, a whole lot of other vaccines – apart from Covishield and Covaxin – are likely to be approved for use in India in the coming weeks. These include the vaccines from Pfizer and Moderna, the Russian Sputnik-V, Zydus-Cadila's ZyCoV-D, NVX-Cov2373 and Biological E Limited vaccine.

The vaccine has given a boost of confidence that an end to the pandemic is close.

– **BBC News, The Indian Express and Hindustan Times**





COVID-19 vaccination drive in India to begin on January 16

The pan-India vaccination drive against novel coronavirus will begin from January 16 after the upcoming festivals, including Lohri, Makar Sankranti, Pongal and Magh Bihu.

Union Health Ministry made the announcement following a high-level meeting on Saturday chaired by Prime Minister Narendra Modi to assess the status of COVID-19 in the country along with the preparedness of states and union territories for vaccination.

The first phase of COVID-19 vaccination will inoculate 30 crore people from priority groups. This includes 3 crore healthcare and frontline workers, along with 27 crore people above 50 years of age and the under-50 population groups with co-morbidities. India has approved two COVID-19 vaccines - Oxford-AstraZeneca's Covishield and Bharat Biotech's Covaxin - for emergency use.

Commenting on the development later, PM Modi called it a "landmark step towards fighting COVID-19". "On January 16, India takes a landmark step forward in fighting COVID-19. Starting that day, India's nation-wide vaccination drive begins. Priority will be given to our brave doctors, healthcare workers, frontline workers including Safai Karamcharis," the Prime Minister tweeted.

During the meeting, PM Modi was also briefed about the preparedness of Centre in close collaboration with the State and UT governments for roll out of the vaccine in the near future.

"The vaccination exercise is underpinned by the principles of people's participation (Jan Bhagidari); utilizing experience of elections (booth strategy) and Universal Immunization Program (UIP); no compromise of existing healthcare services, especially national programs and primary health care; no

compromise on scientific and regulatory norms, other SOPs; and an orderly and smooth implementation driven by technology," the Health Ministry said in a statement.

PM Modi was also apprised about the status of Co-WIN Vaccine Delivery Management System. The vaccination digital platform will provide real time information of vaccine stocks, their storage temperature and individualised tracking of beneficiaries of the COVID-19 vaccine.

The Co-WIN platform has been built to assist programme managers across all levels through automated session allocation for pre-registered beneficiaries, their verification and for generating a digital certificate upon successful completion of the vaccine schedule. More than 79 lakh beneficiaries have been already registered on the platform.

The training process for vaccinators and vaccine administrators was also detailed out during the meeting. During national level Training of Trainers, 2,360 participants were trained including state immunisation officers, cold chain officers, IEC officials, development partners, etc. More than 61,000 programme managers, 2 lakh vaccinators and 3.7 lakh other vaccination team members have been trained so far as part of trainings at states, districts and block levels.

– **Business Today**

What is causing drop in Covid-19 cases in India?

India on Tuesday reported 16,375 cases in the last 24 hours. It was the lowest tally of confirmed cases in the last six months.

Cases have been consistently decreasing since September when over 97,000 cases were reported in a single day.

The downward trend in cases is being attributed to 'localised' herd immunity in some of the hardest-hit areas of the country.

Fall in testing not proportionate to fall in cases

There has been a slight reduction in daily testing in the last couple of months. However, the testing figures have remained above the 800,000 mark.

In September-October, over a million tests per day were being conducted. The last time a million tests were conducted was on November 29.

It is evident that the drop in testing is not proportionate to the drop in the number of cases.

One of the lowest test positivity rates since the start of pandemic

From a high of 11.2%, the positivity rate has come down to less than 2% in January. The positivity rate is the percentage of all coronavirus tests performed that are actually positive.

The World Health Organisation recommends a threshold of 5% for positivity rate. Anything over 5%, is considered too high. It indicates that the virus is either spreading too fast, or the number of tests is not adequate.

The low value of positivity rate indicates that

the virus is abating and the worst phase of the pandemic is likely to be over.

Barring a slight spike in cases in November, cases in Maharashtra have been falling since mid-September.

In Delhi, the only region to witness three peaks of coronavirus, cases have been coming down since November.

The southern state of Kerala too appears to be getting a grip on the virus after an exponential surge in cases in September and October.

Similar fall in cases was observed in Uttar Pradesh, Karnataka, Tamil Nadu, Telangana and Andhra Pradesh.

Localised herd immunity

Experts attribute the fall in the number of cases to localised herd immunity.

Herd immunity develops when a sufficient number of people within the community develop immunity against the virus. The virus, which is passed on from person to person, fails to find a sufficient number of people to infect and hence, its growth rate falters.

Experts say that as many as 50-90% of the population needs immunity to develop herd immunity in a country.

"While the actual numbers may well be underestimated, the trend of lower numbers appears to be real and the rate of spread of the infection is likely to have reduced," said immunologist Satyajit Rath.

The crowded urban localities and neighbourhoods where spread was very rapid earlier might be largely saturated, a form of hyperlocal 'herd immunity', Rath, from New Delhi's National Institute of

Immunology, said.

The lack of more travel and the distancing measures — however poorly implemented — may be keeping rates of spread somewhat lower in other less crowded neighbourhoods, he said.

Given a large number of infections in the first wave, it is certainly conceivable that some population immunity has set in and it is difficult for the virus to transmit as easily as it had in the first round, said epidemiologist and economist Ramanan Laxminarayan.

Shahid Jameel, director, Trivedi School of Biosciences, Ashoka University said that while it is unclear what per cent infection or exposure is needed for herd immunity for Covid-19, most epidemiologists believe it would be 60% or above.

If that be the case, we may be closer to it in some but not all locations, Jameel added.

Considering that we went through two important periods without any significant upturn (Dussehra to Diwali festive season and Bihar elections), I think that there would be enough infected people and we will not see a second wave, said the virologist.

– The Times of India



Nesco to invest ₹325 cr. to expand expo centre

Nesco Ltd., which owns and operates the Bombay Exhibition Centre (BEC), one of India's largest private sector exhibition and convention centres in suburban Mumbai, has finalised plans to modernise and expand the facility with an investment of 325 crore.

In the same land parcel, the company operates an information technology (IT) park called Nesco IT Park. Nesco has now planned to build a new infotech park building spread over 40 lakh sq. ft at a cost of about 1,800 crore. and is working to get plan approval to start the construction by 2021.

"The estimated budget for the project is 1,800 crore for 46 lakh sq. ft.

of development. This will include office space, amenities, F&B area as well a 300-room 4 star business hotel. It is being designed by a Singapore based architect," Mr. Patel said,

"We have decided to progressively build new exhibition halls, replacing existing halls and convention halls. The estimated cost is around 325 crore," Sumant Patel, chairman, said in an interview. Mr. Patel said designs for the new Centre have been prepared by a renowned architect from Australia and work would commence in 2021. Nesco was among the first in the private sector to set up an exhibition centre in 1992 in Mumbai and since then, it had been hosting several national and international exhibitions. The company said it had a market share of 18%-20%.

He said all these investments will be made from the company's internal sources. "The

cash flows of about 2,000-2,200 crore will be staggered over a period of 5-7 years. As a policy, we will not be going in for any external debt and all our outflows will be funded by our internal accruals in its entirety," he said. "Our current cash reserves of about 700 crore will be used to fund these projects in addition to yearly net inflows from our various business," he added.

He said the exhibitions industry has been growing every year with increasing demand for more space from Indian and foreign exhibitions organisers. To cater to this the company is increasing exhibitions halls space at the venue. Though no exhibitions were held since the outbreak of COVID-19, he said a turnaround is expected in Q4 of this fiscal.

