



Automotive Component Manufacturers Association of India

Minutes of 3rd Meeting of ACMA Executive Committee (Chennai)

Wednesday, January 24, 2024

List of members present at the meeting as also attendance at Executive Committee Meetings held so far is given at [Annexure I](#).

Ms. Shradha Suri Marwah, President, ACMA welcomed all members to the 3rd ACMA Executive Committee meeting for year 2023-24.

The formal agenda was thereafter taken up for discussion.

Sl. No.	Agenda Item
1.	<p><u>Minutes and Matters: Confirmation of last EC Meeting Minutes</u></p> <p>The ACMA Executive Committee unanimously approved the minutes of the last meeting of the Executive Committee held on November 24, 2023.</p>
2.	<p><u>Welcome Remarks by President, ACMA</u></p> <p>Ms. Marwah welcomed all members to the 3rd Meeting of ACMA Executive Committee 2023-24.</p> <p>President ACMA thanked the ACMA Southern Region, particularly Mr Sriram Viji, Chairman, SR, ACMA and Mr. Satish Machani Co-Chairman, SR, ACMA, for hosting the Fireside Chat Session with Mr. Satyakam Arya, MD, DICV as also the Cocktails and Dinner on January 23, 2023 and as also for hosting the EC Meeting.</p>

	<p>Ms. Marwah updated committee members of some important meetings held in the recent past:</p> <ul style="list-style-type: none"> - On Dec 20, 2023, President and DG addressed a Press Conference on the Half -Yearly performance of the Auto Components Industry. The industry clocked a turnover of USD 36.1 billion growing 12.6%. Exports at USD 10.4 billion have been stable. The detailed Press Release and presentations were shared with all members. The Press Conference was well covered in print, electronic and social media. - On Jan 05, 2024 President, Vice President and DG participated in the Curtain raiser of Bharat Mobility Global Expo 2024. Presidents of all Stakeholder Associations together with Hon'ble Commerce & Industry Minister Shri Piyush Goyal addressed the media. The Press Conference was very well received. - President and DG were invited for an interactive Session with Dr Mohan Bhagwat of RSS on Jan 11, 2024. Dr. Bhagwat had called the meeting to elicit inputs and suggestions from the industry on how the RSS could better contribute to nation building. The meeting was attended by Presidents of CII, FICCI and several other eminent Associations. - On Jan 16, 2024, Vice President and DG participated in a high-level program of the Ministry of Heavy Industries Chaired by Hon'ble Dr Mahendra Nath Pandey, Union Minister MoHI, seeking industry inputs on streamlining the Auto PLI scheme. Several members of ACMA and SIAM participated in the event and gave valuable suggestions, which the MoHI committed to review and act upon. - On Jan 18, 2024, DG and select members were invited for an interactive Session by the Executive Committee of the Alloy Steel Producers Association of India (ASPA). The meeting focussed on expectations of Auto Components manufacturers of the Alloy Steel Producers. It was agreed that ACMA and ASPA will conduct a joint study to map the expectations of auto component manufactures and how the gap can be bridged.
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	<p>President then briefed the Committee about the upcoming marquee event, Bharat Mobility Global Expo 2024 to be held on Feb 01-03, 2024 at the Bharat Mandapam, Pragati Maidan, New Delhi.</p> <p>Key Highlights of the event:</p> <ul style="list-style-type: none"> - 27 OEMs displaying in Halls 1, 6, 14 and 12. - Over 500 component manufacturers displaying on the first floor of Halls 2 to 5 as part of ACMA Automechanika New Delhi while another 88 Component Manufacturers displaying in Hall Nos. 11 & 12A - Significant International participation from auto components. Dedicated country pavilions from Japan, Germany, Korea, Taiwan and Thailand. Over 580 international visitors confirmed. - 8 Tires manufacturers on first floor of Hall 14; Energy Storage first floor Hall 3 and 4. - Seminars by ACMA, ATMA, IESA, SIAM, AIAWA and NASSCOM - Event supported by 9 Ministries - Inauguration - Towards later part of second half on Feb 02, 2024 by Hon'ble Prime Minister. <p>President then apprised the Committee about the discussions in the Steering Committee Meeting held prior to the EC meeting. She mentioned that ACMA revenue continued to be healthy on the back of several domestic and international activities. The expenditure was also well within the budgetary limits. Further, the collection on the outstanding remained satisfactory.</p>
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3.	<p><u>Presentation on "Enhancing the Footprints of India-made Components in the Global Automotive Value Chain" by Bain & Co.</u></p> <p>To make presentation on 'Enhancing the Footprints of India-made Components in the Global Automotive Value Chain', President, ACMA invited and welcomed Mr. Mahadevan Seetharaman & Mr. Amit Shah both Partners at Bain & Co.</p> <p>The key points covered in the presentation included:</p> <ul style="list-style-type: none"> • Mega disruptions are reshaping automotive industry will lead to emergence of new players • Geopolitical tensions with China expected to continue with current policy signals suggesting that regulations on trade with China will continue to intensify • Global EV penetration in Major markets is expected to scale to 50%+ by 2030 • New auto technologies becoming prevalent including ADAS, AD, EV to significantly scale by 2030 • Electronics and software content will double; 30% of vehicle value would be from Electronics and Software. • Auto component GVC consumption market projected to reach ~\$3T by 2040 - Growth to be led by EV components and Electronics. • Implication for industry stakeholders: Different success factors for traditional and new business • OEM Key Purchasing Criteria for auto supplier sourcing (China+1): Cost competitiveness, quality, supply chain stability and reliability, local content understanding, ops excellence. • Challenges limiting India's participation in auto GVC <ul style="list-style-type: none"> - Cost (Opex) competitiveness - Cost (Capex) competitiveness - Ease of business - Quality - Commercial rhythms - Innovation
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	<ul style="list-style-type: none"> • Imperatives for Auto component manufacturers: Product prioritization, global GTM, product dev, application engineering, M&A for last man standing ICE play. - Rebalance product portfolio - To balance cash generation and growth bets. - Global Go-To-Market (GTM) Engine - Dedicated sales managers, robust key account management. - Product development- Accelerate product development, conduct field trials with customers, demonstrate product reliability (vs competition.) - Application Engineering - Dedicated application engineers for international markets to work with OEMs to address custom requirements. - M&A for “last man standing” ICE play- Consolidate global supply for ICE systems e.g., exhaust, engine, hydraulics. <p>The detailed presentation by Bain & Co. is given at Annexure II.</p>
4.	<p><u>Update on Major Forthcoming Activities – Pillars & Regions</u></p> <p>To make a brief presentation on forthcoming key activities, President then invited each Pillar Chairperson and the Regional Chairperson.</p> <p>The details of all key forthcoming activities are captured in Annexure III.</p> <p>President thanked all Pillar and Regional Chairperson for their support and continued momentum on the activities front.</p>
5.	<p><u>A. Membership Status / New Membership etc.</u></p> <p>The committee approved membership of the following companies.</p> <p>a) New Members:</p> <p>23 Members were added:</p> <p><i>Ordinary Membership:</i></p> <ol style="list-style-type: none"> 1. Meko Auto Components Inc, Delhi (NR)

