

K.H.M.W. NIGHT COLLEGE OF COMMERCE

(KHAIRUNNISA HAJI MUNSHI WAJID ALI)

[MANAGED BY: OSHIWARA LABOUR MEMORIAL CHARITABLE TRUST] Relief road, Oshiwara, Jogeshwari (w) Mumbai - 400 102.

AISHE NO. C-55669

Affiliated to University of Mumbai

Code: 436

From

The Head of the Department

KHMW Night College of Commerce,

Relief road, Oshiwara, Jogeshweri (w)

Mumbai - 400 102.

09-12-2021

To

The HR manager,

Cipla Limited,

VERNA INDUSTRIAL ESTATE Verna,

Goa, 403722.

Respected Sir,

SUB: Permission Letter for Industrial Visit at your concern-Reg

KHMW Night College of Commerce is an educational institution established in the year 2015 and it is located at Relief Road, Oshiwara, Jogeshweri (w) Mumbai – 400 102. To enhance the student's knowledge and provide them a proper understanding and functioning of an industry we have planned to take them for an industrial visit to Cipla Limited company. In this regard 62 students belonging to Commerce Department are willing to visit your esteem concern in batches from 16/12/2021 on any feasible date of your choice. The class wise students count is as detailed below

Second Year BMS – 62 students.

Kindly grant us permission as per your convenience for the industrial visit. We look forward to a positive reply from your side.

Thanking You,

K.H.M.W. Night College of Common Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.



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BONOFIED CERTIFICATE

Industrial Visit/ Field Visit

The final Sy BMS students of our college are going to attend the industrial visit to "Cipla Limited" Goa on 16-12-2021

S.No	Reg.No	Name of the Student	Class
1	2020016400492941	SHAIKH ABDUL RAHIM AFSANA (AFSANA)	SY. BMS
2	2020016400750267	ANSARI ABDUL HANNAN MD SHAHID (REHANA)	SY. BMS
3	2020016400484775	ANSARI SABIHA IBRAHIM SHABANA (SHABANA)	SY. BMS
4	2020016400550404	BEHLIM ARFAT MD RAFIQ SHAHEEN (SHAHEEN)	SY. BMS
5	2020016401897335	BHADELIYA MOHAMMEDALI MUSTAK (AZIMA)	SY. BMS
6	2020016400431472	BHATI MOHAMMAD KHURSHID AKHLAQ (SHABANA)	SY. BMS
7	2020016400543795	CHAUDHARY MD FAIZAN QAYUM (AMIRUNNISA)	SY. BMS
8	2020016400431487	CHOUGLE ZAID SALIM (ZAKIA)	SY. BMS
9	2020016400492933	HALAI MADIHA ABDUL AZIZ REHANA (REHANA)	SY. BMS
10	2020016400511797	HAMIDANI MOHAMMED UMER ABEDA (ABEDA)	SY. BMS
11	2020016400543814	JADHAV ADITYA DINESH (SHALINI)	SY. BMS
12	2020016400484783	KACHI MOHD SAHIL MOHD HANIF ZAINAB (ZAINAB)	SY. BMS
13	2020016400400172	KARAI SAMI AYAZ AHMED (RIZWANA)	SY. BMS
14	2020016400408627	KHAN AYAN IMTIYAZ (SHAMIM)	SY. BMS
15	2020016400431495	KHAN ADNAN ASLAM (FATIMA KHATUN)	SY. BMS
16	2020016400505882	KHAN MOHD SAAD TUFAIL AHAMAD (RAZIASHAHIN)	SY. BMS
17	2020016400561495	KHAN SAJID MOHAMMED RAFIQUE (TARABUNNISA)	SY. BMS
18	2020016400531577	KHAN KAMRUZZMA BADURZZMA (KANIZ FATIMA)	SY. BMS

Principal

K.H.M.W. Night College of Co. 19

Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.