– Exhibition Showcase

India's economic recovery looks brighter than it actually is; worst over, regaining ground will take time

India's economy is recovering at a better-than-expected pace since the fiscal second quarter but it may take a long time to regain the momentum it had before the pandemic kicked in. The projected GDP growth does indicate that the worst is over, but it still does not indicate whether the economy has recovered the lost ground or surpassed it, said a report by India Ratings. The size of the Indian economy in FY20 was Rs 145.66 lakh crore at constant prices. Further, it is expected to contract 7.8 per cent on-year to Rs 134.33 lakh crore in FY21, and grow 9.6

per cent on-year to Rs 147.17 lakh crore in FY22, according to the estimates of India Ratings.

Though in on-year growth terms, FY22 would appear to be an extremely good year, in level terms, it would only be slightly better than FY20. It would be only about 1 per cent higher than the FY20 level. This suggested that the economy will be able to just recover the lost ground in FY22, and surpass the FY20 GDP level in a meaningful way only in FY23, the rating agency added.

To further understand the actual impact of the pandemic and calculate the recovery in a more appropriate way, it is important to understand that if the pandemic had not arrived and the Indian economy had posted modest GDP growth of 5 per cent in FY21 and FY22 respectively, the size of the economy by FY22 would have been Rs 160.59 lakh crore. Based on this, even with a 9.6 per cent GDP growth, the size of the economy in FY22 would reach only Rs 147.17 lakh crore, due to the pandemic. On the other hand, to achieve Rs 160.59 lakh crore, the GDP will have to grow at 19.5 per cent in FY22, which looks impossible at the moment.

The above analysis shows how the enormity of the loss to the economy becomes quite unclear with an on-year growth and why there has to be pragmatism why calculating the recovery. India Ratings underlined that if the output loss is converted into loss in consumption demand and employment, the damage to the economy may appear even bigger.

– Financial Express

A second coronavirus vaccine developed in India is set to enter phase three clinical trial 'very, very soon'

Indian drugmaker Cadila Healthcare is about to start a phase three clinical trial for a potential coronavirus vaccine, its chairman told CNBC.

"We're now moving into phase three, which is going to start very, very soon," Pankaj Patel told CNBC's "Street Signs Asia" on Tuesday. He said the trial will involve about 30,000 volunteers and will take about three to three-and-a-half months to complete.

The pharmaceutical company, which is also known as Zydus Cadila, said Sunday that it received approval from India's drug regulator to begin the phase three clinical trial after earlier studies found its DNA vaccine candidate to be "safe, well tolerated and immunogenic."

"We've seen that the antibody response has been very, very good, in the range of between 20 to 80-fold increase in antibodies has happened after giving the vaccine," Patel said, adding studies so far indicated that volunteers responded well to the vaccine. "We've also seen good virus neutralization with this and we have not seen any side effect which is of a concern."

"Overall we have very good results and we believe that phase three should actually show us the exact efficacy of the vaccine," Patel said. Cadila's candidate will likely become India's second domestically developed Covid-19 vaccine if it receives regulatory approval after its phase three trial.

Unlike some of the other Covid-19 vaccines, which require super-cold storage temperatures, Patel said Cadila's candidate can be kept stable at room temperature. That would make it easier to distribute to remote parts of India.

Patel explained that the company already has a distribution system available within India and that it invested in expanding its manufacturing capabilities. He added that the firm is also in advanced talks with several other countries to supply the potential vaccine once it is ready, but declined to name the nations.

South Asia's largest country currently has more than 10.35 million reported cases of coronavirus infection, second only to the United States. Just under 150,000 people are reported to have died from Covid-19 in India, according to Johns Hopkins University data. But official figures suggest that the number of active infection cases are declining.

India's drugs regulator on Sunday said it approved the restricted use of two coronavirus vaccines in emergency situations. One of them is a vaccine developed by AstraZeneca and Oxford University, which is being made locally by the Serum Institute of India. The other was developed locally by India's Bharat Biotech in collaboration with the state-run Indian Council of Medical Research and was granted emergency use authorization as clinical trials continue.

– CNBC





Budget 2021 expectations for health, life insurance: Increase Section 80C, 80D limits, experts suggest

Union Budget 2021 expectations for health, life insurance: In the wake of COVID-19 pandemic, the insurance sector is hopeful that Finance Minister Nirmala Sitharaman will announce measures that will help increase the number of life and health insurance policyholders in the country

People's interest in these insurance policies has grown considerably during the pandemic. Certain policy measures may further boost this interest.

While noting that the regulatory environment has been extremely supportive to expedite people's claims during the Coronavirus outbreak, experts suggest increasing

section 80C and 80D limits could help in increasing the insurance penetration further across the country.

"With Covid, the importance of health and life insurance has been inevitable, but a large part of the population still remains uninsured or underinsured, both of which are very risky for their healthy financial future. A great tax saving impetus towards insurance in 80C and 80D would surely help in increasing the insurance penetration in Tier 2 cities and beyond, where the matter is even more prevalent," Dharendra Mahyavanshi, co-founder, Turtlemint, told FE Online.

Anuj Mathur, MD and CEO, Canara HSBC OBC Life Insurance, also suggested an increase in section 80C, 80D limits. "In this budget, we also look forward to FM increasing the existing limits for Section 80C and 80D or should introduce new scheme(s) to encourage a self-securing environment in India," he said.

According to Mahyavanshi, the Regulatory framework has been extremely supportive in 2020 during the pandemic to ensure that insurers expedite COVID claims and do not reject the same without proper due diligence. The IRDAI introduced the standardization of health insurance products with Arogya Sanjeevani and also initiated the quick launch of Corona Rakshak and Corona Kavach plans with very affordable premiums to provide coverage to a higher number of people.

Also, to promote technological advancement in the FinTech space, the Regulatory Authority has been supportive of the Regulatory SandBox wherein the

InsureTech startups can innovate different technological enhancements within the regulatory framework of the IRDAI to benefit the policyholders.

"However, there are certain initiatives that the Government can consider in 2021 to educate the average people of India about including insurance as an important part of their financial portfolio," said Mahyavanshi. Insurance plays an important role in Financial Risk Management for a family. In the ongoing pandemic, insurance has played a very important role in securing the future of an individual's family and his/her loved ones. Hence, experts say that both life and health insurance are must, specially for unprecedented situations like COVID pandemic.

"We believe that there is a need for special focus and attention to provide stimulus to the insurance sector so that citizens are able to secure themselves. At least for the next 3-5 years, there should be additional focus on Life and Health Insurance schemes and stimulus," said Mathur.

"In addition to this, the government may also consider revision in GST structure for insurance products and certain relaxation on existing 18% GST on premiums. Protection premiums are already increasing due to reinsurance premium hikes and Covid impact, so relief is required to ensure that customers are able to protect themselves with limited cost impact on their stretched household budgets," he added.

– Financial Express



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– *Financial Express*



Hyve India Pvt Ltd has come up with a weekly e news alert program - '**Market News & Views**'

This program will cover Industry Updates, Launch of New Technologies, Partnership Opportunities, Industry Views & CSR activities. The purpose of this program is to keep customers up to date with developments in the Industry.

INDUSTRY UPDATES



Nath Industries launches Kraft under the brand “Mac D Kraft”, Focus on Export Market

Engaged in manufacturing Various types of papers mainly cultural and specialty grades, Rama Pulp and Paper has now become Nath Industries Limited. After the amalgamation, the name of Rama Pulp and Papers Limited is changed to Nath Industries Limited effective from 15th Nov 2019.

“Increasing “Save Environment” awareness has set “Recycling” as new Mantra for future of Paper Industry. Keeping pace with this

trend, Nath Industries has launched a new product Kraft for Paper Bags under the brand “Mac D Kraft”, visualizing the growth in demand of Paper Bags due to global discouragement for the use of plastic bags, “We are planning to launch more value-added papers for food, packaging replacing the one-time plastic use. Our production is focused for domestic as well as for export markets,” says Mr. Ramniklal Salgia, Director in the company’s annual report for FY 19-20.

Mr. Salgia further stated that the increasing focus on export Markets is now showed results, Company grew its Exports of Absorbent Kraft to manufacturers of High-value Laminates in South East Asia, Middle East & Europe. Demand for high-value laminates is expected to rise at a steady pace. Demand is expected to increase primarily due to rise in the utilization of cabinets and ready-to-assemble furniture and floorings.

