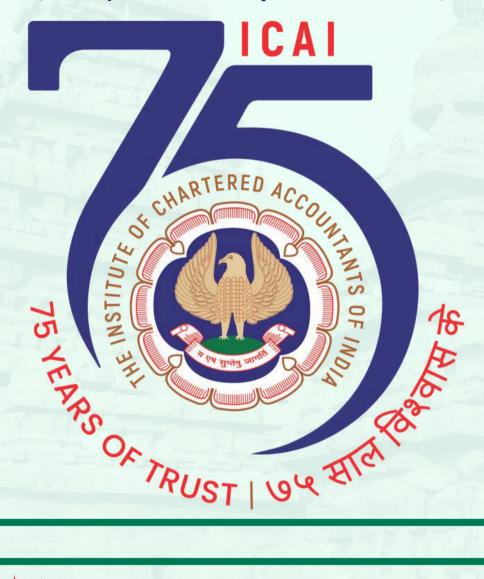
THE INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA

(Set up by an Act of Parliament)

CHENGALPATTU DISTRICT BRANCH (SIRC)

(Formerly Known as Kanchipuram District Branch)





E- Newsletter February 2025



Sundaram Colony, East Tambaram, Chennai – 600059.

Phone: 044-22390098 | 8056244300 | 7550009811

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Contents

S No	Particulars	Page No
1	From the Chairman's Desk	03
2	Photo Gallery	05
3	An Overview of Key Developments in the Indian GST Law	08
4	Startup Ecosystem and Compliances	24
5	Upcoming Programs	35

ARTICLES INVITED FROM MEMBERS

Note: Articles are invited from members for publishing in newsletter. The articles shall be either on the specific subject or a general article. Members can send their articles with Name, Membership Number, Mobile Number, Residential Address, Office Address & Photo to our Email id mentioned below:

E-mail id: chengalpattu@icai.org

Note: The views expressed in the articles published, are their own views and Chengalpattu District Branch does not endorse or take responsibility.

February Edition | 2025 | Volume 12 | No.20

Page No: 02



From the Chairman's Desk



Dear Professional Colleagues,

It is with great pride and immense pleasure that I address you today as the Chairman of our esteemed Chengalpattu District Branch (SIRC).

As I stand before you for the final time in my role as Chairman, I am filled with a profound sense of gratitude and pride. It has been an incredible journey, and I am deeply honored to have had the privilege of serving this prestigious institute and its remarkable members and students for nearly a decade.

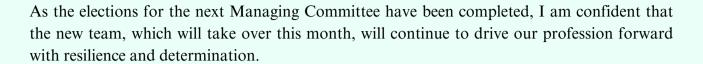
Looking back on our journey together, it is important to acknowledge the significant milestones we've achieved as a team. Your expertise, integrity, and professionalism have been the bedrock of our success. Some key highlights include:

- Organizing approximately 200 CPE hours of programs for the benefit of our members.
- Hosting the Foundation Stone Laying Ceremony, graciously inaugurated by our President and Vice President.
- A collective contribution of Rs. 15.00 lakhs by our members to the CABF.
- The commencement of construction work during this year.
- Successfully conducting the Certificate Course on Artificial Intelligence Level 1, with plans for the second edition.
- The opening of a Library for the use of both members and students.
- The installation of smart boards in all classrooms.

These milestones reflect the collective efforts that have strengthened our profession, elevated our standards, and expanded our influence. We have embraced new challenges, adapted to evolving landscapes, and continued to uphold the highest levels of ethics and professionalism.

Ethics and integrity have always been the foundation of our profession, and I urge you all to continue upholding these core values. Our reputation as Chartered Accountants is built on trust, and it is our duty to maintain the highest standards of honesty and transparency in all our endeavors.





I leave this role with optimism, knowing that the leadership of our branch is in capable hands, and that each one of you will continue to contribute towards our collective success.

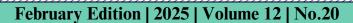
I take this opportunity to express my deepest thanks to all the members, students, and committee members for their unwavering support over the years. Together, we have accomplished so much, and I am truly grateful for the memories, experiences, and achievements we have shared.

As I pass the torch to the next generation of leaders, I have full confidence that our institute will continue to shine brightly and make a meaningful impact on society.

Jai Hind. Jai ICAI.