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19	2020016400561545	KHAN SUFIYA HAZRAT ALI SHAKILA (SHAKILA	SY. BMS
20	2020016400550393	KHAN ATAUL MUSTAFA ABDUL GULAM (SUFIYA)	SY. BMS
21	2020016400580105	KHAN FARDIN ZARIN FARIDA (FARIDA)	SY. BMS
22	2020016400582537	KHAN TANVEER FATMA (SAMINA KHAN)	SY. BMS
23	2020016400563022	KHAN SHABRUZZMA BADRUZZMA (KANIZ FATIMA)	SY. BMS
24	2020016400505874	KHAN SHAHNAWAZ RAZIUDDIN (MERAJUNNISA)	SY. BMS
25	2020016400543822	KHAN MOHD KAIF ITABULLAH (NOORJAHAN)	SY. BMS
26	2020016401902524	KHAN ZAID ABDULKALAM (FATIMA BEGUM)	SY. BMS
27	2020016400465387	KHAN SIMONE SUHAIL AHMED (SURAIYA)	SY. BMS
28	2020016400492964	SHAIKH MAAZ AHMED JAVED AHMED (NASREEN)	SY. BMS
29	2020016400273292	MAKBA ABDUL MANNAN ANAS (FARHAT)	SY. BMS
30	2020016400502102	SHEELA SHIVSHANK MALI SUKANYA (SUKANYA)	SY. BMS
31	2020016400408585	MANSOORI OWAIS RAZA FAROOQ (NOORJAHAN)	SY. BMS
32	2020016400279203	MAREDIA AHMED MOHD RIZWAN ZAKERA (ZAKERA)	SY. BMS
33	2020016401850052	MEMON HUDA SAMIR (RABIYA)	SY. BMS
34	2020016400509342	MULLANI MOHAMMED SAQUIB SAMEER (SAMINA)	SY. BMS
35	2020016400550362	NAGORI MOHD USMAN MOHD HASAN (ZAHEDA BEE)	SY. BMS
36	2020016400550377	NAGORI KASAM ALI ABDUL SATTAR (SHENAZ)	SY. BMS
37	2020016400511832	QURESHI FALAK KHAWJA FAUZIA (FAUZIA)	SY. BMS
38	2020016400561537	KHAN AFROZ RAJJAB KAMARJAHA (KAMARJAHA)	SY. BMS
39	2020016400531546	KHAN AFROZ RAJJAB KAMARJAHA (KAMARJAHA)	SY. BMS
40	2020016400465395	SAYYED HUZAIFA IQBAL (AYESHA)	SY. BMS
41	2020016400582545	SHAH ALIYA ANWAR (KANIZ FATIMA)	SY. BMS

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42	2020016400400164	SHAIKH MOHAMMED SHOAIB MD. AFSAR (SHAGUFTA)	SY. BMS
43	2020016400465364	SHAIKH GULFAM MANJUR ALI (ZHOHRA)	SY. BMS
44	2020016400531515	SHAIKH FAHAD FAROOQUE HEENA (HEENA SHAIKH)	SY. BMS
45	2020016400750252	SHAIKH MOHD TABREZ MD FAROOQ (NASIMA BANO)	SY. BMS
46	2020016401897327	SHAIKH UMME HONEY MD SHARIF (NAZNEEN)	SY. BMS
47	2020016400470833	SHAIKH AYAAN MUSHTAQ AHMED (MUNNAWAR)	SY. BMS
48	2020016400505901	SHAIKH HASIR ANWAR SHAHEDA (SHAHEDA)	SY. BMS
49	2020016400502125	SHAIKH ADNAAN ABDUL GAFFAR REHMAT (REHMAT)	SY. BMS
50	2020016400408612	SHAIKH AAFTAB ASHFAQUE (FAIMIDA)	SY. BMS
51	2020016400509326	SHAIKH ARFAT ABDUL AZIZ NASEEMA (NASEEMA)	SY. BMS
52	2020016400470791	SHAIKH SAMREEN BANU BASHIR (SHABANA	SY. BMS
53	2020016400273303	SHAIKH MOHD SIKANDER FAREED AHMED (ZAHIDA)	SY. BMS
54	2020016400283247	SHAIKH SANIA SHABBIR (PURVEENBANU)	SY. BMS
55	2020016400617772	SHAIKH AYUB GAUS MOHAMMAD (SAKINA)	SY. BMS
56	2020016400500231	SHAIKH AJIJUL HAQUE RAFIKUL (NOORNEHAR BEGAM)	SY. BMS
57	2020016400511824	SHAIKH SHOAIB ABDUL ALIM TASLEEM (TASLEEM)	SY. BMS
58	2019016401330477	SHARMA SHILPA RAJBAHADUR (SANTOSH)	SY. BMS
59	2020016400561514	SIDDIQUI SOOFIYA AHMAD HUSAIN (KHAIRUNNISA)	SY. BMS
60	2020016400431522	SYED HASSAN MD. SHARFUDDIN (SAFIA KHATOON)	SY. BMS
61	2020016400273311	TAJANI ABDUL SAMAD SHAKIR (TASLIM)	SY. BMS
62	2020016400431545	TAYEBALI LUKMAN ABDUL LATIF (ROSHANBEE)	SY. BMS