Our M G White and Colour tissue products are well accepted in the global markets. These products are used for decorative Gift wrap to Mega-stores in India and across the world.

AMALGAMATION:

The scheme of amalgamation as envisaged was finally approved by the Honourable National Company Law Tribunal (NCLT), Mumbai Bench vide its order dated 22nd August, 2019 in which it approved the merger of Nath Industrial Chemicals Limited (NACL) and Nath Pulp and Paper Mills Limited (NPPM) with Rama Pulp and Papers Limited (RPPL). The appointed date of amalgamation is 01st April 2017 and the effective date of

amalgamation is 25th October 2019.

The amalgamation has resulted in several benefits which include synergies, economies of scale, integration, and cost competitiveness.

Benefits arising out of merger:-

- a. Full integration of Paper Business since NPPM and RPPL were in interlinked business. Products produced by RPPL were used as raw material by NPPM and vice versa.
- b. Addition of various specialty grade products such as tube grade paper, thermal paper, coated paper helped immensely in expanding the product portfolio of the company.
- c. Backward integration of activities in terms of internal supply of chemicals and steam in the form of raw materials since Chemicals produced by NACL were used by RPPL for manufacturing one of its product
- d. Sharing of technical know-how.
- e. More productive and optimum utilization of various resources by pooling of managerial, technical, financial and administrative resources.
- f. Consolidation has helped in addressing the ever-growing competition.
- g. Reduction in overheads, elimination of unnecessary duplication of work, costs and compliances.

UNIT- RAMA PAPER

Rama paper, the various programs like quality improvement, energy-saving and also the modification of the paper machine 1, undertaken by the company were successfully implemented. The energy efficiencies achieved by the unit in reduction

of power and steam consumption will benefit in the cost reduction and thereby increase in the bottom line. The modification of the paper machine 1 has resulted in 30% increase in the capacity i.e. from 60 TPD to 80 TPD. With this the unit now has the capacity to manufacture 30000 MT/Annum of various grades of specialty grade / tailor made paper. The company is continuously striving to improve the quality of the products and add value for the customers.

UNIT-NATH PAPER

The performance of the unit has been satisfactory despite various economic and industry challenges. During the year, various measures were undertaken to enhance productivity production capacity.

Production capacity is increased from 48000 MTPA to 66000 MTPA. With the investment in high efficiency steam condensate system, the unit hopes to achieve substantial savings in energy cost.

FUTURE PLANS

PAPER DIVISION

Your Company is implementing a project for co-generation by installing a High-Pressure boiler of 20 TPH and condenser cum back pressure turbine of 2.50 MW capacity. The project shall make unit self-sufficient in respect of power requirement resulting in substantial savings in energy cost.

CHEMICAL DIVISION

The company has planned to increase its present manufacturing capacity of sulphur based chemicals from 280 M.T. per day to 500 M.T. per day i.e. to 165000 TPA. As measure of forward integration, the company has decided to set up a plant for

manufacturing of Acid Chlorides with a capacity of 8250 TPA. Apart from adding value, the project shall also minimize handling of liquid.

The company shall enhance capacity of Thionyl Chloride from 16500 TPA to 33000 TPA.

“Growing manufacturing sector, requirement of better quality packaging of FMCG products marketed through organized retail and the demand for the upstream market of paper products, such as tissue paper, filter paper, tea bags, light weight online coated paper and medical grade coated paper are expected to drive the paper & paper products market in India in coming years,

“The waste & recycled paper segment is expected to dominate the market, owing to growing concerns about the cutting down of trees for producing pulp. Further, based on application, the market has been bifurcated into writing & printing paper, paperboard, packaging, newsprint and specialty paper,” report says.

– *The Pulp & Paper Times*

Global pulp and paper producers have no plans for increase output and exports next year

Global pulp and paper producers have no plans for a significant increase of their output and exports next year, due to a generally weak demand, caused by the pandemic and associated with this negative economic consequence.

As Zakhar Smushkin, a co-owner of the Ilim group, one of the world's largest pulp and paper producers from Russia told in an interview with the Russian Kommersant business paper, «there is a need to produce only those products that can be sold, the demand for which is expected to be stable”.

Zakhar Smushkin comments: For example, at present we cannot ship hardwood pulp to China, as a huge volume of such products comes to this market from Brazil, Chile and Indonesia. These producers have serious competitive advantages, because in these countries, genetic intervention in their wood sectors is currently allowed. In 8-10 years they grow a new tree, which generally grows for 100 years.

According to Smushkin, at present most of major pulp and paper markets are balanced or experience a stagnation. That means they do not expect any shortage of raw materials for the production of paper products in the short term. Moreover, according to him, the consumption is constantly shrinking, while the number of producers still grows.

That leads to a further tightening of competition in the market.

Zakhar Smushkin says «We see a fall of 40% in the newsprint market, for white offset and office paper we estimate a decline of at least 10-15%. It is necessary to think about new types of products and markets, and to increase domestic consumption.

– *PULPAPERnews.com*



Duty-free Import and Slowdown in the Economy affect Orient Paper's Profit; INR 19 crore earned in FY 19-20

The year FY19-20 was one of the most challenging periods encountered by not only the Indian economy and the paper sector but also Orient Paper. The growth of the Indian economy slowed from 6.1% in FY18-19 to 4.2% in FY19-20 and to a multi-quarter low of 3.1% during the fourth quarter of the year under review. The global economy also slowed, aggravating challenges from the export markets.

"At Orient Paper, our performance was also affected by the slowdown in Indian economy coupled with a pressure on price realisations due to increased duty-free imports based on a steep drop in international pulp and paper prices and the disruption caused by the COVID-19 pandemic across the world," says Mr. M.L. Pachisia, Managing Director at Orient Paper

& Industries Limited in the annual report for FY 19-20.

"Notwithstanding these challenges, we have taken several proactive steps to focus deeper on leveraging our resilience by cutting costs, maximising operating efficiencies and generating more from less. An increased focus on continuous improvement (kaizen) translated into a number of cross-functional enhancements. The cumulative effect of these initiatives mitigated the impact of the above factors substantially,"

"We still invested more than ever in sustainability and responsibilities by enhancing our long-term water security, reducing consumption of natural resources, ensuring environmental compliances and expanding the scope of our social service initiatives," Mr. CK Birla, Chairman of Orient Paper & Industries Limited says in the report. Orient Paper's average sales realization for paper declined by nearly 3% compared to the previous year, while the caustic soda realisations declined by as much as 18%.

Further, an unexpected increase in the cost of pulpwood, following NGO activism against the movement of wood in Madhya Pradesh during the second and third quarters of the year, compelling the company to increase sourcing from distant locations, which, in turn, increased procurement costs. However, this disruption was overcome in the fourth quarter when the restriction caused by the introduction of transit permits eased.

As a result of the challenges faced during the year, Orient Paper's turnover for the year was lower at INR 606.56 crores compared to INR 710.04 crores last year, achieved a PBIDT of

INR 59.33 crores and cash profit of INR 54.10 crores. Net profit after tax was INR 19.93 crores this year.

New Product Development:

- Developed Napkin Grade Tissue Paper in 14 gsm for domestic market.
- Developed Toilet grade Tissue Paper in 14 gsm both for overseas as well as domestic market

Pulping Capacity & efficiency:

Orient Paper is also in the process of increasing our pulping capacity which will reduce its dependency on imported pulp and also provide a scope for increasing our tissue paper capacity. Simultaneously the company is taking several steps to cut down both our direct and overhead costs which will provide us with lasting benefits even after normalcy returns. Therefore, while there are likely to be some challenges in the short term, Orient Paper expects to come out stronger once normalcy returns.