With warm regards,

CA. Narasimma Raghavan R Chairman Chengalpattu District Branch (SIRC)





CPE MEETING

Topic: S. Vaidyanath Aiyar Memorial Lecture "An Overview of Key Developments in the

Indian GST Law"

Speaker: CA. Chirag Tibrewal

Date: 9th January 2025

Time: 5:30 PM to 7:30 PM

Venue: Our Branch Premises













February Edition | 2025 | Volume 12 | No.20



CPE MEETING

Topic: Startup Ecosystem and Compliances & MSME Schemes

Speaker: CA. Ramesh R & Mr. Chandra Sekhar Gamidi

Date: 25 January 2025 (Saturday)

Time: 5:00 PM to 8:00 PM Venue: Our Branch Premises













February Edition | 2025 | Volume 12 | No.20



Other program organised for Members in month of January 2025

Topic: 76th Republic Day celebration

Date: 26th January 2025

Time: 8:30 AM

Venue: Branch Premises











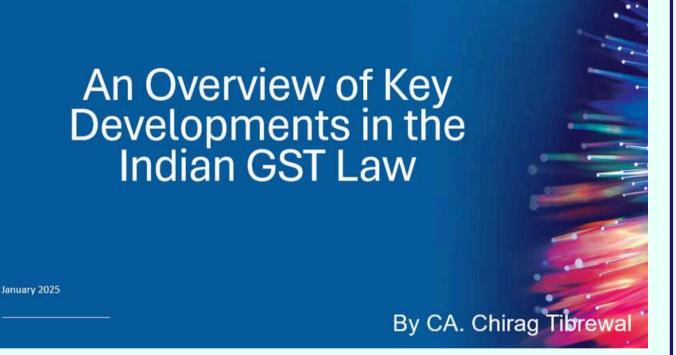




AN OVERVIEW OF KEY DEVELOPMENTS IN THE INDIAN GST LAW

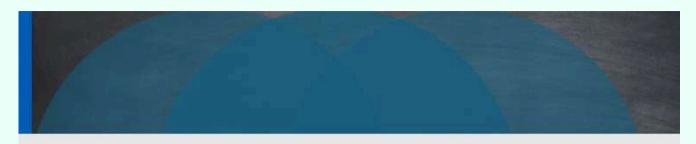


By CA. Chirag Tibrewal



Key updates





GSTR-1A



Key GST Updates-Introduction of GSTR-1A

The Government of India, through notification No. 12/2024 – Central Tax dated 10th July 2024, has introduced FORM GSTR-1A as an optional facility for taxpayers. This form allows taxpayers to add or amend particulars of a supply for the current tax period that were either missed or incorrectly reported in FORM GSTR-1.

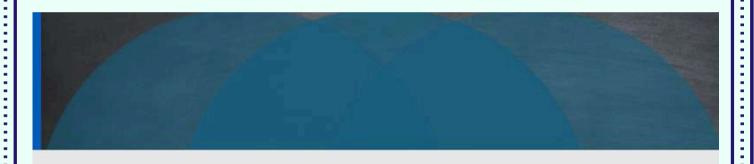
Sno.	Particulars	Remarks
1	Availability	 Available to all taxpayers from August 2024. Can be used to amend details furnished in FORM GSTR-01 for the month.
2	Salient Features	 Optional and can be filed only once for a particular tax period. Changes made through FORM GSTR-1A will reflect in FORM GSTR-3B for the same tax period. ITC for supplies declared or amended through FORM GSTR-1A will be available to the recipient in FORM GSTR-2B for the next tax period.
3	For Monthly Filers	 Available from the due date of filing FORM GSTR-1 or the actual date of filing, whichever is later, until the actual filing of FORM GSTR-3B for the same tax period. Net impact of particulars declared or amended through FORM GSTR-1A will be autopopulated in FORM GSTR-3B for the same tax period.





Key GST Updates-Introduction of GSTR-1A

Sno.	Particulars	Remarks
4	For QRMP Taxpayers (Quarterly Filers)	 Available quarterly after the actual filing of FORM GSTR-1 (Quarterly) or the due date whichever is later, until the actual filing of FORM GSTR-3B for the same tax period. Supplies reported in FORM GSTR-1 of the current tax period can be amended through the corresponding Quarterly GSTR-1A. No separate amendment facility for records furnished through IFF for the first and second months of a quarter.
5	Amendments	 Only records from the current tax period can be amended. Previous period records mus be amended in subsequent GSTR-1 filings. Debit/Credit Notes can be added in the corresponding tables of GSTR-1A. Changes to the GSTIN of a recipient for a supply reported in FORM GSTR-1 can be rectified through FORM GSTR-1 for the subsequent tax period.



Invoice Management System





Key GST Updates-Invoice Management System

The Invoice Management System (IMS) is a significant enhancement introduced within the Goods and Services Tax (GST) framework to streamline the process of managing invoices and claiming Input Tax Credit (ITC). Launched on October 14, 2024, IMS aims to improve the accuracy and efficiency of GST compliance for businesses.