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Respected Sir

Greetings from CIPLA Limited!!!

Thank you for your interest in visiting our premises. As discussed, you can visit our building on December 16. 2021 at 11:00 am

* Wearing a Mask is mandatory inside the Office premises

to professorkhm ~

- * The security would check the body temperature of everyone entering the premises and will stop anyone from entering if the temperature is abnormal.
- * Students have to maintain SILENCE and they should not disturb the Executives working at the office.

Best Regards, Raj Munde

Screenshot of mail communication

Principal

K.H.M.W. Night College of Commune

Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.



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Screenshot of mail communication

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Department of Commerce

	I	Report on one day field work
1	Company Visited	CIPLA LIMITED M-61,M-62 & M-63 VERNA INDUSTRIAL ESTATE Verna, Goa, 403722.
2	Number of Students	62
3	Faculty Co-ordinator	Mr. Vinay Singh
		Mr. Aqueel Shaikh
4	Date of Visit	16.12.2021
5	Approval Date	11.12.2021
6	Objective of Field Work	For Machine Learning
		Management Concept
7	Company Profile	Cipla Limited (stylized as Cipla) is and Indian multinational pharmaceutical company, headquartered in Mumbai. Cipla primarily develops medication to treat respiratory disease, cardiovascular disease, arthritis, diabetes, depression, and other medical conditions.
8	Brief about Students Learning Experience	Student clearly understood the working atmosphere of industry. This visit improves the student knowledge about management.
9	Conclusion	In this field work student learnt many new things in a easy technical way.

Principal

K.H.M.W. Night College of Commorne
Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.



K.H.M.W. NIGHT COLLEGE OF COMMERCE

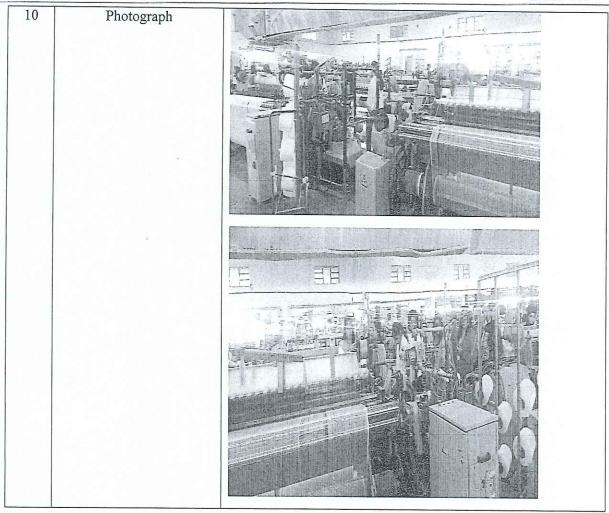
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Coordinator

HOD

Principal

Principal

K.H.M.W. Night College of Commande Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.



