

# AUTONEWS

VOL 16 | ISSUE NO 104

Bi-Monthly Newsletter of Automotive Component Manufacturers Association of India



**INSIDE**

## ACMA's 63rd Annual Session Focuses on

# Sustainability for Competitiveness /05



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# Editor's Note

In this edition of Auto News, we present the highlights from the 63rd ACMA Annual Convention, a significant gathering that brought together policymakers, political leaders, and industry figures on a unified platform. Themed 'Mobility 360° – Sustainability for Competitiveness,' the grand event unfolded on September 13, 2023.

The Annual Session was graced by distinguished guests from the Government and Industry, including notable figures such as Shri Nitin Gadkari, Hon'ble Union Minister for Road Transport & Highways, Government of India; Shri Piyush Goyal, Hon'ble Union Minister for Textiles, Commerce & Industry and Consumer Affairs, Food & Public Distribution, Government of India; Dr. Mahendra Nath Pandey, Hon'ble Union Minister for Heavy Industries, Government of India; Mr. Amitabh Kant, Hon'ble Sherpa G-20; Dr. Pawan K. Goenka, Chairman SCALE committee & Chairman INSPACE, Dept. of Space, Government of India; Mr. Vinod Aggarwal, President, SIAM and MD & CEO, Volvo Eicher Commercial Vehicles; Mr. Hisashi Takeuchi, MD & CEO, Maruti Suzuki India; and Mr. Hemant Sikka, President, Farm Equipment Sector, Mahindra & Mahindra.

During the convention, a joint report by ACMA and McKinsey & Co. was unveiled. The report delves into the increasing importance of sustainability, energy decarbonization, material circularity, and the imperative for cost-efficient alternatives. It underscores the pivotal role of the automotive and auto ancillary industry in India's ambitious mission to achieve net-zero emissions by 2070, contributing significantly to value and growth.

In addition to these key sessions, a myriad of other activities took place, including the 3rd Automotive Raw Material Conclave, Automotive Smart Manufacturing Think Turf, the 2nd Edition of the Automotive Aftermarket show in Coimbatore, and participation in the MIMS Automobility Show in Moscow. These initiatives were undertaken to further advance the interests and progress of the automotive Industry.

Hope you will enjoy reading the edition!

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**NO 104 :: August - September, 2023**

**ACMA** AUTONEWS

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**Design & Production:** Ashes Design Studio, New Delhi |  
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leading the charter for global sustainability and excellence following its successful G20 presidency. He emphasized the auto components industry as a key driver for India's competitive edge and global leadership, particularly in adopting cleaner and more efficient technologies.

Mr. Sunjay Kapur, President ACMA, and Chairman, Sona Comstar, noted the industry's inflection point, defining global success through innovation, sustainability, skill development, investment, and R&D capabilities. He stressed the industry's commitment to enhancing global competitiveness by embracing cleaner energy sources, digitalization, and prioritizing sustainability.

Mr. Vinnie Mehta, Director General of ACMA, expressed optimism about the Indian Auto Component Industry's robust growth trajectory. He highlighted collaborative efforts among auto component manufacturers, OEMs, and the Government of India to ensure sustainability, with ACMA facilitating a seamless transition to a sustainable and circular automotive ecosystem.

The event saw the participation of over 1500 delegates from OEMs, component manufacturers, government officials, and other stakeholders.