Sno.	Particulars	Remarks
1	Assessing IMS in GST Portal	IMS can be accessed via the GST Portal: Dashboard > Services > Returns > Invoice Management System (IMS).
2	Records in IMS	 IMS will display all saved or filed invoices/records and their amendments submitted by suppliers via GSTR 1/1A/IFF. Documents ineligible for ITC due to Place of Supply (POS) rules or Section 16(4) of the CGST Act will be directed to the 'ITC Not Available' section in GSTR 2B and will not be shown in IMS.
3	Actions to be taken on Records	Accept, Reject, or Pending. Records with "No Action" will be deemed accepted at the time of GSTR 2B generation. Taxpayers can take actions on multiple records at once using the check-box option available on the IMS dashboard. However, only one action can be taken on multiple records selected at a given time
4	Viewing and Downloading Data	

Key GST Updates-Invoice Management System

Sno.	. Particulars	Remarks
5	Impact on GSTR 2B and GSTR 3B	 Accepted records will become part of the 'ITC Available' section of GSTR 2B and auto-populate in GSTR 3B. Rejected records will be part of the 'ITC Rejected' section of GSTR 2B and will not auto-populate in GSTR 3B. Pending records will remain in IMS until the cut-off date as per Section 16(4) of the CGST Act, 2017 and will not be part of GSTR 2B or GSTR 3B until accepted or rejected. Action can be taken multiple times on a record before filing GSTR 3B, with the latest action overwriting the previous one.
6	Special Scenarios	 Records not forming part of IMS Certain records, such as those from GSTR-5, GSTR-6, ICEGATE documents, and RCM records, will not be part of IMS but will flow directly to GSTR 2B. Pending Action Not allowed in following cases- Original Credit Notes; Upward/Downward amendments of Original Credit note irrespective of the action taken by recipient on the original credit note; Downward amendment of Invoice/ Debit note, where original Invoice/ Debit note was accepted by him and respective GSTR 3B has also been filed.



Key GST Updates-Invoice Management System

Sno.	Particulars	Remarks
7	Impact of Rejected records on Supplier	 Before filing of GSTR 1- Supplier can modify/rectify the records and file GSTR 1 After filing of GSTR 1- Supplier can modify/rectify the records in subsequent GSTR 1 If the recipient rejects a credit note and files GSTR 3B, the corresponding liability will be added to the supplier's liability in the subsequent tax period's GSTR 3B.
8	ITC reflected in GSTR 2B	 GSTR 2B will be generated on the 14th of each month, incorporating both accepted and rejected records For Quarterly Taxpayers, GSTR 2B will cover the entire quarter and can be recalculated after the 14th of the following month until the filing of GSTR 3B. If any changes is made on the IMS dashboard after draft GSTR 2B generated, it is mandatory to recompute GSTR 2B. Further there is no limit to the number of times GSTR 2B can be recomputed before filing of GSTR 3B
9	Impact of Amendments made by Supplier in GSTR 1	 Impact of edits made by supplier in GSTR 1- If a supplier edits a saved record before filing GSTR 1, the amended record will replace the original in IMS, and any action taken by the recipient will be reset





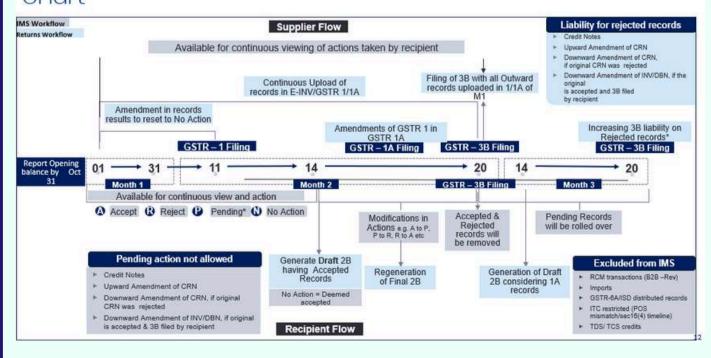
In case supplier has amended any invoice filed in GSTR-1 through GSTR-1A then: -

1. Flow of Data in IMS 2. Flow of Data in GSTR-2B



Page No: 13

Key GST Updates- Invoice Management System - Flow Chart







Hard Locking of Auto-Populated Values in Form GSTR-3B



Key GST Updates-Hard Locking of Auto-Populated Values in Form GSTR-3B

The Goods and Services Tax Network (GSTN) has issued an advisory on the hard-locking of auto-populated values in Form GSTR-3B.

Key Highlight	Details
Pre-Filled GSTR-3B Form	 GSTN provides a pre-filled GSTR-3B form with auto-populated tax liability from GSTR-1/1A/Invoice Furnishing Facility (IFF) and Input Tax Credit (ITC) from GSTR-2B.
	A detailed PDF report accompanies the pre-filled form.
Amendments to Outward Supplies	 Taxpayers can amend incorrect outward supplies in GSTR-1/IFF through GSTR-1A before filing GSTR-3B. Manage inward supplies for accurate ITC claims using the Invoice Management System (IMS).
Restriction on Changes	 Starting tentatively from January 2025, the GST Portal will restrict changes in auto-populated tax liability in pre-filled GSTR-3B to improve accuracy. Necessary changes should be made through GSTR-1A.





