



**Minutes of 3<sup>rd</sup> Meeting of ACMA Executive Committee (Jamshedpur)**

Friday, February 3, 2023

List of members present at the meeting as also attendance at Executive Committee Meetings held so far is given at **Annexure I**.

Mr. Sunjay J Kapur, President, ACMA welcomed members to the 3<sup>rd</sup> ACMA Executive Committee meeting for year 2022-23.

The formal agenda was thereafter taken up for discussion.

<b>Sl. No.</b>	<b>Agenda Item</b>
<b>1.</b>	<p><b><u>Minutes and Matters: Confirmation of last EC Meeting Minutes</u></b></p> <p>The ACMA Executive Committee unanimously approved the minutes of the last meeting of the Executive Committee held on December 2, 2022.</p>
<b>2.</b>	<p><b><u>Welcome Remarks by President, ACMA</u></b></p> <p>Mr. Sunjay J Kapur welcomed all members to the 3<sup>rd</sup> Meeting of ACMA Executive Committee 2022-23 and thanked them for making the effort to be physically present. He also expressed his gratitude for Mr Ranjot Singh, Chairman ACMA Eastern Region for hosting the EC Meeting in Jamshedpur.</p> <p>President then briefed the Committee about the discussions in the Steering Committee Meeting held prior to the EC meeting. He mentioned that ACMA revenue continued to be healthy on the back of several domestic and international activities. The cost also remained controlled well within the</p>

budgetary limits. Further, the collection on the outstanding also remained satisfactory.

### **Update on AUTO EXPO 2023**

President congratulated the Executive Committee and all members of ACMA for yet another successful edition of Auto Expo 2023 Components Show held at Pragati Maidan New Delhi from Jan 12-15, 2023.

The Auto Expo Components Show 2023 witnessed record 800 exhibitors from a total of 15 countries and the highest ever 1,25,000 plus business visitors from across India and overseas. In fact, leadership teams from all leading OEMs visited the show.

With Technovation as theme, the quality of display, the expanse and professionalism displayed at the Show was truly world-class.

Mr. Kapur mention that all parallel events that ACMA organised during the Auto Expo were well delivered. These included:

- The Aftermarket Summit
- The Invitational Golf Tournament
- IPO Forum Meeting
- Interaction with BAAMA delegation from Bangladesh
- The SIAM Sourcing Group Meeting
- ACMA Global Summit & Automotive Technology Partnership Summit & Expo (ATPSE)

International delegation from 8 countries – USA, UK, Russia, Jordan, Germany, Nigeria, Ghana and Dominic Republic visited the show.

The event received very good coverage across all media.

The overall feedback from exhibitors & participants was very positive and appreciative of ACMA's efforts towards business promotion and towards projecting a strong 'brand ACMA'.

3. **State of Industry - Presentation by Mr. Amit Dakshini, Director, PwC**

To make presentation on State of Industry, President, ACMA invited and welcomed Mr. Amit Dakshini, Director, PwC

The key points observed are as under:

**Automotive Market: Opportunities and Challenges for Suppliers**

**A. Addition of new content for differentiated offerings / regulatory compliances will bring technology scouting & technology holders in the forefront**

- OEMs are increasingly adding new technologies for differentiation and regulatory compliances
- Multiple OEMs have engaged in technology scouting programs that focus on academia, scale-ups & traditional supplier collaborations
- Growth in technology holders across the areas of new technologies
- Auto component manufacturers must leverage ecosystem to take advantage of the increasing content per vehicle

**B. Stringent emissions norms & electrification will create more opportunities for light weighting**

- Globally OEMs are under pressure to reduce CO2 content under regulatory push
- Stringency in emission norms has been low but penalties may get imposed in future
- Indian automakers are given super credits to offset targets for CO2 emissions, but their incremental impact will reduce with time
- Aluminum content is increasing across geographies and India will advance at an accelerated pace in pursuit of light weighting
- Light Weighting will opportunity will evolve across multiple processes and materials

**C. Localisation of xEV parts / sub systems will continue to evolve and grow with shifts in the EV technologies**

- Increasing fleet electrification is creating new opportunities for players to localize manufacturing of power electronics
- Local supply chain for these components is now evolving, with investments driven by multiple push and pull factors
- Localisation will continue to evolve and grow with shifts in the EV technologies

**D. Software Stack: More choices to be made in future –a differentiator for commoditized hardware? or a full service offering to OEMs?**

- Software has become the key differentiating factor for modern vehicles
- In future, the enterprise value for Tier-1 suppliers will be created by regaining the control on content per vehicle
- There are various elements in the digital technology stack – component players must pick their niches strategically

**E. Frequent Supply Chain disruptions creating Indian IPOs to make impact on the global scale for the first time. Dual Sourcing opportunities to also grow.**

- China Plus One strategy undertaken by developed economies will lead to the exponential growth of IPOs in India

**F. ESG transformation will become necessary to conserve / grow enterprise value**

- The ESG landscape spans across 10 buckets which suppliers will need to closely monitor to achieve high ESG ratings
- OEMs have made public commitments to strengthen their ESG agenda; 5 immediate focus areas are evident for suppliers
- ESG is about “Outcomes” and not just “Good intentions”

The detailed presentation by PwC is given at [Annexure II](#).