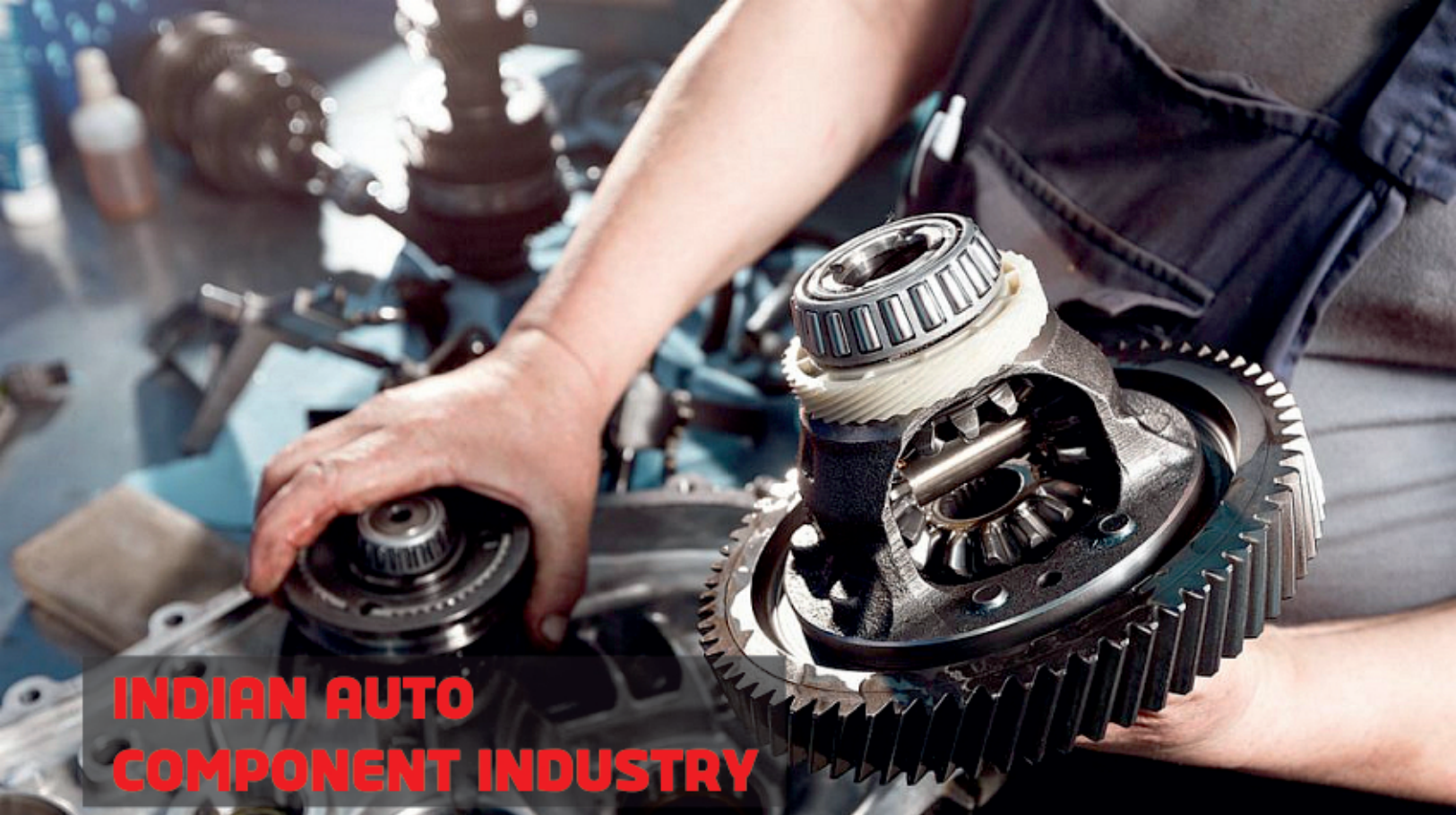
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# INDIAN AUTO COMPONENT INDUSTRY

**INDIAN AUTO COMPONENT INDUSTRY CLOCKS HIGHEST-EVER TURNOVER OF Rs. 5.6 LAKH CRORE (USD 69.7 BILLION), GROWS 32.8% IN FY 2022-23**

Automotive Component Manufacturers Association of India (ACMA), the apex body representing India's Auto Component manufacturing industry announced the findings of its Industry Performance Review for the fiscal year 2022-23 on August 07th, 2023. The turnover of the automotive component industry stood at Rs. 5.60 lakh crore (USD 69.7 billion) for the period of April 2022 to March 2023, registering a growth of 32.8% over the previous year.

Commenting on the performance of the auto component industry, **Vinnie Mehta, Director General, ACMA** said, "On back of significant vehicle sales in the country, a robust aftermarket and steady exports, the auto component industry demonstrated its best ever performance in FY23. The component industry sized-up to Rs. 5.60 lakh crore (USD 69.7 billion) registering 32.8% growth, thus outpacing its highest ever turnover of Rs. 4.20 lakh crore in FY21-22. Exports grew by 5.2% to Rs. 1.61 lakh crore (USD 20.1 billion) while imports grew by 10.9% to Rs. 1.63 lakh crore (USD 20.3 billion). The Aftermarket, estimated at Rs. 85,333 crores also witnessed a steady growth of 15%. Component sales to OEMs in the domestic market grew by 39.5% to Rs. 4.76 lakh crore."