Resource augmentation:

Pulpwood availability in India is another continuing challenge. Orient Paper have been working towards ensuring virtual self-sufficiency in procurement of pulpwood from areas close to our plant to achieve twin objectives of helping the environment and lowering landed cost of pulpwood. Toward this objective, we have set up a world class clonal development center to produce high yielding clones for distribution to the farmers at a low cost and have so far already covered around 63289 hectares of land with plantations. This is expected to result in increasing quantum of wood year on year.

Technology absorption and Innovation:

Efforts in brief made towards absorption, adoption and innovation:

Raw Material Development

- Maintain the FIFO in yard to get the standard raw material furnish mix (Fresh Vs stacked material) and supplied to chipper house to get the uniform mixing of raw material to get best properties in the pulp.
- Spray showers on chipper feed conveyor modified for better chips washing and uniform chips moisture to get the better cleanliness of the pulp and for getting the uniform pulping.

Pulp Mill:

- To improve the pulp whiteness by optimizing of H2O2 dose in Pulp Mill to reduce the yellowness in final bleached pulp vis-à-vis to reduce the usage of costlier Optical whitening agent at paper machine and to get the permanency of the paper in terms of shade and brightness.
- Washing efficiency further increased by 0.5% by reducing the soda losses to get the minimum chemical carry-over for achieving the consistent bleached pulp quality.

Chemical Recovery, Chlorine Dioxide plant & Lime Kiln

- Improve Active Alkali content in White liquor by 2.0 gpl (from 78.0 to 80.0 gpl) to improve the strength index of the unbleached pulp.
- Sulphidity of the white liquor increased by 1.0% to get the higher strength index of pulp.
- Installed New outlet & bypass damper at ESP of RB to improve running life of RB between two passage cleaning from 30 days to 45 days.
- Installed & Commissioned new Lime mud

filter at the causticizing section to give increase lime mud dryness by 5 % (from 58 % to 63 %)

Paper Machine

- New pressure screen installed and commissioned at main machine to improve the paper quality in terms of cleanliness of the paper.
- Mounted new 600 rpm motor at finishing refiner at main machine and stopped one TDR 30" to give power savings of 250 kwh.
- VFD installed in refiner feed pump to get the uniform refining of the pulp which improved the paper surface and strength properties of the paper.
- Drum roll coating done at main machine rewinder to get the better reel quality in terms of uniform and tight binding of the reels.
- Epoxy flooring done at the operating floor at main machine rewinder to eliminate any dust accumulation on the paper surface.

Mr. Pachisia further states, we reckon that the current challenges are likely to last for some time. Therefore, our focus will be on a continuous rationalisation of costs and managing our cash flows most prudently. In this respect, the Company is well-placed to face the impact of the pandemic on account of a relatively strong Balance Sheet.

Orient paper had only INR 3.57 cr in long term debt at the year-end, while operating in a capital-intensive business. Therefore, we are relatively better-placed to duck the storm and be ready for demand revival when the slowdown and pandemic impacts wane.

– The Pulp & Paper Times



DS Smith set to launch virus-resistant packaging

While there is no evidence of virus transfer from cardboard, consumers still take precautions during the pandemic.

According to a new Ipsos MORI poll, 57% of consumers now claim to wash their hands thoroughly after touching packaged groceries and household products through fears of safety, while 30% throw packaging away more quickly.

DS Smith said the easily identifiable touch-safe zones can be applied at scale across a range of industries and applications meaning the anti-viral and anti-bacterial packaging provides an additional layer of protection as consumers and workers throughout the supply chain remain wary.

Touchguard claims the new patented technology is effective across a range of bacteria and viruses including envelope viruses, of which Sars-Cov-2 (Covid-19) is a member.

The surface coating technology specialist also said it has a bacteria proven kill rate of 99.5% in under 15 minutes on bacteria types and envelope viruses and eliminates the risk of person-to-person transfer of infections such as MRSA and E.coli.

Alan Potts, design and innovation director for DS Smith, said: "Whilst it would never replace good hygiene practices and due care, this technology has the potential to bring a real and proven additional layer of protection to our customers and their consumers as packaging moves across the supply chain. Importantly, this technology maintains the sustainability of our products and it is 100% recyclable."

Julian Dugdale, the inventor and chief executive of Touchguard said: "Our partnership with DS Smith provides us with an opportunity to bring our patented Touchguard technology to the market at scale through its sustainable packaging offer. With its manufacturing reach across Europe and the US and an extensive e-commerce and fast-moving consumer goods customer base, we will be able to offer a range of solutions to support changing consumer habits."

– **Packaging News**



Satia Industries interested to acquire Shree Gopal Unit & Rayon Grade Pulp businesses of BILT

Integrated wood and agro-based printing and writing paper manufacturer, Satia Industries has shown its interest in bidding of standalone entity of Ballarpur Industries Limited (BILT). Satia Industries which is in expansion mode is eyeing to bid BILT's Shree Gopal Unit & Rayon Grade Pulp businesses.

"We are interested in the acquisition of Bilt's Shree Gopal unit which is situated in Haryana and Rayon Grade pulp business at Telangana. We are in the process of appointing PricewaterhouseCooper private limited (PWC) as advisor to assist the Company for acquisition," Mr. R.K. Bhandari, Joint Managing Director at Satia Industries Ltd. exclusively said to The Pulp and Paper Times. Shree Gopal unit at Haryana focuses on

specialized product categories such as water marked bond paper, ledger paper, cartridge paper, envelope paper, super printing paper, matrix multipurpose paper, and food packaging products (such as cup stock and paper straw).

Rayon Grade Pulp business operates out of the facility at Kamalapuram, in the district of Warangal in Telangana. Historically, this primarily produced rayon grade pulp for the manufacture of viscose staple fibre (VSF) and viscose staple yarn (VSY).

Satia industries has notified BSE and NSE that it is seeking to apprise and seek permission to bid for the acquisition of Ballarpur Industries Ltd. (BILT) and to seek permission for the appointment of Price waterhouse Coopers Pvt. Ltd. (PWC) as advisors to assist it for acquiring Ballarpur Industries Ltd.

"It is very early to ascertain the value of both the business, we will be in the situation to bid the assets only after getting the due diligence report from PWC," Mr. Chirag Satia, ED, Satia Industries said.

The due diligence report should provide the desired level of comfort about the potential investment and also the inherent risks involved. Mr. Chirag further said that "PWC will check all the aspects related to investment like legal, merger and acquisition aspects on behalf of Satia Industries"

Mr. Bhandari says that we received the clubbed offer to bid for both the business and now we have got data access. PWC will go through desired assets and furnish its report to us, we need to place our bid by 11 January 2021.

About: RAYON GRADE PULP BUSINESS

Unit: Kamalapuram

The India-based pulp business operates out of the facility at Kamalapuram, in the district of Warangal in Telangana. Historically, this primarily produced rayon grade pulp for manufacture of viscose staple fibre (VSF) and viscose staple yarn (VSY). Over the last five years, this market has been under severe pressure – which made the operation of this unit unviable. Consequently, the mill has been temporarily shut down since 2014. A representation was made to the Government of Telangana for granting subsidies on inputs and power to enable manufacturing activities to be restarted.

This has been considered favourably by the Government of Telangana. The Company is currently working on a proposal to convert this mill to manufacture paper grade pulp and with active support from the local government; a plan is in the process of being finalised to revive this business with some investments from BILT.

The Kamalapuram pulp mill has been shut since FY2014. There have been several efforts to revive this entity, including the introduction of an outside investor. The Government of Telangana has been supportive in revival efforts and agreed to provide INR 45 crore subsidy every year for a period of seven years.

