

UltraTech Cement - Weekly Status

S.No	Activity	Position prior to demonetisation	Position last week	Position during week	Timeline by which the activity will be completed
1	100% digital payment of salaries and all emoluments to employees	100% digital payment	100% digital payment	100% digital payment	Completed
2	100% digital payment to raw material suppliers: a) Cement & tyre b) Paper & leather	100% digital payment	100% digital payment	100% digital payment	Completed
3	100% digital payment for transportation	100% digital payment	100% digital payment	100% digital payment	Completed
4	Digital payment from manufacturers to dealers	100% digital payment	100% digital payment	100% digital payment	Completed
5	100% digital payment workers i. Up to 60% ii. Up to 80% ii. Up to 100%	100% digital payment	100% digital payment	100% digital payment	Completed
6	No extra charges on digital payments and MDR (Merchant Discount Rate) to be absorbed by industries	No charges	No charges	No charges	Completed

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Steps taken for encouraging digital payments even at last leg of the supply chain of cement i.e. end consumers

1.Promoting fuel cards in collaboration with oil marketing companies.
2.Encouraging dealers and retailers to shift from cheque base payment to NEFT & RTGS.

1.Educating and training employees, till field staff level, on various modes of digital payment including debit card, credit card, UPI, eWallets, USSD, BHIM, etc.
2.Training dealers and retailers on digital methods through the above mentioned trained field staff.
3. Pursuing and encouraging contractors to open bank accounts of labours appointed by them.
4. Embedding UPI functionality on our 'One UltraTech Android App' accessed by our consumers / retailers / dealers.
5. Corporate level collaboration with banks and digital wallet service providers for economical availability of digital payment services to the channel partners including contractors, dealers and retailers. The services covered includes POS machines, charges on debit & credit card, wallet mobile discounting rates, etc.
6.Dealers and retailers are being pursued to open current accounts with KYC.

1.Integrating awareness of digital modes of payment during the road safety week gatherings.
2.Educating and training employees till field staff level on various modes of digital payment.
3. Encouraging contractors to open bank accounts of the labours appointed by them.
4. Embedding UPI functionality on our 'One UltraTech Android App' accessed by our consumers / retailers / dealers.
5. Training dealers and retailers on digital methods through the above mentioned trained field staff.
6. Corporate level collaboration with banks and digital wallet service providers for economical availability of digital payment services to the channel partners including contractors, dealers and retailers. The services covered includes POS machines, charges on debit & credit card, wallet mobile discounting rates, etc.
7.Dealers and retailers are being pursued to open current accounts with KYC.

Ongoing

8	Details of Specific problems & the support/help needed from government in executing the action plans.		<p>1.USSD is yet to get established, users are sometimes getting technical error while using this mode.</p> <p>2.Remote locations are facing connectivity issues due to which digitalization of payment is poor. Quality of internet connectivity and speed is a must for the progress of digital payments in rural areas.</p> <p>3.Banks are getting high demand for POS machines as against the inventory of POS machines they are holding.</p>	<p>1.Goverment should encourage telecom companies to provide internet connectivity in their rural areas.</p> <p>2.Long term clarity required on charges which will be applicable on debit card, credit & other mode of payment.</p> <p>3.Debit card surcharge may be waived at least till December 2017.</p> <p>4. Credit card usage charges may be capped at <1% for at least one year.</p> <p>5. Cash less options like PayTM/Free Charge though consumer friendly & attract charges 1-1.5% of transaction value & these may be completely waived off.</p>	Ongoing
9	Photos/Videos etc with proper caption to be uploaded on website			1.Uploading of photos is under process.	ongoing
10	Any other activity/ Information	As under			

Any Other Activity/Information as follows

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

Implementation of digital payment solutions at channel partners (dealers and retailers)

More than 650 of our channel partners are enabled to use PayTM / other wallets and

ePayment solutions for receiving and paying

More than 670 of our channel partners are enabled to use credit / debit cards to receive payments

More than 7,900 of our channel partners are enabled to use UPI to receive and make payments.

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