Other Key Updates and Compliance Measures



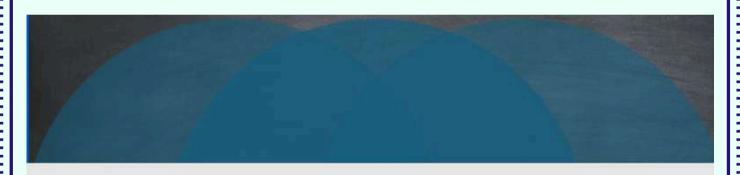
Key GST Updates and Compliance Measures

Sno.	Particulars	Remarks	
1	GSTR-2B Generation Linked to Previous GSTR-3B Filing	Requirement: GSTR-2B will not be generated if the previous period's GSTR-3B return is not filed. Impact: High - Ensures sequential filing, mandates settling previous tax liabilities before claiming ITC for the current month, and enhances tax compliance discipline.	
2	RCM Liability and ITC Statement	ntroduction: New statement to track liabilities and ITC related to reverse charge transactions. Benefits: Medium - Reduces manual reconciliations, improves accuracy, and is beneficial or businesses involved in RCM transactions like importers and service recipients.	
3	Time Limit for Self- Invoicing under RCM	Rule 47A: Requires businesses to issue self-invoices within 30 days of receiving goods/services from unregistered suppliers, effective November 1, 2024. Impact: High - Ensures timely compliance, accurate tax reporting, and seamless ITC claims. Non-compliance may result in penalties and loss of ITC eligibility.	
4	New E-Commerce Reporting in GSTR-1 and GSTR-3B	Disclosure: Mandatory reporting of e-commerce transactions in new Tables 14 and 15 of GSTR-1 and separate reporting under Section 9(5) in GSTR-3B. Impact: Medium - Improves tax authorities' oversight, aids in plugging revenue leakages, but increases reporting complexity for e-commerce platforms and sellers.	



Key GST Updates and Compliance Measures

Sno.	Particulars	Remarks	
		Requirement: More granular transaction details in Table 5 of Form G	o ₹1 Lakh. SSTR-1 and Table 6 of
5	B2C Large Transactions	GSTR-5. Impact: Medium - Enhances tracking of high-value retail transact compliance, but increases compliance burdens for businesses.	tions, ensuring better
6	GSTR-9 Updates	Annual Return: Updates related to e-commerce transactions with new 5, and Table 8A calculations aligned with Benefits: Low - Enhances accuracy of ITC reporting and recomismatches, but requires better record-keeping.	GSTR-2B data.
7	More Validations in E- Way Bill	Stricter Validations: Integration with Indian Railways FOIS for accurate Receipt (RR) HSN Code Requirement: From February 1, 2024, mandatory 6-digit February 1, 2024, manda	numbers/eT-RRs. HSN code for B2B and ATO below ₹5 crore).
8	Introduction of Form DRC-03A	Simplification: Introduced on July 10, 2024, via GST Notific Impact: Low - Ensures accurate allocation of voluntary payments again demands, eliminating risk of misallocated payments and discrepancies	inst corresponding tax



Other Key Updates during the Year







Key GST Updates

Sno.	. Particulars	Remarks
1	Waiver of Interest and Penalties	Section 128A of the CGST Act, 2017 provides a conditional waiver of interest or penalties for demands raised under Section 73 for FY 2017-18 to FY 2019-20, if the full tax amount is paid by 31.03.2025.
2		Section 74A of the CGST Act, 2017 provide a common time limit for issuance of demand notices and orders, irrespective of cases involving fraud or wilful misstatement or not.
3	Pre-Deposit for Appeals	Amendments in Sections 107 and 112 of the CGST Act reduce the pre-deposit amounts required for filing appeals. The maximum amount for filing an appeal with the appellate authority has been reduced from Rs. 25 crores CGST SGST to Rs. 20 crores CGST SGST. For the Appellate Tribunal, the pre-deposit has been reduced from 20% with a maximum of Rs. 50 crores CGST and SGST to 10% with a maximum of Rs. 20 crores CGST SGST.
4	Relaxation of Input Tax Credit Time Limit	Amendments in Section 16(4) of the CGST Act relax the time limit for availing input tax credit for FY 2017-18 to FY 2020-21. Taxpayers can avail input tax credit through any GSTR 3B return filed up to 30.11.2021.
5	Summons	Section 70 of the CGST Act Specifies the power of the Proper Officer to Summon any person. Sub-Section (1A) is inserted to state that the person summoned may appear either in person or through Authorized Representative, as the proper officer may direct, in compliance with the summon.

Key GST Updates

Sno.	Particulars	Remarks
6	Interest on Delayed Returns	Amendment in Rule 88B of CGST Rules, 2017 reduces the interest burden on taxpayers for delayed filing of returns if the credit is available in the Electronic Cash Ledger on the due date.
7		Section 11A empowers the GST Council to regularize non-levy or short levy of GST, where tax was being short paid or not paid due to generally prevalent trade practice.
8	Reduction in TCS Rate	Notifications No. 15/2024-Central Tax, No. 01/2024-Union Territory Tax, and No. 01/2024- Integrated Tax reduce the TCS rate for supplies made through Electronic Commerce Operators (ECOs) from 1% to 0.5%.
9	Reduction in Government Litigation	Circular No. 207/01/2024-GST sets monetary limits for filing appeals in GST by the department before the GST Appellate Tribunal, High Court, and Supreme Court to reduce government litigation.
10	Extended Due Date for GSTR-4	Amendments in Rule 62 of CGST Rules, 2017 extend the due date for filing GSTR-4 for composition taxpayers from 30th April to 30th June, starting from FY 2024-25.

