Go Digital for Atmanirbhar Bharat

(India ranks No.1 in Data Usage Globally)

CMA Rajneesh Jain
President & CFO, Reliance Jio

Disclaimer: Views presented herein are personal views of the speaker.
“...and this crisis is, I believe one that carries a message, that we have to move forward not just to combat the crisis but to prevail. That can happen when we are self-reliant.”

“Local production helped us in this crisis, and when you look at several global brands, they began as local but were marketed and raised to a global level. We have to do the same with our produce. We need to be vocal about local,”
Atmanirbhar Bharat

- From Make in India to Make for the World
- Encouraging local capacity building
- Promoting Startups/Entrepreneurship
- Increasing Value addition in India
- Bringing down the import bill by producing and adopting quality local products

“..if India faces lakhs of challenges, it also has 130 crore solutions..” – Hon’ble PM Sh. Narendra Modi
Atmanirbhar in Crisis – PPE Kits

Whole new line of business that can be grown, sustained and exported.

Billion Dollar Opportunity

US$ 52 billion: Global PPE kits market size

US$1 billion  India alone is a Rs 7,000-crore market presently.

US$ 92 billion: Expected global size by 2025.

“..turning crisis into opportunity- is going to prove equally effective for our resolve of self-reliant India.”

Certified Manufacturers

52  2 months  600

PPE kits produced per day

0  4 months  4.5L

Self-Reliance

From importing kits in January for local demand, India in July exported 23L kits to 5 nations.
India and Self-reliance: Success Stories

- Pharma in India was non-existent in 1970
- Initiatives at Policy and Business Level helped spur the production
- Today, India’s contributes ~20% to the global generics market, by value

India: Pharmacy of the World

- India’s share of Vaccines supplied to the world: 60%
- Contribution to UNICEF’s global supply annually: 30%
- Indian products contribution in US market, by volume: 40%
- Indian products contribution in UK market, by volume: 25%

India has demonstrated that it can execute large-scale turnarounds; becoming self-reliant and making a mark on the Global economy.

Atmanirbharta in Pandemic: Aarogya Setu

- Government-owned application is being posed as the primary contact tracing tool in India.
- Acts as a one-stop solution

- Spreading awareness about COVID-19
- Helping in self-diagonizing users
- Store and display e-pass
- Trace contacts

Downloads

150 million +
Within 4 months of launch

# 1
Most downloaded contact-tracing app in the world

# 1
Top downloaded app in the health and fitness category since launch

"India leads the way in contact tracing for Covid-19: privacy first by design, secure, robust and scalable to billion users. Glad to see Apple and Google joining hands to develop contact tracing on the lines of Aarogya Setu,"

– Amitabh Kant, CEO, NITI Aayog
“I’m glad your government is fully utilising its exceptional digital capabilities in its COVID-19 response and has launched the Aarogya Setu digital app for coronavirus tracking, contact tracing, and to connect people to health services,” – Bill Gates

World Bank also quoted and praised Aarogya App in its report as an effective effort to track and manage COVID
Enabling Digitization through Data Revolution
Digitization: Key Enabler for a Self-Reliant India

While Government Policies and Tariffs are expected to provide fillip to Manufacturing Sector, **Digitization and Innovation** can prove to be the differentiator in creating a **technology-driven Atmanirbhar Bharat**.

The present ban on 224 Chinese serves as a great opportunity for India to develop indigenous apps that are relevant from an Indian context.

Indian Government recently added Drones, robotics and electric vehicle components in its aatmanirbhar plan.

“**Digitization across these 8 industries can lay foundation of an Atmanirbhar Bharat**”
AtmaNirbhar Krishi
Aatmanirbhar Krishi: Promoting Integrated Farming

Reforms announced by the Government under Atmanirbhar Bharat

**Ending mandi monopoly & enabling inter-state trade**
Allow farmers to directly sell their produce to buyers of their choice, and even undertake inter-state trade.