About Unit: Shree Gopal

Paper production increased by 45.5% from 46,990 MT in FY2018 to 68,372 MT in FY2019. The Unit undertook new product development and quality improvement initiatives that resulted in an increased

customer base, and enhanced servicing and satisfaction of existing customers.

a) Initiatives to improve paper quality along with cost reduction:

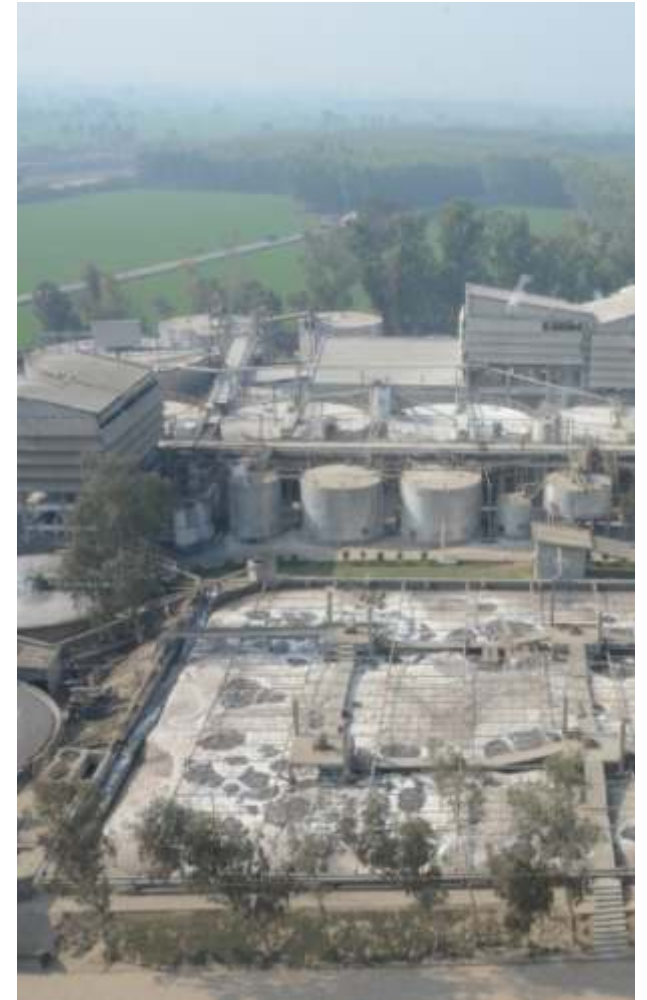
- Upgraded REB 100 sheets packing.
- Introducing Zip Lock packing in place of mono carton.
- Upgraded reel packing from HDPE to stretch LDPE packing.
- Installed LDPE shrink wrap bundling machine at PM-1, 2 and 4, and stopped
- HDPE bundle packing.
- Replacement of Soap Stone with GCC filler, which improved paper quality in terms of brightness and opacity aspects.

b) To enrich the product mix, Shree Gopal has developed the following grades of paper:

- Cup stock paper 140-180 gsm at PM-5.
- Straw paper 60-120 gsm at PM-5.
- TA Maplitho NSD HB at PM-
- Shree Gopal: Environment Management and Resource Conservation
- At Shree Gopal, 'treated effluent' and 'boiler stacks emissions' complied with the norms laid down by Haryana State Pollution Control Board (HSPCB) as well as the Ganga River Basin Water Recycling and Pollution Prevention norms. Some of the major energy-saving initiatives undertaken were:
- Specialty chemicals of M/s Solenis introduced in the secondary clarifier, which resulted in improved effluent clarity.
- Reduced coal consumption: The Boiler 1 coal feeder and mechanical spreader replaced with new design for improving in boiler efficiency.

- PV blower installation and auto temperature control loop for post dryer at PM-4 to reduce steam consumption.
- Shree Gopal: Certification
- Received Certification of PEFC Chain of Custody.
- Re-Certified for Quality Management System QMS

– *The Pulp and Paper Times*





Old Paper Mill revived: 200 TPD Kraft Paper Productions soon to start

The rise in demand for kraft papers in various end-use industries, such as food & beverages, building & construction, cosmetics & personal care automotive, and consumer durables, is a key factor that is projected to drive the growth of the kraft paper market across the globe. In addition, factors such as rapid urbanization across regions and the recyclability feature of kraft papers are projected to contribute to the growth of the kraft paper market.

"We are pro

We are projecting that demand of kraft paper will remain subdued in the coming months, new projects and spending are constrained due to the uncertainty caused by Corona pandemic, only the essential demand is

coming. The sentiment of the market is yet to recover," says Mr. Sanjay Kumar Jain, Director at Shrijee Paper Mills Pvt. Ltd.

"We took over an old paper mill, named Hariraj Paper mill in auction process last year and renamed it to Shrijee Paper Mills. This mill had a plant and machinery of Voith and we suppose to use the same framing. We have replaced all the defective components with new ones like the entire wire part, accessories, boiler, and ETP. We have also installed a new pulp mill from Parason Machinery," Mr. Jain informed.

Shrijee Paper Mill will produce 200 TPD paper. "We are expected to start the commercial production after the Diwali festival in November and we are planning to manufacture either absorbent or Kraft Paper that depends on the market conditions," Mr. Jain said.

The revived paper mill has a deckle size of 4 meters (Finished) and is planning to produce paper under 18 to 20 BF range. GSM range is to be decided on the choice of the segment i.e Absorbent or Kraft.

"In the view of the complete ban on waste paper's import in China from next year, we are also considering to export readymade pulp to China. The demand for readymade pulp is bound to surge and, that opens up new avenues of earning for paper mills, Depending upon the current market scenario, we need to develop our products according to market behavior," Mr. Jain says.

The speed of the machine is designed at 300 m/min.

– *The Pulp and Paper Times*



NEW TECHNOLOGIES

Roto Pumps Ltd.

PROVEN PUMP PERFORMANCE IN HANDLING DIFFICULT
MEDIUM CONSISTENCY PULP (UP TO 18%)



Specially Designed Wide Throat Pump

We have the ultimate ambition to become a global leader in fluid engineering solutions. To achieve this, we have successfully transferred over 5000+ fluids across 25+ industries. We are constantly striving to innovate & upgrade more advanced PD pumps, solve complex fluid pumping challenges & explore new industrial pumping applications.

The Challenge

A paper mill was struggling with maintaining 12% consistency while handling the paper pulp. The pump that was being used kept on breaking down repeatedly. Moreover, the pump was not able to ensure the required flow owing to the variation in the discharge pressure.

All these factors critically hampered the entire production process.

Existing Process

The paper mill was facing high electricity costs due to multiple centrifugal pumps transferring the medium consistency pulp. The Centrifugal Pumps consist of an inducer

at the suction end. These pumps use vacuum as the medium to transfer pulp containing a large volume of air.

A pump with this kind of working is incapable of dealing with the varying consistencies of the pulp, which ranges from 9%- 12% bulk density.

This in fact resulted in the variation of pressure drop in the pipeline and low efficiency of the pump.

Roto's Solution

To resolve these problems, Roto Technical Team developed a Progressive Cavity Pump with a customized hopper and a special augur arrangement – Roto's 'Wide Throat' Progressive Cavity Pump.

This pump was specially designed and built to handle the complicated task of handling medium consistency pulp – even to suspensions of 18% bulk density compared to 9%-12%. This pump is also capable of easily handling the entrapped air in the medium while eliminating the need to have an auxiliary vacuum system.

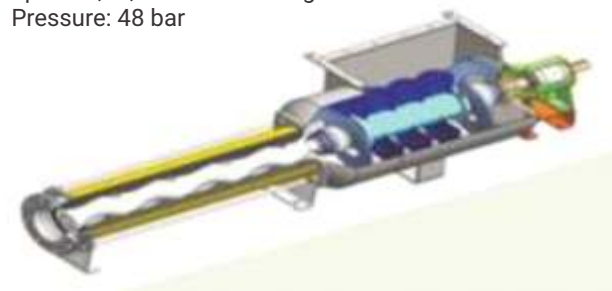
The exceptional feature of this pump, the variable-speed drive, facilitated the optimization of the flow rate. This pump is provided with customized bridge beaker systems that can easily handle highly viscous and non-flowable media with entrapped gases.