	<ol style="list-style-type: none"> 2. Progressive Steel Automotive Solution Private Limited, New Delhi (NR) 3. Reform Industries Private Limited, Rewari (NR) 4. S R I Gotec India Private Limited, Gurgaon (NR) 5. Transworld Enterprises, Ludhiana (NR) *** 6. Hero Motors Limited, Gautam Budh Nagar (NR) *** 7. Panasonic Life Solutions India Private Limited, Gurugram (NR)*** 8. National Plastic Technologies Limited, Chennai (SR) 9. BG Fastening and Engineering Industries Private Limited, Aurangabad (WR) <p><i>Associate Membership:</i></p> <ol style="list-style-type: none"> 10. Rahul Technic, Ballabhgarh (NR) 11. Robust Autocomp Private Limited, G B Nagar (NR) 12. The Next Design, Gurgaon (NR) # 13. Sudhar Metals & Alloys, Gurugram (NR) * 14. Jai Suspension Systems Private Limited, Pantnagar (NR)# 15. MN Auto Products Private Limited, Coimbatore (SR) 16. A2MAC1 India Private Limited, Oragadam (SR) 17. JJ Glastronics Private Limited, Bangalore (SR) * 18. Harnex Systems Private Limited, Pune (WR) 19. Systematix Infotech Private Limited, Indore (WR) # 20. Trio Enterprises, Kolhapur (WR) # 21. Cilicant Private Limited, Pune (WR) * 22. ASK Engineers, Pune (WR) # <p><i>Affiliate Membership:</i></p> <ol style="list-style-type: none"> 23. Sonipat Industrial Training Institute Society, Sonipat (NR) <p><i># Extended Associate Membership to Auto Companies participating in Cluster Activities / Giving Sponsorship for ACMA Activities. Entrance Fee of such companies are being waived-off and Membership Fee will be adjusted from their Cluster Fee / Sponsorship for ACMA Activities.</i></p>
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	<p><i>* Subject to receipt of membership fees</i></p> <p>b) Removals:</p> <p>4 Members were removed:</p> <p>1. Aurangabad Electricals Ltd</p> <p><i>(Aurangabad Electricals Ltd is subsidiary of CIE Automotive India Ltd which is already a Member. Hence company has resigned membership for Aurangabad Electricals Ltd)</i></p> <p>2. Kach Motors Pvt Ltd</p> <p><i>(Unable to utilize ACMA activities/services)</i></p> <p>3. Samonia Autocomp Pvt Ltd</p> <p><i>(Unable to utilize ACMA activities/services)</i></p> <p>4. Hero Cycles Ltd</p> <p><i>(Company has resigned due to transfer of automotive manufacturing business to Hero Motors Ltd by way of De-Merger)</i></p> <p>With the above additions and deletions, the ACMA Membership stands at 891.</p>
6.	<p><u>Interactive Session with Mr. Ganesh Mani S., President & COO, Ashok Leyland</u></p> <p>President, ACMA welcomed Mr. Ganesh Mani to the interaction with ACMA EC. She requested Mr. Mani to share his insights on the overview of the CV industry and Ashok Leyland in particular, and throw light on how the CV industry performing this year and the outlook for short to medium term. She also requested him to share his perspective on any challenges that he foresees which the auto components industry needs to safe guard</p>