Sharing his insights on the performance of the industry, **Sunjay Kapur, President, ACMA & Chairman, Sona Comstar** said, "It is pertinent to note that apart from growth in vehicle sales, significant higher value addition from the component sector has led to its noteworthy performance in FY23. On the front of trade, it is appreciable that there has been steady growth in exports despite recessionary trends in Europe and the US

*which are key export destinations for the auto components industry. Strong rebound in vehicle sales in the domestic market also led to sharper rise in imports that has translated into trade deficit this year."*

Elaborating on the mood of the industry and outlook for the near future, **Kapur** mentioned, "Whilst the automotive value-chain faced significant disruptions in wake of the pandemic, vehicle sales, especially in the PV, CV and tractor segments have now reached pre-pandemic levels. Even the two-wheeler industry has recovered well. With significant mitigation in the supply-side issues of availability of semiconductors, input raw-material costs and logistics, the vehicle industry is expected to continue to perform well in FY24, which augurs well for the auto components sector. That apart, exports and growth in domestic aftermarket continue to be robust."

## **Key findings of the ACMA Annual Industry Performance Review for 2022-23:**

- **Sales to OEMs:** Auto Component sales to OEMs, in the domestic market, at Rs. 4.76 lakh crores (USD 59.3 billion) grew 39.5% compared to the previous year. Consumption of increased value-added components and shift in market preference towards larger and more-powerful vehicles contributed to the increased turnover of the auto-components sector.
- **Exports:** Exports of auto components witnessed growth of

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# Indian Auto Component Industry

# Growth 32.8%

## FY 2022-23

contrast to Rs. 1.41 lakh crore (USD 19.0 billion) in 2021-22. North America accounting for 32% of exports, saw a growth of 8%. Europe accounting for 31% and Asia for 26% grew 3% and 4% respectively.

**The key export items included drive transmission and steering, engine components, body/chassis, suspension and braking etc.**

5.2% to Rs. 1.61 lakh crore (USD 20.1 billion) in 2022-23 in



- **Imports:** Traction in the domestic market also reflected on imports of component into India. Component imports grew by 10.9% in 2022-23 to Rs. 1.63 lakh crore (USD 20.3 billion) from Rs. 1.36 lakh crore (USD 18.3 billion) in 2021-22. Asia accounted for 66% of imports followed by Europe and North America at 26% and 6% respectively. Imports from Asia grew 12%, while those from Europe by 6% and from North America by 23%.
- **Aftermarket:** Increased movement of vehicles post-pandemic and surge in demand for used vehicles led to buoyancy in the aftermarket across all segments. The turnover of the aftermarket in FY 2022-23 stood at Rs. 85,333 crore (USD 10.6 billion) compared to Rs. 74,203 crore (USD 10.0 billion) in the previous year.



## ACMA SUCCESSFULLY CONCLUDES 3rd AUTOMOTIVE RAW MATERIALS CONCLAVE AND EXHIBITION

Automotive Component Manufacturers Association of India (ACMA), in partnership with the Alloy Steel Producers Association (ASPA), successfully organised the 3rd Automotive Raw Materials Conclave & Exhibition on August 03rd, 2023. Themed "New Age Materials - Challenges & Opportunities," the event brought together key stakeholders to explore the transformative potential of advanced materials in the automotive industry.

The automotive sector is experiencing a significant shift, with cutting-edge materials leading advancements in vehicle design, safety, and sustainability. Challenges such as commodity price fluctuations, geopolitical instability, and geographic material concentration are identified as obstacles in the transition to new-age materials, as highlighted in the PwC Report presented at the conclave. Despite these challenges, a convergence of factors such as a focus on circularity, improved vehicle performance, and heightened safety standards is driving the adoption of new materials in automotive components.

Speaking at the conclave, Mr. Gopalakrishnan Ganesan, Deputy Secretary of the Ministry of Steel, remarked, "Over two decades, we have witnessed remarkable progress in the automotive and steel industries, mutually complementing each other and aligning with government goals. The PLI Scheme for Steel has been a driving force, particularly for alloy steel in fostering innovation. The Government, the Steel Industry, and the Automotive industry need to

collaboratively forge a self-reliant innovative future, creating groundbreaking products to advance the nation.