February Edition | 2025 | Volume 12 | No.20





2. Monetary Limit for Department to file appeal before GSTAT



Amnesty Scheme Section 128A





Key GST Updates-Amnesty Scheme

The CGST Rules, 2017, have been amended effective from November 1, 2024, with the introduction of Rule 164, which outlines the procedure and conditions for closing proceedings under Section 128A.

Section	Details
Application Process	 Eligible persons can file applications electronically using Form GST SPL-01 or SPL-02 on the common portal, depending on whether the application is in respect of a notice/statement or an order.
A STATE OF S	 Payments towards the demanded tax must be made through the electronic liability register.
	Applications can only be filed after full payment of the demanded tax.
Specific Conditions	 There are specific timelines for filing applications and making payments.
opodino doridinono	 Applications must be accompanied by documents evidencing the withdrawal of any appeals or writ petitions.
	The proper officer will review the applications and issue notices if the application is liable to be rejected.
Proper Officer's Role	Applicants can respond to such notices.
	If the proper officer is satisfied, an order will be issued to conclude the proceedings.
Forms and Documentation	 Several forms are prescribed for different stages of the application process, including GST SPL-01, SPL-02, SPL-03, SPL-04, SPL-05, SPL-06, SPL-07, and SPL-08.
Advisory from GSTN	 GSTN has issued an advisory for the waiver scheme under Section 128A, advising taxpayers to pay the demanded tax by March 31, 2025, to benefit from the waiver.

Key GST Updates-Amnesty Scheme

Sno.	Step	Description	Forms	Timelines
1	Filing the Application	 For notices/statements u/s 128A(1)(a): Form GST SPL-01 For orders u/s 128A(1)(b) or(c): Form GST SPL-02 Applications filed electronically on the common portal 	• GST SPL-01 • GST SPL-02	Within three months from the specified date (from March 31, 2025) or Six months in case of redetermination
2	Payment of Tax	 Payments made through the electronic liability register If paid via Form GST DRC-03, file Form GST DRC-03A before Form GST SPL-02 	 GST DRC-03 GST DRC- 03A 	Before filing Form GST SPL-02
3	Review by Proper Officer	 Proper officer reviews and may issue notice (Form GST SPL-03) if liable to be rejected Applicant replies within one month (Form GST SPL-04) Satisfied officer issues order (Form GST SPL-05) to conclude proceedings 	• GST SPL-03, • GST SPL-04, • GST SPL-05	Notice: Within three months of application Reply: Within one month of notice Order: within three months of reply or four months if no reply
4	Rejection and Appeals	 Rejection order issued (Form GST SPL-07) if not satisfied Appeals may lead to order (Form GST SPL-06) or restoration of original appeal 	• GST SPL-06, • GST SPL-07	Appeal: Within the time period specified in Section 107(1)
5	Additional Payments	 Pay additional tax liability within specified time to avoid voiding waiver Pay interest/penalty for erroneous refunds or other periods within three months 	• GST SPL-05, • GST SPL-06	Within three months of the order





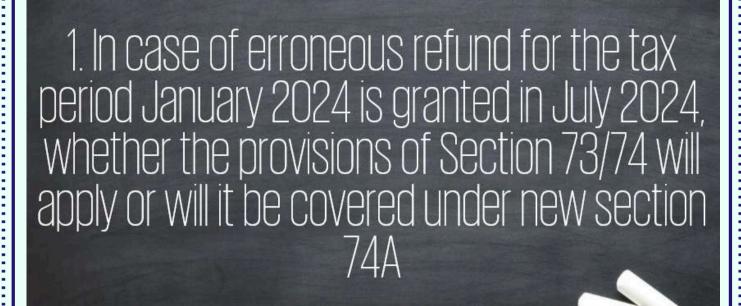
New Section 74A - Finance (No. 2) Bill, 2024



Key GST Updates-Section 74A

Aspect	Section 73	Section 74	Section 74A
Issuance of Show Cause Notice	3 months prior to issuance of Order	6 months prior to issuance of Order	Within 42 months from the due date for furnishing annual return or erroneous refund
Time Limit for Passing Orders	Within 3 years from the due date of furnishing return or erroneous refund	Within 5 years from the due date of furnishing return or erroneous refund	Within 12 months from the issuance of show cause notice, extendable by 6 months
Threshold Limit	None	None	₹1,000
Penalty for Non-Fraud Cases	10% of tax due or ₹10,000, whichever is higher	10% of tax due or ₹10,000, whichever is higher	10% of tax due or ₹10,000, whichever is higher
Penalty for Fraud Cases	100% of tax due	100% of tax due	100% of tax due
Deemed Closure of Notice	No penalty if tax and interest paid within 30 days of notice	50% of tax penalty if paid within 30 days of order	If tax and interest paid within 60 days of notice Non-fraud cases - No penalty Fraud cases - 25% of Penalty
Further Notice	Issued if amount paid falls short	Issued if amount paid falls short	Issued if amount paid falls short