**Amending Essential Commodities Act**
Amendments to exclude commodities like cereals, edible oil, onions, potatoes etc. from price controls and the imposition of stock limits.
Agriculture and Digitization – Use Cases

Sensors and IOT
- Real time insights
- Data driven farming processes

Analytics and Machine Learning
- Informed decisions for farm and animal management
- Improved planning for seeding and harvesting

Robotics and AI
- Drones for inspections and monitoring
- Autonomous tractors etc.
Indian Startups transforming AgriTech

**AgroStar**
Mobile App providing farmers access to range of agri-solutions and products

**ninjaCart**
Platform helping farmers directly connect with businesses

**croFarm**
Sources fresh produce from farmers and sells them to offline and online retailers

**stellapps**
E2E dairy tech solutions

**EM3 Agri Services**
Offers farm equipment services on a pay-per-day basis

- Drone technology
- Commercial applications of drones to enterprises
Future farms – Smart and Efficient

**FUTURE FARMS**

**small and smart**

**Farming Data**
Vast quantities of data generated at farm. Stored in cloud. Used to reduce time spent doing farm inspections

**Survey Drones**
Aerial drones to survey fields, map weeds, yield and soil variation – enabling precise application of inputs

**Texting Cows**
Sensors attached to livestock - Monitoring of animal health. Automatic Alerts in case of infections, increasing herd survival and milk production

**Agribots Fleet**
Specialized agribots to tend to crops, weeding, fertilizing and harvesting. Robots capable of microdot application of fertilizer can reduce costs by >90%.

**Smart tractors**
GPS controlled steering and optimized route planning to reduce soil erosion and save on fuel costs
Digitization providing the extra hand to Farmers

#Odisha’s farmer Subhendra used #RF’s helpline & #Jio Chat for expert advice on fertilizer & pest management. This helped him save his paddy crop from pest attacks & boost his paddy output during Kharif & Rabi by 46.5 quintals, earning him Rs.72,075 extra. #RFEnhancingLives

#RF’s Toll Free Helpline Services, Jio Chat Virtual Camps & A/V conferences helped Dhirendra take proper care of his cows, resulting in increased milk yield as well as income. The birth of 2 new calves further added to his flock. #RFTechForProgress

Interactions with agricultural experts through #RF’s 4G Jio Chat Service helped Kabilan take remedial measures to save his cotton cultivation, resulting in a significant increase of Rs. 30400 in his net income. #GoGreenWithRF #Sustainable
AtmaNirbhar Swasth Bharat
Digitization in Healthcare has enormous opportunities across

**Advanced Use Cases**

- Use of DR (Digital Reality) to help physicians in advanced diagnosis
- Use of AI and Robotics in for remote surgeries
- Use of VR in Therapy and Training
National Digital Health Mission

The What
- Foundation of a Digital health ecosystem
- Creation of unique health IDs, digitised health records with identifiers for doctors and health facilities.

The Why
- Efficiency and transparency in healthcare services
- Can even help to understand health risks and impact of different treatments.
- Enable pre-emptive medical care

The How
IoT and Big Data Analytics will be crucial to measure, store, manage and analyze the huge volumes of medical data.

“. . . devising a system which will help each and every citizen to make a better and informed decision”
Indian Startups in HealthTech

- **practo**
  - Develops and distributes medical information systems.
  - Online software platform that provides automated appointment scheduling, billing solutions, and storage of medical records.

- **DRIEFCASe**
  - Digitises personal health records and provides patients with single-point, easy-to-use access to their medical data through a mobile app.

- **MeraPatient**
  - Aggregates offline pharmacies and diagnostic labs.

- **Onward Health**
  - Using predictive analytics and ML, provides portfolio of diagnostic tools in the form of classifiers and analytical tools. Help in improved diagnoses.
An Ahmedabad based cardiologist Dr Tejal Patel performed the first ever telerobotic operation on a middle-aged woman. He performed the intervention by operating robotically controlled instruments from a distance of 32 kms.

Dr Patel used Jio Band 100 MBPS internet connection to perform this surgery that lasted for about 15 minutes.
AtmaNirbhar Shiksha
EdTech has become the most funded sector in India in 2020.

India is home to the World’s most valued EdTech Startups.