Distinctive Features & Benefits

- High efficiency & ease of operation
- Capability of handling variable consistencies - 6% to 18% bulk density during the process
- Variable pressure handling capability
- Customized hopper designs to suit the requirement of the application

- No auxiliary vacuum system required
- Capable of handling air present in the pulp
- Low maintenance cost and easy to maintain
- Available in wide range of materials

Wide Throat Pump Flow Rate:
up to 120 m³/hr Viscosities:
up to 30,00,000 cSt Discharge
Pressure: 48 bar



PARTNERSHIP OPPORTUNITIES

There are many different ways of benefitting from the Paperex exhibition.

You can increase your company's exposure by becoming a Partner of the show, advertising in the exhibition's promotional materials, or simply visiting the show and gaining first-hand information about the new developments in the market and latest technology advancements. Branding gives an excellent opportunity to stand out from the crowd, reinforce, enhance and establish corporate visibility amongst the targeted audience. Branding is a great way to reinforce your brand message with benefits including:

- Enhance your leadership status
- Educate and inspire a targeted audience with your products and services
- Raise brand awareness and create preference to a targeted audience
- Build leadership status in the industry
- Create positive PR and raise awareness of the organisation as a whole
- Build brand positioning through associative imagery
- Create internal emotional commitment to the brand
- Provide innovative solutions to the industry
- Provide revenue generating ideas



INDUSTRY SPEAK



Vinod Jain
Director
Indo Global Commercials Pvt Ltd

2020 has been a year of changes for the entire paper industry globally. Mills shifting capacities, customers changing their consumption patterns and intermediaries changing their business models. We at Indo Global have also undergone substantial changes in our business model this year and are now having a completely global outlook for the next decade.

Traditionally being in the newsprint business, we started witnessing degrowth in this sector over the last few years. Then in 2020, COVID hit the industry with an all-time low demand and prices, completely wiping out the profits of newsprint mills. But even though consumption fell by over 20%, the global capacity fell almost equally by 22% as big European and Canadian mills announced shutdowns and/or shift to production of packaging grades with a more promising future. Thus, the situation quickly reversed as the demand-supply gap was restored and newsprint prices went up by over USD 100/MT in the last two months.

We have quickly adapted ourselves to the new trends in paper trade and established

ourselves in the packaging sector. At the same time, we have tried to minimise the degrowth in our newsprint segment by expanding our newsprint footprint to newer regions.

Due to our strong relationships and domestic procurement capabilities, we worked together with Indian newsprint mills to smoothly make the shift to lower GSM containerboard grades for export markets. We have now developed a strong base in South Asia and China and our team is working hard to develop acceptance of Indian products in Far East and MEA which have traditionally stayed away from Indian grades due to poor experiences and self-sufficiency. While SEA had enough mills in the region, MEA had been largely dependent on European mills offering long credit terms.

But as the world was locked at home and online shopping increased, the demand for packaging boomed during COVID. It is further expected to continue rising in India and globally, as growth in FMCG, pharma, hygiene and global awareness around sustainability increases demand for paper packaging. This has forced even self-sufficient markets to start looking for new sources of paper as demand exceeds supply domestically & globally.

With China introducing bans on import of waste paper, the world's largest

manufacturing hub is also becoming dependent on import of finished paper for its packaging requirements, at least till their strategically located new units in Vietnam, Laos and other SEA'n countries are installed and ready for production and export back to

China.

Having over 600 paper mills, India makes a wide range of paper qualities. Our mills are now being recognised and India is becoming one of the preferred sources of paper in Asian markets. This preference, to some extent, has also been created after many packaging companies realised that their over-reliance on Chinese packaging materials made their supply chain extremely vulnerable during COVID. Thirdly, many countries in the world are promoting the use of disposable food boxes and eliminating plastic packaging – India has some good quality manufacturing duplex/ivory board mills and they could see a huge demand boost as 2021 marks the first year of implementation of plastic bag restrictions in China and demand could exceed supply even in this segment until new capacities come up in Q4 2021.

However, the current shipping situation slowed down India's exports from reaching its peak potential. Container shortages and high freights made it difficult for mills to accept long-term contracts or even honour existing ones. Secondly, they were affected by acute shortage of raw materials. During the worldwide lockdowns, the collection of residential and commercial waste especially in the western countries slowed, affecting the supply of organised waste paper exported to Indian mills. With container shortage also restricting movement of raw materials, the prices of US OCC touched highs of USD 250/MT by the end of December.

2021 will be an interesting year. If the challenges around technology, consistency, professionalism and environmental issues are well dealt with, we expect this year to be one of the best for the Indian paper industry.

MEDIA SPEAK



Paper Products Market 2020 is Estimated to Reach USD310.25 Billion by 2027

Paper products market size is valued at USD310.25 billion by 2028 and is expected to grow at a rate of 1.50% for the forecast period of 2021 to 2028. Data Bridge Market

Research report on paper products market provides analysis and insights regarding the various factors expected to be prevalent throughout the forecasted period while providing their impacts on the market's growth.

The paper products market is anticipated to witness tremendous growth in the forecast period which is attributed to the rapidly increasing demand for paper packaging in the FMCG, pharmaceutical, and hospitality industries. Also the rising awareness regarding the adverse effects of using plastic packaging which is boosting scope for paper products application and is acting as a key determinant favoring the growth of the market over the forecast period of 2021 to 2028. The major factors accountable for the growth of paper products market are the increasing hospitality and tourism industry, rapid urbanization, growing preference for ready-to-eat foods and requirement of better-quality packaging, growing usage of tissue paper in restrooms and dining areas associated with increasing hygiene concerns amongst consumers. Beside this, the increasing numbers of installations of new equipment by key manufacturers as well as the better standard of living and health awareness are acting as major growth drivers for the paper products market. The rapidly increasing urban population coupled with an increasing manufacturing sector is also helping the market to grow.

On the other hand, the reason paper products has become such a popular material is that the growing awareness about environmental issues like biodegradability, global warming,

and health problems created by plastic packaging materials which is highly supporting the growth of the paper products market. Furthermore, various market players are investing in R&D to manufacture products particular to household products coupled with the rapid rise in the customer awareness in context to the hygiene and spread of infectious diseases which will further offer a variety of growth opportunities for the paper products market. One of the major obstructions to the growth of the paper products market is the fluctuations in the raw material prices and economic slowdown across various countries due to the COVID-19 outbreak, whereas the changing preference for off-premises consumption of food on account of busy schedules will accelerate the growth of the market over the forecast period of 2021 to 2028.

Asia-Pacific leads the paper products market owing to the growing industrialization, rising disposable income levels in emerging countries such as India and South Korea within this particular region.

– PaperAsia



Germany will retain status as the world's largest paper consumer in years to come

Germany will retain its status as the world's largest paper consumer within the next several years, according to recent reports of German media and some local analysts in the field of paper business.

At present, the per capita paper consumption in the country estimated at 241 kg, being significantly higher those in the US - 211 kg, while analysts expect these figures will continue to grow in years to come.

At present most of raw materials for the needs of German papermaking sector are supplied from Nordic states, with the remaining (up to 25% of the overall needs) being met by imports from Brazil.

Although the consumption of offset paper for printing books or magazines in Germany has declined in recent years, the same cannot be said for packaging materials such as disposable paper dishes or food packaging. In the meantime, the rapid development of online commerce market also contributes to the growth of paper consumption in the country.

Analyst expect the demand for paper and packaging, made from it in Germany will remain stable in years to come, which is also due to the negative image of plastics, the consumption of which in the country is steadily declining.

– **PULPAPERnews.com**



Pulp production in Latin American region may significantly decline within next several decades

The volume of pulp production in the Latin American region may significantly decline within the next several decades, due to the ongoing rapid destruction of Amazon rainforests, according to analysts and some Brazil media reports.

While Brazil currently home to more than half of the Amazon rainforest in recent years their acreage in the country has significantly declined.

According to some Brazil media reports citing on the country's National Institute for Space Agency, only last year an area of rainforest larger than Jamaica was destroyed in the country. Almost the same situation is currently observed in other countries of the region, among which are Bolivia, Peru and Colombia.