**4. Update on Major Forthcoming Activities – Pillars & Regions**

To make a brief presentation on forthcoming key activities, President then invited each Pillar Chairperson and the Regional Chairperson.

The details of all key forthcoming activities are captured in [Annexure III](#).

President thanked all Pillar and Regional Chairperson for their support and continued momentum on the activities front.

**5. A. Membership Status / New Membership etc.**

The committee approved membership of the following companies.

**New Members:**

**6 Members, added:**

*Ordinary Membership:*

1. KNL Driveline Parts Private Limited, Ludhiana (NR)
2. Perfect International, Agra (NR)
3. JRG Automotive Industries India Private Limited, Bawal (NR)
4. Tata AutoComp GY Batteries Private Limited, Pune (WR)

*Associate Membership:*

5. Entecnia Consulting Private Limited, Gurgaon (NR)
6. Arabian Petroleum Limited, Thane, (WR)

**Removals:**

**1 Member, removed:**

1. Flometallic India Pvt Ltd, (WR)  
*(Merged with another member company; Brakes India Pvt. Ltd.)*

**Resignations:**

**4 Members, resigned:**

1. CLH Gaseous Fuel Applications Pvt Ltd (NR)  
*(Unable to continue due to financial problems)*
2. Amvian Automotive Pvt. Ltd. (WR)  
*(Does not wish to continue membership)*
3. Gatiman Auto Pvt. Ltd. (WR)  
*(Management changed; new management not interested in membership)*
4. Mahavir Die Casters Pvt Ltd (NR)  
*(Management does not wish to continue with membership)*

	<p>With the above additions and deletions, the ACMA Membership stands at <b>815</b>.</p>
<p><b>6.</b></p>	<p><b><u>Interactive Session with Mr. Ashish Anupam, MD, Tata Steel Long Products Ltd.</u></b></p> <p>President, ACMA welcomed Mr. Aashish Anupam to the interaction with ACMA EC. He requested Mr. Anupam to share his insights with members to understand the dynamics of the steel sector.</p> <p>Mr. Ashish Anupam thanked President ACMA for the opportunity and expressed his delight for interacting with the ACMA EC.</p> <p>Following are the key highlights of Mr Ashish Anupam's address:</p> <ul style="list-style-type: none"> <li>• India has strong macroeconomic fundamentals and is witnessing robust GDP growth.</li> <li>• Changes in Direct Tax for individuals in this budget will put more money in the hands of tax payers, this would drive consumption including those of two-wheelers and PVs.</li> <li>• GDP growth is also propelling the CV industry at a rapid pace.</li> <li>• Automotive industry in India is also witnessing significant transformation.</li> <li>• EV adoption will be significant in the country by 2030</li> <li>• Trends such as autonomous vehicles will also gain prominence.</li> <li>• Steel industry needs to be ready to meet the future demand of the automotive industry.</li> <li>• India will witness a quantum jump in Steel production in the near future</li> <li>• The coming decade will define India as the hub for Steel production and make India the best Steel manufacturer of the world.</li> </ul>

	<ul style="list-style-type: none"> <li>• Currently production capacity of Tata Steel stands at 20 million tonnes and is projected to double by 2030 to 40 million tonnes</li> <li>• To cater to ever increasing Steel demand, TATA Steel has expansion plans across Jamshedpur to Orrisa.</li> <li>• Steel Industry is mindful of its Carbon Footprint which stands at 7% and is taking significant measures to bring it down.</li> <li>• One such measure of usage of scrap to produce steel. TATA Steel is putting infrastructure in place for collection of scrap including at automotive hubs.</li> <li>• Tata Steel has also set up a scrap recycling plant in Rohtak with capacity of 30K Tonnes.</li> <li>• Tata Steel will shift to usage of green power for production of steel once such power is available in adequate quantity.</li> <li>• Better steel making technology and digitisation are also being used to reduce Carbon-foot print in steel making</li> </ul> <p>Ms. Shradha Suri Marwah, Vice President, ACMA thanked Mr. Ashish Anupam for joining the ACMA EC and for a very engaging and insightful discussion with the members on the subject.</p> <p>The interaction ended with a round of applause by the EC members.</p>
7.	<p><b><u>Date of next meeting:</u></b></p> <p>President requested EC members to block their diary for <b>Friday, March 10, 2023</b> as the date for <b>4<sup>th</sup> Meeting of the ACMA Executive Committee for 2022-23</b> at <b>Pune</b>.</p> <p>He advised the secretariat to communicate the exact details of meeting, in due course.</p> <p>The meeting ended with a Vote of Thanks to the Chair.</p>

There being no other matter, the President called the meeting to a close.

**Sunjay J Kapur**  
**President**

**Vinnie Mehta**  
**Director General**