Recommendations of the 55th Meeting of the GST Council & Relevant Circulars





Summary of Recommendations

	GST Law, Compliances, and Procedures		
Proposal/Update	Details		
Invoice Management System (IMS)	Legal framework for IMS functionality introduced on October 1, 2024. Changes proposed for FORM GSTR-2B generation and ITC availment.		
Input Tax Credit (ITC) Adjustments	Specific reversal of ITC by the recipient to reduce supplier's output tax liability. New Rule 67B for adjusting supplier's output tax liability against credit notes.		
GSTR-3B Filing Restrictions	Restrict filing of GSTR-3B until FORM GSTR-2B is generated for the concerned tax period.		
Retrospective Amendment	Amendment to Section 17(5)(d) of CGST Act to replace "plant or machinery" with "plant and machinery."		
Inter-State RCM Transactions	Inclusion of inter-state RCM transactions under the ISD mechanism from April 2025.		
Pre-Deposit for Appeals	Reduction of pre-deposit to 10% for appeals involving only penalty demands.		
- - 10	Trade Facilitation Measures		
Proposal/Update	Details		
Exclusion from 'Supply'	 Exclusion of goods warehoused in SEZ/FTWZ before clearance for exports or DTA from 'supply.' 		
Taxability of Vouchers	 Clarifications and amendments regarding the taxability and treatment of vouchers. (Neither Supply of Goods nor Supply of Services) 		

Summary of Recommendations

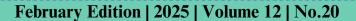
	Rate Rationalization
Proposal/Update	Details
Sponsorship Services	Taxable under forward charge mechanism.
GST Rates for Goods	 Reduced GST rate of 0.1% for supplies to merchant exporters extended to GST Compensation Cess.
	Other Recommendations
Proposal/Update	Details
Trade Facilitation	 Relaxation from ITC reversal for ECOs under Section 9(5) of CGST Act. ITC available at the time of delivery of goods to the transporter/recipient.
Late Fee Waiver	 Waiver of late fee for delay in filing Form GSTR-9C, which is in excess of amount of late fee for filing of GSTR-9 for FY 2017-18 to FY 2022-23 if filed by March 31, 2025.
GST on Used Vehicles	 Increase in GST from 12% to 18% on the sale of old and used vehicles, including EVs.
Exemptions	 RBI-regulated Payment Aggregators exempt from GST as 'acquiring banks.'
IGST Settlement	 Approval of recommendations for IGST settlement issues.
GSTAT Procedural Rules	 Noting of procedural rules for GST Appellate Tribunal (GSTAT).





Summary of Circulars

SI. No.	Circular No.	Issue	Clarification
1	240/34/202 4-GST	ECO's ITC Reversal	 ECO not required to reverse proportionate ITC for supplies under section 9(5). Full tax liability for supplies under section 9(5) to be paid through electronic cash ledger. ITC can be used for tax liability on own account services, not for section 9(5) liabilities.
2	241/35/202 4-GST	ITC under Ex- Works Contracts	 Goods deemed received by recipient when handed to transporter at supplier's factory gate. ITC can be availed at this point, subject to conditions under Sections 16 and 17. No ITC if goods diverted for non-business purposes.
3	242/36/202 4-GST	Place of Supply for Online Services	 Suppliers must record recipient's state name on tax invoice for online services to unregistered persons. Recipient's state name determines place of supply. Incorrect invoices may result in penal action.
4	243/37/202 4-GST	GST Treatment of Vouchers	 Vouchers as pre-paid instruments or actionable claims are not supply of goods/services. No GST on pure trading of vouchers. GST on commission/fee for voucher distribution. Additional services related to vouchers subject to GST. Unredeemed vouchers (breakage) not taxable.









Page No: 24

STARTUP ECOSYSTEM AND COMPLIANCES



CA. Ramesh R

Start up Eco System

- •Start up Ecosystem Bird's eye view
- $\bullet Valuation \ of \ Strat \ ups-Methods \\$
- •Funding of Start up
- •Regulatory Environment and compliance
- •Q & A





Start up Eco System – Bird's eye view

Journey of Start up

Why

- Large young population
- Tech Savy Individuals
- Growing population class with disposable income
- Employee seekers to Employment providers

Start up India

- Launched on 16th Jan 2016
- · Supports entrepreneurs
- · Builds a strong startup ecosystem
- · Promotes innovation
- Creates jobs
- Improves the ease of doing business
- Provides funding support and incentives
- Fosters industry-academia partnership

Benefits

- India has become the third-largest startup ecosystem in the world (next to US and China)
- Startups are empowered to grow through innovation and design
- Startups can access funding and handholding support

Delta

- SME vs Entrepreneurs
- Product Market fit
- Funds utilization

What is Start up (DPIIT - Department for Promotion of Industry and Internal Trade)

A Startup should be incorporated as a private limited company or registered as a partnership firm or a limited liability

An entity shall be considered as a startup up to 10 years from the date of its incorporation Turnover should be less than INR 100 Crores in any of the previous financial years

The Startup should be working towards innovation/ improvement of existing products, services and processes and should have the potential to generate employment/ create wealth.