However, the situation in Brazil is getting worse and remains the most complex under the President Bolsonaro. According to analysts, further massive cutting of rainforests in the country may lead to a significant reduction of pulp exports from the country.

Brazil is the fourth largest pulp producer after the USA, China and Canada, with the biggest output being accounted for eucalyptus pulp. Despite rising wage costs, relatively high monetary inflation, exchange rate fluctuations, inadequate logistics infrastructure and high taxes, the development of pulp and paper sector of the country so far, has been carrying out at an accelerating pace, however the ongoing destruction of rainforests in the country may change the current situation.

– **PULPAPERnews.com**



Archroma Announces 20% Price Increase for its Fluorochemical Range

Archroma, a global leader in specialty chemicals towards sustainable solutions, announced an increase of up to 20% in the selling prices of its Nuva® N and Fluowet® fluorocarbon polymers.

Fluorocarbon polymers are typically used in essential applications where a water and/or oil barrier is needed, such as personal protective equipment (PPE) for health professionals, or other technical textiles.

As a global leader in the area of repellency treatments, we have the responsibility to develop and produce products with the highest level of sustainability

– economically and ecologically.

The price increase has become necessary to support the increasing regulatory and other costs, as well as ongoing investments that Archroma continuously makes in its own manufacturing technology and process, to produce fluorochemicals in the safest possible way for the consumer and the environment.

The price increase will be effective, in all regions and markets, for all new orders and as contracts allow.

– *PaperAsia*



DS Smith targets growth despite half year profit fall

Pre-tax profit fell 54% to £97m while revenue dipped by 9% to £2.8bn for the six months to 31 October. However, DS Smith said that it performed resiliently despite a “challenging environment” and has resumed its dividend. E-commerce sales have increased by 30% during the period.

DS Smith Group chief executive Miles Roberts said: “I am really proud of the commitment, professionalism and flexibility of our employees in this extraordinary time, keeping all our plants operational and responding to our customers’ needs throughout the period. This has enabled the group to perform well in the context of an unprecedented environment. Q1 was particularly impacted by Covid-19, but pleasingly we saw real momentum in corrugated box volumes and profitability through Q2 and into H2, together with continued excellent cash flow generation.

“We have maintained our track record of winning market share through our fibre-based offering focussed on FMCG and e-commerce customers, where the seasonal period has seen solid growth. Growth with our largest customers has been excellent and our US business has seen good underlying progress during the period, reflecting the recent investment in our new plant in Indiana and the award of a number of significant supply contracts from major FMCG companies.

“We are as excited as ever about the structural growth drivers for corrugated

packaging with a number of trends accelerated by the Covid-19 pandemic. We are well positioned to capitalise and are announcing today the construction of two new state of the art packaging plants in the fast growth regions of Italy and Poland to supply the burgeoning FMCG/ e-commerce sector.

“While the economic and political environment remains uncertain due to Covid-19 and Brexit, we see continued momentum for our business, underpinning confidence in continued performance in line with our expectations for the year. Strong demand has driven ongoing paper price increases, supporting future box pricing, which, together with customer wins in Europe and the US and our strong position to benefit from attractive structural trends, reinforces our confidence in the business going forward.”

– *Packaging News*





Retail packaging predictions for 2021

Making predictions for the year to come seems a little strange following the unstable nature of events endured over the past 12 months. From split political decisions, social movements, extreme weather conditions, economic turmoil, and a global health pandemic, we've really seen it all. And no one could have predicted it.

Just about every industry, business, and individual has been affected by at least one of these events. Not just affected but shaken to the core in many instances. As a result, we've seen some significant shifts in both consumer and stakeholder sentiment, which aren't necessarily as negative as the events that caused them.

The nature of some of these shifts will be permanent, as they've encouraged better ways of living and of doing business. Therefore, the learnings from these changes should inform our plans for the year to come. In regard to packaging, here are some predictions on how this year's shifts should change the way businesses approach the role, composition, and manufacturing processes of their container solutions.

Sustainability

Just about every industry has its own sustainability goals now, with businesses constantly striving to do their bit to combat the climate crisis. However, this year's events have truly opened the world's eyes wider to how important prompt action is. Notably, this year has seen countries around the world endure some of the most extreme weather conditions on record. The UK battled some of its worst floods, fires in California caused devastating damage, and the Philippines suffered one of the strongest typhoons recorded in history.

Now, more than ever, we are aware that these events are no longer anomalies; rather, they are a direct consequence of our environmental neglect. So, what businesses should be realising is that 'doing their bit' simply isn't enough anymore. Eco-friendly packaging has almost become the bare minimum, and some brands are even yet to do that.

Therefore, sustainability will only be given greater focus in 2021, hopefully with more brands investing in eco-friendly packaging solutions that are made from recycled

materials and can then also be fully recycled by a customer.

Multifunctional packaging

On a similar note, while sustainability remains the overarching goal, those already using eco-friendly packaging will use innovation and creativity to further their efforts.

Multifunctional designs will form the premise of this trend. It's something we are already seeing with fashion products, whereby an item can be worn and used in different ways to encourage consumers to buy less and maximise use.

For example, H&M has added a number of 'multifunctional' products to its Conscious line, including a pair of boots that can be transformed into mules, belts that become necklaces, and earrings that can be shortened or lengthened depending on the occasion or outfit.

Louis Vuitton promotes multiuse with its Bandeaux that can be wrapped around bag handles or worn as scarves, hair accessories, or bracelets. And the cult following of Rosie Assoulin's famous jumper that can be worn in several ways is yet another prime example of the rise of multifunction in luxury fashion.

It's only natural that the sector's packaging follows suit. Ultimately, the bags and boxes that brands' products arrive in will become just as much a part of the product as the item itself. This will encourage reuse, while reducing waste and both the business's and consumer's carbon footprint.

Rise of ecommerce

Although there has been a steady shift towards ecommerce in recent years, the

impacts of the pandemic have accelerated the adoption of digital sales channels among retailers. In fact, during the UK's initial lockdown, 8,665 fashion and apparel businesses enabled ecommerce functionality or joined an online marketplace. New to the remote sales route, many businesses will need to rethink the way they engage and connect with their customers, which they'd usually be doing through in-store experiences.

Packaging plays an important role in this, as it becomes the first point of physical contact customers have with brands for online orders. Therefore, packaging must create a personalized customer experience even before it is opened.

Whether that's through iconic design cues that are significant to the brand – take Chanel's renowned camelia, for example – or with high-quality materials that boost perceptions of the product and business as a whole. Therefore, 2021 will see more brands investing in the packaging they send to their customers in order to create positive customer experiences. As well as the outer shells, inserts and additional elements will also be considered.

Of course, with the volatile state of our environment, many businesses will opt to either use eco-friendly materials for inserts or reduce them completely by storing additional order information documents online.

Digital transformation

Ecommerce won't be the only digital focus for businesses. Rather, more will use the lessons from remote working practices this year to digitize other elements of their processes.

Notably, supply chains will be given the greatest focus as it has been made clear that, while, physical site visits and meetings are certainly desirable to ensure efficiency, they are no longer a requirement for a functional chain.

The cost-saving and convenience benefits of not attending sites outweigh possible efficiency gains, particularly when digital solutions can be integrated into the chain to ensure processes keep running smoothly. In packaging supply chains, the benefits go far beyond this and will satisfy many of the issues businesses face in traditional processes, which is why more will invest in digitizing their supply chain in the coming year.

For example, when shops were forced to shut earlier this year, many retailers were left with an overstock of both products and packaging, which were a loss to the business. What would usually be ongoing manufacturing and delivery processes were halted, causing significant disruption, which was passed along points like a domino effect.

Having suffered the impact of this once, many businesses will seek ways to reduce facing similar challenges in the future. And a digital supply chain management system could provide the solution. When in place, these systems can help businesses streamline their processes, which will help with both reducing cost and waste. Ultimately, supply chains will become more responsive, acting on demand, rather than predicting it. This way, there will be less need to store a backlog of packaging supplies,

which there is no guarantee will ever be used, and in turn, free up cash in the business.