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Detailed Report of Field Visit

The students belonging to Second Year BMS visited the Cipla Limited on 16.12.2021. Totally 62 students along with 2 faculty members went on to the field work. The main objective of the Field work is to give an insight to the students to know about the various process of the Working Culture, management skills, office atmosphere and industry practices.

The students and the faculty members reached the field visit at 10:00 am. From there they were received by the coordinator of the company. The coordinator took the students to all the floors and buildings and gave the students an idea about the real working atmosphere of us. The students witnessed the

- 1. Green Building Campus
- 2. Software Development Division
- 3. Working of Machines
- 4. Relationship between the Manager and Employee

Later on, the students were taken to an orientation session, a profile video about the company Infrastructure and the software development technologies like Microsoft, open-source software's and complete management process that the company is suffering was displayed.

Outcome: Student clearly understood the working atmosphere of industry. This visit improves the student knowledge about management.

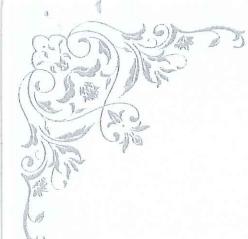
We are Thankful to the Cipla Limited member to interact with the student and guide them with proper management interview process.

Coordinator

HOD

Principal

K.H.M.W. Night College of Co. A
Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.



Engineers to Chemical. Pharmaceuticals & Allied Industries

Certificate

OF INTERNSHIP

This certificate is presented to:

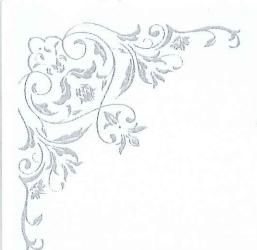
ZAWAD JAMIL (YASMEEN) / KHMW NIGHT COLLEGE OF COMMERCE

For successfully completing internship training from 03/01/22 to 21/01/22
In recognition of your outstanding efforts and achievements, you have demonstrated a commitment to excellence that is truly commendable.

Jp.y

Principal
K.H.M.W. Night College of Commerce
Relief Road, Oshiwara, Jogeshwari (W), Mumuai-400102.

4 MANAGER



Engineers to Chemical. Pharmaceuticals & Allied Industries

Certificate

OF INTERNSHIP

This certificate is presented to:

RUKAITA BEGUM MEHMOOD / KHMW NIGHT COLLEGE OF COMMERCE

For successfully completing internship training from 03/01/22 to 21/01/22
In recognition of your outstanding efforts and achievements, you have demonstrated a commitment to excellence that is truly commendable.

Akel

Relief Road, Oshiwara, Jogeshwari (W), Numan, 20102



Engineers to Chemical. Pharmaceuticals & Allied Industries

Certificate

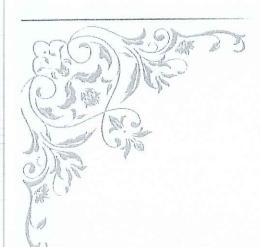
OF INTERNSHIP

This certificate is presented to:

BIRWADEAR UMYANA IRFAN, KHMW NIGHT COLLEGE OF COMMERCE

For successfully completing internship training from 03/01/22 to 21/01/22
In recognition of your outstanding efforts and achievements, you have demonstrated a commitment to excellence that is truly commendable.

A his



Engineers to Chemical. Pharmaceuticals & Allied Industries

Certificate

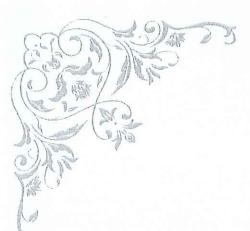
OF INTERNSHIP

This certificate is presented to:

CHAWAN MONIKA EKNATH SHOBHA, KHMW NIGHT COLLEGE OF COMMERCE

For successfully completing internship training from 03/01/22 to 21/01/22
In recognition of your outstanding efforts and achievements, you have demonstrated a commitment to excellence that is truly commendable.