Elaborating on the conclave's objective, Mr. Vinnie Mehta, Director General of ACMA, stressed the need for collaborative initiatives, stating, "In this era of rapid technological evolution and environmental consciousness, the automotive sector finds itself at a critical juncture. The convergence of electrification, autonomous driving, and the pressing need for eco-friendly transportation necessitates a radical rethinking of raw materials. ACMA believes that challenges are opportunities in disguise, and this conclave provides an ideal platform to forge partnerships, share knowledge, and collectively shape a sustainable roadmap for the industry."

Addressing the audience, Mr. Sunil Kakkar, Sr. Executive Director of Maruti Suzuki India Ltd., emphasized, "In the rapidly transforming automotive industry, we see significant challenges and opportunities. The regulatory environment in India is aligning with global norms, and trends like connected, autonomous, shared, and electric mobility are shaping the industry's future. Despite the pandemic, the industry has shown resilience, and our unsaturated market offers vast growth potential. Collaboration between steelmakers and the automotive industry is crucial to meet the safety, emission, and light-weighting needs of the industry. We are committed to a greener, safer, and more innovative future, embracing ESG measures for a sustainable ecosystem."

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## ACMA ORGANISES THE 2nd EDITION OF AUTOMOTIVE AFTERMARKET EXPO IN COIMBATORE

The Automotive Components Manufacturers Association of India (ACMA) organised the 2nd edition of South India's premier Automotive Aftermarket Expo on September 2nd and 3rd, 2023. The event was held at Codisisia Trade Fair Complex in Coimbatore, Tamil Nadu. Over 70 exhibitors, including prominent manufacturers, distributors, and suppliers from the auto-component sector participated in the exclusive show.



Building on the success of the inaugural edition held in Namakkal, Tamil Nadu, in June 2022, this two-day extravaganza united diverse players in India's aftermarket industry. Supported by FaMe TN, an autonomous agency under the MSME Department of the Government of Tamil Nadu, ACMA's Automotive Aftermarket Expo served as an exclusive platform fostering collaboration, promoting business, and empowering professionals in the aftermarket ecosystem. Moreover, the event is geared towards educating mechanics, dealers, retailers, and wholesalers on the importance of utilizing authentic and high-quality vehicle components.

Vinnie Mehta, Director General of ACMA, expressed his delight, stating, "We are thrilled to bring the ACMA Automotive Aftermarket Expo to Coimbatore. The participation of a diverse and

renowned group of industry stakeholders reflects our commitment to excellence and continuous improvement in delivering aftermarket products and services. The Automotive Aftermarket Show in Coimbatore is set to become a landmark event, facilitating knowledge exchange, strategic networking, and business development. The expo will showcase over 70 exhibitors from the aftermarket, presenting 1000+ products, including over 200 launches."

Ramashankar Pandey, Chairman of the Aftermarket Sub-Pillar at ACMA and CEO of Tata Green Batteries, shared insights on the event, stating "As we organize the ACMA Aftermarket Expo in Coimbatore, it is encouraging to witness the industry's dedication to showcasing the latest technologies and products. Recognizing the immense potential for employment, entrepreneurial growth, and business prospects in and around Coimbatore, ACMA has deliberately engaged with this market to promote genuine spare parts, reinforce vehicular safety, and ensure the holistic progress of our industry."

The inauguration ceremony will be graced by esteemed government leaders, including Mr. Kranthi Kumar Pati IAS, District Collector of Coimbatore, Tamil Nadu; Ms. Grace Lalrindiki Pachua IAS, Additional Commissioner of Industries and Commerce & Executive Director - FaMe TN. Notable industry veterans, Mr. Sriram Viji, Chairman - ACMA OEMs & Managing Director, Brakes India, and Mr. Rama Shankar Pandey, Chairman - Aftermarket & CEO - TATA Green Batteries, will also be part of the ceremony.

## WESTERN REGION

### ACMA DELEGATION EXPLORES MAHINDRA & MAHINDRA LTD. IN PUNE

ACM, Western Region, in pursuit of ongoing business development initiatives, conducted a visit & interaction with Mahindra & Mahindra Ltd. in Chakan, Pune on August 11th, 2023.



The ACMA delegation, comprising 25 members, engaged with











ideas. Chief Guest Mr. Nehera, also praised ACMA for organizing such a competition that provides a platform for cross-learning and idea generation.

The jury shared positive feedback, highlighting unique presentation approaches and innovative ideas from participating companies.