	<p>against. Last but not the least, how the components industry can support OEMs better and his expectations from the components sector.</p> <p>Mr. Ganesh Mani thanked President ACMA for the opportunity and expressed his delight for interacting with the ACMA EC.</p> <p>Following are the salient points of Mr Mani's address:</p> <ul style="list-style-type: none"> • Mr. Mani thanked the ACMA Executive Committee for having invited him and placed on records his appreciation for ACMA. • Mr. Mani stated that the CV industry was a highly dynamic industry, which he realised post joining Ashok Leyland. Prior to joining AL, he was associated with the PV industry. • AL, is a part of the Hinduja Group, with Automotive Business of around USD 4.5 billion in FY2023 (INR 361 billion). • The company recently celebrated its 75th Year Anniversary • The Group has a strong workforce of 2,00,000 personnel across 38 Countries. • AL keeps itself abreast of latest global technological trends and in tune has created products with the following technologies: <ul style="list-style-type: none"> - Hydrogen IC Engine (H2IC) - Fuel Cell Electric Vehicle (FCEVs) - CNG - LNG - 100% Ethanol and 20% Ethanol Engines (E20) • Ashok Leyland stands at No. 3 in terms of truck sales in the country while the bookings received till date will cater to the demand for the entire next year. • The new Scrappage Policy of the Government of India, if implemented, will give a huge boost to sales of new vehicles. Currently there are more than 2 million trucks that are older than 15 years and ready for replacement.
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	<ul style="list-style-type: none"> • Going forward Ashok Leyland aims to be 100% ESG compliant by the 100th Year of Company i.e. by 2047 and a Carbon Neutral Organisation by 2030. • The launch of the electric Double Decker Bus has rekindled nostalgic sentiments among consumers and riders, particularly in Mumbai. New orders are being received for the same from multiple other cities as well. • It is interesting to note that there are already close to 700 Switch Buses on roads in India and with an order book of another 2,000+. • A new plant in Uttar Pradesh is being set up at the site of erstwhile Scooters India, to cater to the growing demand and for the new orders received. • The plant once functional will be a Flagship Plant with state-of-the-art facility with latest technologies, predominantly operating on Alternate / Green Energy. • The company aims to expand its customer reach from 38 Countries in FY23 to 50 Countries by FY24. • With 9 Domestic & 2 International Manufacturing Plants, Ashok Leyland aims to capture significant share of both the ICE & EV segments globally. • Focusing on greening of workplace, the company has planted over 5,27,000 trees at the manufacturing facility at Alwar. The facility also aims to become a Water Neutral with Zero discharge. • To encourage gender neutrality, two major Plants (Tamil Nadu & Uttarakhand) are being run by women only staff. <p>Mr Vikrampati Singhania, Vice President, ACMA thanked Mr. Ganesh Mani for joining the ACMA EC Meeting and for sharing his thoughts. He assured him that ACMA would seriously reflect on the direction given by him.</p> <p>The interaction ended with a round of applause for Mr Ganesh Mani.</p>
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7.	<p><u>Date of next meeting:</u></p> <p>President requested EC members to block their diary for Friday, March 8, 2024 as the date for 4th Meeting of the ACMA Executive Committee for 2023-24 (Virtual).</p> <p>President 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>
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There being no other matter, the Vice President called the meeting to a close.

Shradha S Marwah
President

Vinnie Mehta
Director General