Principal



Engineers to Chemical. Pharmaceuticals & Allied Industries

Certificate

OF INTERNSHIP

This certificate is presented to:

CHOUHAN SAYMASADAB ABOUL RASHID / KHMW NIGHT COLLEGE OF COMMERCE

For successfully completing internship training from 03/01/22 to 21/01/22 In recognition of your outstanding efforts and achievements, you have demonstrated a commitment to excellence that is truly commendable.

Principal

K.H.M.W. Night College of Commerce

Relief Road, Oshiwara, Jogashwari (W), Mu.

Project Report On Comparative Study of ICICI & HDFC Banks

Submitted by

Kadri Sumaiya Giyas Roll No. 01

Under the guidance of

Dr. Ansari Naseem Ahmad

Designation: Faculty

Department: Master of Commerce

K.H.M.W. College
Submitted in partial fulfillment of



MUMBAI UNIVERSITY

K.H.M.W. COLLEGE OF COMMERCE

Master of Commerce, JOGESHWARI (WEST)

MUMBAI

2021 - 2022

K.H.M.W. Night College of Commerce Relief Road, Oshiwara, Jogeshwari (W), Mumhai-400102.

CERTIFICATE

This is to certify that, <u>Kadri Sumaiya Giyas</u>, Student of **K.H.M.W**. COLLEGE OF COMMERCE AND MANAGEMENT has completed this project. The title "Comparative Study of ICICI & HDFC Banks" as a part of

M. Com course 2021-2022 has collected the required information to reliable sources. This project is complete and fit for submission.

Signature of the Principal

Signature of Project Guide & Internal Examiner

(External Examiner)

(M. Com Co- Ordinator)

K.H.M.W. Night College of Commerce Relief Road, Oshiwara, Jagoshwari (W), Muss. 2-400102.

• Introduction of HDFC Bank:

Housing Development Finance Corporation Limited (HDFC) is an Indian financial services company based in Mumbai. It is a major housing finance provider in India. It also has a presence in banking, life and general insurance, asset management, venture capital, realty, education, deposits and education loans. HDFC Bank Limited is an Indian banking and financial services company headquartered in Mumbai. It is India's largest private sector bank by assets and world's 10th largest bank by market capitalisation as of April 2021. It is the third largest company by market capitalisation of \$122.50 billion on the Indian stock exchanges. It is also the fifteenth largest employer in India with nearly 1,20,000 employees. Housing Development Finance Corporation Limited (HDFC) is an Indian financial services company based in Mumbai. It is a major housing finance provider in India. It also has a presence in banking, life and general insurance, asset management, venture capital, realty, education, deposits and education loans.

• Introduction of ICICI Bank:

ICICI Bank Limited is an Indian multinational bank and financial services company headquartered in Vadodara. It offers a wide range of banking products and financial services for corporate and retail customers through a variety of delivery channels and specialized subsidiaries in the areas of investment banking, life, non-life insurance, venture capital and management. The bank has a network of 5,275 branches and 15,589 ATMs across India and has a presence in 17 countries. The bank has subsidiaries in the United Kingdom and Canada; branches in United States, Singapore, Bahrain, Hong Kong, Qatar, Oman, Dubai International Finance Centre, China and South Africa; as well as representative offices in United Arab Emirates, Bangladesh, Malaysia and Indonesia. The company's UK subsidiary has also established branches in Belgium and Germa

CONCLUSION

Present time is this time every person wishes money saving. So, she chooses banks financial inclusion will require a holistic approach on the part of the banks in creating awareness about financial products, education and advice on money management, debt counselling, Saving and refundable credit. Banks play an important role in the progress of economic development. Banking development is a prerequisite for economic development of developing countries. It helps in strengthening and sound development of an economy by mobilizing funds in all sectors of economy. Lack of banking activity is hurdle in way of development Thus; banking system is the heart of economic system which helps in smooth flow of finance in economy. ICICI and HDFC (Private Banks) those banks are largest bank in India, he gives him financial support and services in all areas for our life. The development of industries, agriculture, trade business, transports etc. all depends on banking system. Focus has to come back to poverty alleviation as financial inclusion without poverty alleviation is meaningless. The banks are prepared to think outside the bon then financial inclusion can emerge as commercially profitable business. Investment is likewise now being watched as a flexible financial arranging device. Research shows that Indians have four essential monetary wants through their lifetime resource amassing, (for example, purchasing a house or vehicle), ensuring their family, making sure about their youngsters' instruction, and arrangement for their withdrawal.