An entity formed by splitting up or reconstruction of an existing business shall not be considered a "Startup"

Stages

- Idea Stage: The initial stage where the startup is still developing its idea.
- Prototype Stage: The stage where the startup has developed a prototype or a minimum viable product (MVP).
- Pilot Stage: The stage where the startup is testing its product or service in a small market.
- Scaling Stage: The stage where the startup is expanding its operations and customer base.

FebruaryEdition | 2025 | Volume 12 | No.20





What do you need to get start up	What do v	you need	to get	start up
----------------------------------	-----------	----------	--------	----------

Incorporation/Registration certificate

Director Details

PAN

Patent and Trade mark (optional)

A proof of concept (website link/video/pitch deck) for startups in Validation stage. For Early Traction and Scaling stage, it is necessary to provide a video or pitch deck in addition to a company website. Ideation stage startups are not mandated to submit a proof of concept.

Start up Ecosystem

Start u	р	Incul	oators
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Start up Events - Networking

Ideation Stage

Mentorship for Founders

DPIIT Registration and Incorporation

Funding

Boot Strapping – Self Funding (Pre Revenue)

PMF (Product Market Fit) – GTM (Go to Market Strategy)

External Funding (Early Revenue) - Venture Capital,

Angel Investors, HNI

Valuation

Methods of Valuation

Listing - IPO and Overseas

Synergies with Other start ups for Mergers





Start up framework

Media

- •PR
- •Digital Media

Technology

- Development
- •Cloud Infrastructure
- •Cyber Security

Legal

- •MOU
- •Trade marks & Patens

Talent

- •Recruitment
- Outsourcing

Accounting

- •Virtual CFO End to End
- Audit and Taxation
- •Financial Modelling
- •Productivity Enhancement





Start up Ecosystem - Bird's eye view

As of December 2024 -157,066 recognized start ups across 779 districts across India

Capital Invested \$ 12 Billion in 2024 with an incremental raise of 20% as compared to 2023

Indian Unicorns(\$1 Billion and above) > 117 BYJU's, Paytm, and

Survival Rate - 20% > 5 years, 8% > 10 years

> 50% Start Ups in Tier 2 & Tier 3 Cities

Key Cities - Bengaluru, Delhi NCR, Hyderabad, Mumbai, Ahmedabad, Pune

Start up incubators

Startup Incubators In India

Geographic Spread



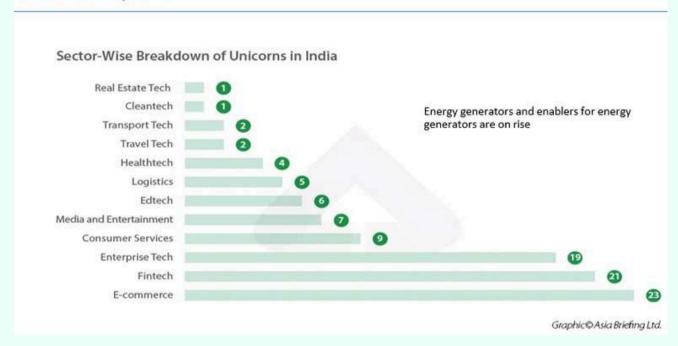
- Concentrated in Western and Southern Zone
- > 70% of Incubators in non-metro Cities

FebruaryEdition | 2025 | Volume 12 | No.20





Sector wise spread



Valuation and Funding

Types of valuation

- **•Discounted Cash Flow Method**
- •Venture Capital Method (Risk Adjusted Return)
- •BERKUS METHOD (Scorecard Approach)
- •First Chicago Method
- Others
- •Cost to Duplicate Method
- •Valuation by Stage
- Book Value Method
- •Comparable Method





Discounted Cash Flow Method

- •Projected Cash flows of the Company over years
- •Assume the growth rate at X% moderated over years
- •Terminal Value of Cash flows when Growth Moderates
- •Arrive at Current Value by discounting Cumulative Cash flows using WACC
- •WACC (Weighted Average Cost of Capital)
- •WACC = ((E/V*Re)+(D/V*Rd))*(1-Tc)
- •E= Market Value of Firm's Equity
- •D= Market Value of Debt
- $\bullet V = E + D$
- •Re= Cost of Equity
- •Rd= Cost of Debt

Tc = Corporate Tax Rate

Venture Capital Method (Risk Adjusted Return)

- •Estimated PAT (Profit after Tax) of Company projected at the end of a specific year (Ex: 10 years)
- •Determine PE (Price to Earning Multiple) at the end of the Period
- •Arrive at Terminal Value (Exit Value) of Company at the given period
- •Exit Value = PAT * PE Multiple
- •Arrive at Current Value) of Company by discounting Terminal at Anticipated ROI
- •Post Money Valuation = Terminal Value / Anticipated ROI (or)
- •Value = Exit Value / (1 + Discount Rate)^n