**Winners of the competition were announced as follows:**

Position	Name of the Organization	Team Name
1st	Rane Brakes Lining Ltd.	Star Mail
2nd	Motherson Sumi Wiring India Ltd.	Ideal
3rd	RSB Transmissions (I) Ltd.	Winners Club

**FREE ONLINE SESSION EXPLORES SUSTAINABILITY & ESG PRINCIPLES**

ACMA, Eastern Region, organized a free online session on ‘Sustainability and Environment Safety & Governance’ on August 22nd, 2023. The session was held recognizing the growing importance of Environmental, Social, and Governance (ESG) factors in government policies & industrial growth.

The session was led by Ms. Tanu Sachdeva Ahuja, a seasoned professional with expertise in manufacturing excellence and continuous improvement, the session aimed to enlighten participants on the nuances and strategies aligned with their companies' vision and growth.

The training focused on carbon emissions management, covering key ESG pillars and objectives, including the concept of sustainability, understanding ESG, its components, and its significance for business growth. Ms. Ahuja elaborated on the ESG framework and standards. Ms. Ahuja highlighted ESG as a framework for sustainability management, ethical practices, and conscious consumerism gaining widespread popularity. She discussed the tangible benefits ESG can bring to businesses and investors, such as access to a larger capital pool and a stronger brand identity. Ms. Ahuja also delved into the advantages and disadvantages of ESG, noting its role in preparing Indian businesses for the future.

The interactive session drew participation from 90 delegates

representing 18 member companies, all providing encouraging feedback.

**ACMA SUCCESSFULLY HOSTS VIRTUAL SESSION ON DESIGN OF EXPERIMENTS**

ACMA, Eastern Region, conducted a virtual session on Design of Experiment on August 29th, 2023. The half-day online training program aimed to provide insights into the systematic approach of understanding how process and product parameters impact response variables.

The session was led by Mr. Rama Rao A, a Black Belt in Six Sigma function at Tata Cummins Ltd., Jamshedpur, with extensive experience in Operations and Operations Excellence.

Mr. Rao's, presentation incorporated visual aids and graphs to actively engage participants. He explained the systematic series of tests involved in experimental design, emphasizing the importance of various critical parameters and measures.

The session concluded with a discussion on the benefits of Design of Experiment and a summary of the key takeaways.

The highly interactive session saw participation from 36 attendees representing 5 companies, all of whom praised the session as excellent.

**AWARENESS WORKSHOP ON TPM & EQUIPMENT MAINTENANCE**

ACMA, Eastern Region, organised workshop on TPM & Equipment Maintenance, on September 23rd, 2023, in Jamshedpur. The workshop was aimed to enhance Overall Equipment Effectiveness (OEE) by addressing causes of accelerated deterioration.



The session was led by Mr. Jayant V. Thipse, an expert in the field, the session delved into Total Productive Maintenance (TPM) as a holistic approach to maintenance, striving for flawless production with zero breakdowns, small stops, or defects.









## YBLF - Workshop on Negotiation by Dr. Dishan Kamdar



prioritize issues for optimal outcomes.

Addressing challenges, Dr. Kamdar equipped participants with tools to handle difficult situations, conflicts, and ethical dilemmas. Real-world scenarios were presented, and role-playing exercises allowed participants to apply their knowledge.

The workshop fostered active participation and networking, with participants engaging in group discussions to share experiences and insights. Dr. Kamdar's expertise, combined with the enthusiasm of the participants, resulted in a resounding success.

In conclusion, the workshop provided invaluable experiences for the 60 participants, empowering them to enhance their negotiation skills. Armed with new tools and strategies, attendees left well-prepared to navigate the challenging world of negotiations with confidence and finesse.

ACMA, Young Business Leaders Forum (YBLF) along with FLAME University hosted a transformative workshop on negotiation led by Dr. Dishan Kamdar, Vice Chancellor FLAME University, on August 18th, 2023.

Dr. Kamdar began by providing a comprehensive understanding of fundamental negotiation principles, emphasizing the importance of cultivating a negotiation mindset. He discussed the significance of empathy, active listening, and effective communication as essential components for success.

The workshop covered different negotiation styles—competitive, collaborative, accommodating, and compromising—and delved into strategic planning, teaching participants to set clear objectives and



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Edited & Published by the Director General, Automotive Component Manufacturers Association of India  
The Capital Court, 6th Floor, Olof Palme Marg, Munirka, New Delhi - 110067 | Design by Ashes Design Studio, 9999114295