Source: Finshots.in / Crunchbase
EdTech Use Cases

Top 6 Digital Transformation Trends in Education

- Augmented Reality / Virtual Reality / Mixed Reality
- Classroom Set of Devices
- Gamification
- Redesigned Learning Spaces
- Personalized Learning
- Artificial Intelligence
Navigating through the Pandemic: EdTech

- Move to Virtual Classes helping schools and colleges to ensure learning is not interrupted – no matter what

Penetration into Bharat

- Gained ground beyond India’s top 10 cities.
- Adoption increased in smaller cities – for educational institutes
- Edtech startups from non-metro locations like Bhopal, Kochi, Surat, Chandigarh, and Ahmedabad scaled up and secured funding in H1 2020.

“..Learning never stops”
Byju’s: From Humble Beginnings to Decacorn

“The real fun is not in creating a multibillion-dollar company but in changing the way millions think and learn.” – Byju Raveendran, Co-Founder BYJU’S

- **2008**: Started coaching classes for CAT
- **2009**: Started online video based coaching for CAT
- **2014**: Launched tablet learning program
- **2015**: Byju’s learning app launched; within 3 months, scales to 20L students
- **2017**: Acquired learning guidance platform Vidyartha to boost personalized learning; Acquired TutorVista and Edurite to expedite expansion in US
- **2019**: Turns profitable on full year basis
- **2020**: Funding from BOND, world’s most valued EdTech

- **~ US$ 10.5 bn**: Last reported valuation of Byju’s
- **INR 2,800 Crs.**: Revenue FY19-20
- **13.5 million**: New users added in March and April’20
- **50 million**: Total users on the platform
AtmaNirbhar eCommerce
E-commerce has spread across categories, with, and most of the players cutting across categories.

Expected size of e-commerce in India by 2026.

Everything, everywhere at anytime!
Swiggy’s: India’s Fastest Unicorn

~ US$ 3.6 bn
Last reported valuation of Swiggy

45-49 million order deliveries
December 2019 delivery volumes

450 cities
More than 450 cities served

Dealing with Covid – Innovative solutions

- Partnered with ~100 hotels and premium restaurants – increased order value
- Average order value rose 25-30%

Lifeline to Restaurants and small businesses

- With covid lockdown, restaurants, especially small eateries faced shutdown
- These small players can not afford their own delivery solutions
- Swiggy (FoodTech) ensured business sustained for such players
Creating AtmaNirbhar Cities

Transport and mobility
Use of sensors for parking management, traffic management, etc.

Sustainable development
Smart initiatives to address pollution, incentive green living, etc.

Citizen services
Digital governance, online permits, etc.

Healthcare
Use of real time patient monitoring tools, remote healthcare, etc.

Public security
Predictive policing, technology enabled surveillance etc.

Electric utility
Smart devices to save electricity, manage loads, etc.

Water utility
Real time water quality monitoring, smart water meters etc.

Waste management
Smart recycling, smart garbage bins, etc.

Digitization lies at the Heart of creating truly Atmanirbhar, Smart Cities
Digital India: Government leading by Example

To improve e-governance by help from citizen engagement

~126.18 Crore Aadhar Cards generated so far

Storing soft copies of Govt. IDs for identification

To target ~6 Cr households in rural India to bridge the digital divide

Mudra Loans: Supporting development of micro enterprise sector using Digital Banking

Jan Dhan: To handhold citizens in adopting digital payments and bank accounts

- Accounts opened under JanDhan Scheme: 40 Crs.
- Total deposits in JanDhan Bank Accounts: INR 1.3L Crs.
- Holders of the JanDhan Accounts are Women: >50%
- Amount received by 20 Cr women JanDhan Account holders under COVID Relief Package: INR 20k Crs.
"In this Digital Age, we have an opportunity to transform lives of people in ways that was hard to imagine just a couple of decades ago" – Hon’ble PM Sh Narendra Modi

Every innovation can have negative repercussions, it’s important to use them responsibly to create a sustainable society in the long term.
Thank You

“All times are good times for those who know how to work and have the tools to do so.”

– Mr. Mukesh D. Ambani