Berkus Method

Key Criteria to be evaluated for every Start up and Weights to be assigned on

- •Soundness of Idea (Basic Value)
- Prototype (Reduce Technology Risk)
- •Quality Management Team (Reduce Execution Risk)
- •Strategic Relationship (Reduce Market Risk)
- •Product Rollout or Sales (Reduce Production Risk)

Applicability

- •Not in the Indian Context as it tends to Overvalue
- •Indian market needs to mature further
- •Need to segregate start ups as
- •Idea Stage
- •Pre Revenue
- •Early Revenue





First Chicago Method

- •Combines the best of Multiple based Valuation and DCF (Discounted Cash Flows)
- •Defines Future Scenarios as
- •Best
- Base
- •Worst
- •Assign Multiples and Discounts to each of these scenarios
- •Arrive at a Terminal Value based on each of these scenarios
- •Cash flows and Exit price are then discounted using each of the scenarios
- •Apply probability to each of the scenarios and assign weights
- •Valuation is based on the Weighted sum of the scenarios put together

Other Methods

- •Cost Duplicate Method Cost it will take to duplicate the business somewhere else
- •Valuation By Stage Method Valuation every stage of Development from Ideation to GTM
- •Book Value Method As the name suggests without considering Growth or Revenue
- •Comparable Method Valuation extrapolated for a similar successful start up based a particular factor like ex: No. of Users, No. of hits etc.





Funding

Bootstrapping

Self funding of the start up till it becomes profitable and Proof of concept is established

Crowd funding

Raising small amounts from large investors mostly online through the internet

Angel Investors

Mostly comprises of HNI's or successful entrepreneurs with surplus cash to fund new ventures , also offering mentorship or advice for the startup to succeed

Venture Capital

Professionally managed funds investing mostly in Equity and exiting with an IPO

Incubators and Accelerators

Early stage business funding to nurture and grow and later scale up successfully

Regulatory and Compliance

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February Edition | 2025 | Volume 12 | No.20





Regulatory and Compliance

Eligibility criteria for Start up

Must be a Private Limited Company / LLP / Partnership

(An entity formed by splitting up or reconstruction of an existing business shall not be considered a "Startup") Should not be > 10 years

Recognition from DPIIT – eligible for Start up

Turnover < 100 Crores

Should have a innovative product which could lead to Wealth Creation or Employment generation

DPIIT Recognised units may apply:

- Section 80-IAC: Income Tax Exemption for 3 out of 10 years
- Section 54GB: Capital Gain on Transfer of Residential Property
- Section 79: Carry Forward and Set Off of Losses
- Sections 156, 191 and 192: Deferment of Tax Liability on ESOPs

Start up India Recognition - Benefits

Intellectual Property Rights

- Fast Tracking of Patent applications
- Panel of Facilitators available on general advisory on different IPRs any technical guidance
- Central Government bears the cost of Facilitators irrespective of the count of Patents
- Only statutory fees to be paid by Start up

Relaxation in Public procurement norms

- Gets enrolled as Sellers in GeM
- Exemption on: (1) Prior Turnover (2) Prior Experience (3) Earnest Money Deposit
- Preferred bidders in Central Public Procurement Portal

Self-Certification Under Labour & Environment

- Reduce the compliance cost the units and focus on their core business, are allowed to do self certification
- 9 Labour Laws/ 3 Environment Laws 3-5 years from the date of incorporation

Faster Exit for Start ups

90 days instead of 180 days

Tax Exemption

- Exempted from Income Tax for a period of 3 consecutive years out of 10 years since incorporation
- Exemption For The Purpose Of Clause (viib) Of Sub-Section (2) Of Section 56 of The Income Tay Act
- Relief to Startups in Carrying forward & setting Off of Losses for 10 years

Fund of Funds For Startups (FFS)

 Central government – 10000 crores as corpus with SIDBI registered venture funds who invest twice in the start ups





Page No: 35

<u>Upcoming Programs</u>

THE INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA (Set up by an Act of Parliament)

CHENGALPATTU DISTRICT BRANCH (SIRC)

Program: Discussion on Union Budget 2025,

Date & Day: 4th February 2025, Tuesday

Venue: Flat No.302, Third Floor, No.1A, Periyalwar Street, Sundaram Colony,

East Tambaram Chennai- 600059.

Program: Certificate Course on AI for Chartered Accountants (AICA)

Date & Day: 7th, 8th and 9th February 2025

Venue: Flat No.302, Third Floor, No.1A, Periyalwar Street, Sundaram Colony,

East Tambaram Chennai- 600059.

Program: Installation Function of the Managing Committee

Date & Day: 17th February 2025, Monday

Venue: PRC Residency No - 10B, Kakkan St, West Tambaram, Tambaram,

Chennai.