Principal
K.H.M.W. Night College of Commerce
Relief Road, Oshiwara, Jogeshwari (W),

Project Report On "TO STUDY THE MARKETING STRATEGIES OF BISLERI"

Submitted by

KHAN MOHAMMED SAAD ZAFAR ALAM

Under the guidance of Dr. Ansari Naseem Ahmad

Designation: Faculty
Department: Master in Commerce

K.H.M.W. College Submitted in partial fulfillment of



MUMBAI UNIVERSITY
K.H.M.W. COLLEGE OF COMMERCE

MASTER IN COMMERCE, JOGESHWARI (WEST)

MUMBAI

2021 - 2022

Relief Road, Oshiwara, Jogeshwari (W), Mun. 40910;

CERTIFICATE

This is to certify that, KHAN MOHAMMED SAAD ZAFAR ALAM, Student of K.H.M.W. COLLEGE OF COMMERCE AND MANAGEMENT has completed this project. The title "TO STUDY THE MARKETING STRATEGIES OF BISLERI" as a part of M. Com. course 2021-2022 has collected the required information to reliable sources. This project is complete and fit for submission.

V

Signature of the Principal

Signature of Project Guide & Internal Examiner

(External Examiner)

(M. Com. Co- Ordinator)

K.H.M.W. Night College of Commerce Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102. INTRODUCTION

To the domestic packaged drinking water market

The concept of bottled mineral is quite a new one for Indian People.

Since we never consider these things as necessity and especially when we are paying for natural

resource like water which is available freely.

The bottled water market has recently seen growth; the reason behind this may be the growing

health consciousness among Indians or non-availability of pure drinking water. Most of the users

are daily travelers, patients or it is used in parties/seminars. Moreover 30% of the whole mineral

water customers are travelers.

When governments spoke about providing drinking water to all, little did one imagine that MNCs

would package it and sell it to us. The advent of the small bottles has increased consumption.

Buying water near the bus stop or at the railway station has become a routine.

Indian water market has many companies selling water, on an whole there are more than 300 big &

small players in the market some of the big players are Bisleri, Aquafina, Kinley, Purelife,

Mcdowell etc. these companies are dealing in same market, same price & also same capacity.

Bisleri is owned by Parle group, Aquafina is owned by Pepsi, Kinley is owned by Coke, Nestle has

Purelife. But some small players also have sufficient market share in their local market, like prime,

silver drop, royal fresh are very popular in the congested region.

Bisleri is most popular brand in North India. Bisleri is having big contracts like with air Indian &

some part of Indian railways.

Principa

K.H.M.W. Night College of Commerce Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.

CONCLUSION

- After analysis of the data & facts we have collected from consumer & the retailers & matching them with the objectives one can say that there is very good future for mineral water market. Soft drink market might be some threat to the mineral water at present but within few years the scenario is going to change. Trend signifying increasing health consciousness amongst Indians could also be observed.
- Market has seen a tremendous growth from the early nineties & now it is increasing by 70% to 90% every year so one can easily say there is great potential in the mineral water market.3
- It could also be observed that the living standards of the People improving & as they are becoming health conscious are ready to pay for water now. On the question of survival of so many companies government has made policies & restrictions from April 2001 which will force many manufactures to shut down their factories. But due to potential in the market companies with quality product will survive.
- Finally from the data collected at both primary and secondary level one can confidently say that Bisleri as packaged water brand is the current market leader.

Principal

K.H.M.W. Night College of Commerce Relief Road, Oshiwara, Jogeshwari (W), Mumbai-400102.