These digital systems will help to connect the dots not only in the supply chain, but also between businesses' sustainability targets, sales channel growth, and creating positive customer experiences. So, while this year has proven the sheer impact that macroenvironmental factors can cause, the year ahead will be all about businesses taking back control and creating a market that has not only recovered, but is in a strong position for a sustainable and successful future.

– The Packman



Mondi to acquire corrugated packaging company Olmuksan

Mondi has agreed to acquire 90.38% of the outstanding shares in Olmuksan International Paper Ambalaj Sanayi ve Ticaret from International Paper for a total consideration of €66 million. The implied enterprise value on a 100% basis would amount to around €88 million.

Olmuksan is a leading and well-established corrugated packaging player in Turkey, listed on the Istanbul stock exchange. Its network of five plants provides a diverse customer base with high-quality sustainable packaging for food, beverage, agriculture and industrial applications. For the twelve months ended 30 September 2020, the company produced 256 thousand tonnes of corrugated packaging and generated revenues of TRY1,093 million (€150 million).

Mondi has operated successfully in Turkey for many years and has developed a strong understanding of the market and its long-term opportunities. Our current Turkish footprint includes four corrugated packaging plants and a recycled containerboard paper mill, as well as three flexible packaging sites. Leveraging our expertise and experience in this market, together with our global virgin and recycled container board portfolio, we expect to generate significant operational improvements and paper integration upside,” says Andrew King, group chief executive officer of Mondi

The transaction remains subject to competition clearance and other closing conditions and is expected to complete in the first half of 2021. Following the completion of the transaction, Mondi will launch a mandatory tender offer to acquire the remaining 9.62% of outstanding shares in the company held by minority shareholders.

– *The Packman*



CSR ACTIVITY

Ajit Industries Pvt. Ltd

Phenk Mat

Ajit industries have taken this oath to stop vehicle owners from littering the roads by distributing disposable environment-friendly bags to be carried along in vehicles which can be emptied later and reused.



Spreading Laughter

Ajit industries have their own Laughter Yoga Club, and its purpose is to spread awareness about the benefits of laughter to employees, customers, family, friends and everyone.



Tree Plantation

AIPL believes in the cause of the GREEN PLANET, for which they make sure that they plant more and more trees not just in their workplace surroundings, but anywhere and everywhere. AIPL is highly dedicated to this cause and for its smooth sailing; it ensures that they practice eco-friendly methods of production.



AIPL Foundation

AIPL Foundation has taken the responsibility to help the needy students by providing them with the scholarship on the basis of their academic performance, so that money is no more a barrier in their growth.



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It is a "A Unified Business Platform for Paper Industry" for new business opportunities, joint ventures, investments and technology transfer in paper and allied industries.

Paperex is always very well attended by large gathering of Paper Manufacturers to explore the New Technology., Machinery & Equipment and Raw Material for Paper & Board Manufacturing.

And the mass audience of Paper Traders, Printers, Publisher, Converter and Paper Packaging Companies to explore the variety of papers at the show



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- Meet 250+ exhibitors who will display latest products & services from 18 countries
- Learn new trends by attending technical conference by IARPM
- Network with industry leaders at "Global Paper Technology Supplier" pavilion
- Delegation program to host international buyers
- 5000+ trade visitors from 20+ countries including 142 paper mills across India
- Visit "Paper Manufacturer" networking pavilion
- Engage with the leaders at "Exclusive Paper Mills CEO/MD Conclave"

Business Connect Program

- **Market News & Views, a weekly e news alert program** covering Industry Updates , Launch of New Technologies , Partnership Opportunities , Industry Views, CSR activities
- **International Business Networking Program (IBNP) a monthly webinar** covering key industry across Indian as well as some neighboring countries including China, Taiwan, Bangladesh, etc
- **Open Seminars during the event**, a unique opportunity to have face to face interaction with industry leader and knowledge transfer



Contact Us



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SOME LEADING COMPANIES AT THE EVENT

Roto Pumps Ltd



A globally preferred brand in positive displacement pumps, Roto Pumps is a public listed company with presence across 5 continents and a rich legacy

of over 50 years. Established in 1968, Roto Pumps is the pioneer manufacturer of Progressive Cavity Pumps in India, renowned for providing efficient and reliable pumping solutions to a diverse range of industries including Wastewater, Sugar, Paper, Paint, Oil & Gas, Chemicals & Process, Ceramics, Food & Beverages, Renewable Energy & Power, Mining & Explosives, Marine & Defense and many more.

With its state of the art manufacturing unit based at Greater Noida, India & Ultra modern R&D centre based at Noida, India, Roto Pumps is successfully exporting to more than 50 countries.

Roto Pumps is ambitiously working towards its expansion by strengthening the strategic global partnerships, establishing new branches & subsidiaries across continents and aims to be among the top 5 positive

displacement pump manufacturers with a presence in 100+ countries.

Manufacturing Infrastructure

Roto Pumps has strong roots in

manufacturing and engineering and has over the years been able to develop efficient manufacturing processes both in the field of metal cutting and rubber processing. The company infrastructure is spread over a combined factory area of 30,000 sq. meters.

Capabilities: Advanced Machining Setup

Our machine shop includes sophisticated machines, including CNC machines, Special Purpose Machines, In House Tool Room, Skilled manpower and strict Process Controls thus ensuring consistent world-class quality components.

RESEARCH & DEVELOPMENT

Research and development capabilities are one of the key differentiators that help Roto Pumps to maintain its leadership position in the market. Our world class R&D team keeps upgrading the existing product range to enhance efficiency and reliability, develop high end customized solutions, innovate new technologies, and reduce the life cycle cost of our products.

We are proud to be an organization recognized by the Department of Scientific & Industrial Research (DSIR) of the Government of India for its research and development capabilities.

Ajit Industries Private Limited (AIPL)



Ajit Industries Private Limited (AIPL) is one of the leading tape manufacturers in India engaged in manufacturing and marketing of

various types of Pressure Sensitive Self Adhesive Industrial tapes and Die-Cuts.

Incorporated in the year 1998, AIPL was started with a vision to be the leader in the category and today AIPL holds the place of pride in the Industry. Mr. Ajit Gupta, Managing Director of AIPL enjoys the reputation of being the game changer in the industry.

AIPL is an IATF 16949:2016 Certified, ISO 9001:2015 and ISO 14001:2015 certified company offers a wide range of user friendly specialty tapes under its own brand-names "AIPL SUNSUI", "AIPL SUPER GOLD", "EZ WONDER" & "EZ PACK". Out of which a significant portion of the specialty products are ornamented with "UL" certification. Many of the products are tested and approved by reputed labs like SGS, Shriram Institute, ARAI (Automobile Research Association of India).

AIPL is rated well, a Financial Credit Rating Firm. IATF 16949:2016 Certified is for International Organization for standardization on Quality Management System & ISO 14001 is for Environmental Management System. AIPL is equipped with a state-of-the-art manufacturing facility having two plants at the same location i.e. at Kharkhoda in District Sonapat, Haryana and the other locations include Baddi, Himachal Pradesh, Chennai and Tamil Nadu.

AIPL has installed one latest imported multipurpose coating machine, has fully automatic slitting machines with the capacity to slit narrow widths as well as manual slitting facilities and R&D Lab with Stringent Quality Control Department AIPL also has full-fledged lab testing facilities to match the customers' requirement as per the standards of PSA and other standards.







...and many more

Thank You

COMBATING
COVID-19

Basic
Protective
Measures



USE FACE MASK



CLEAN AND DISINFECT



WASH YOUR HANDS
FREQUENTLY



KEEP DISTANCE
FROM OTHERS



AVOID TOUCHING
EYES, NOSE OR MOUTH



STAY AT HOME
WHEN YOU ARE SICK