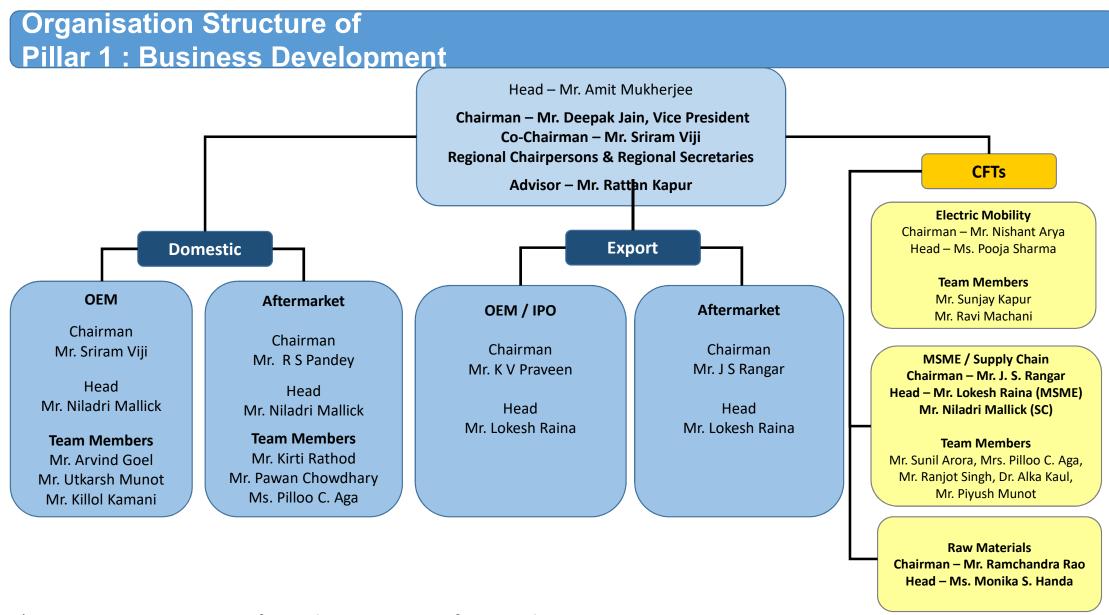


# Pillar-1 Business Development



<sup>\*</sup> Separate Core committee for each engagement, if required

### **Objectives**

- Supporting members in strengthening existing business relationships and exploring new opportunities with OEMs,
   Tier 1s and Aftermarket and OES in traditional IC engine driven automotive industry.
- Organising Trade fairs such as Auto Expo, ACMA Automechanika New Delhi, Value Chain Summit, North East Expo, Tech Expo etc.
- Exploring adjacencies such as Defence, Railways, Aerospace, white goods etc.
- Organising events such as Trade Missions, Group participation at International Trade shows, Tech-shows, BSMs, iAutoConnect, etc.
- Promoting 'Make in India' and 'Brand India' in context of auto component industry through events such as 'India'
  Day' at international trade fairs or as exclusive events.
- Facilitating global OEMs/ Tier 1 companies in investing in India as well as connect with Indian companies to expand supplier base.
- Interfacing with IPOs in India to organise specialised events like Buyers Sellers Meet / IPO Supplier Conferences to introduce new suppliers.
- Organising Experience sharing Conferences and workshops/ training programs to create awareness and addressing issues related to business development across the industry value chain as well as on Project Management

### **Objectives contd...**

- Conducting pertinent deep dive studies including market trends, business opportunities in diverse markets and product categories, trade practices and market regulations, in context of business development.
- Engaging/ Interfacing with relevant Ministries/Government agencies/ international associates for funding support for export promotion initiatives, for studies etc.

#### **Cross Functional Teams**

#### **Electric Mobility:**

- Supporting members in exploring new opportunities with OEMs, Tier 1s and Aftermarket in new emerging segments such as xEVs.
- To promote, adopt and adapt to innovation and sustainable technologies and other changes within ACMA members.

#### **MSME/ Supply Chain:**

- Supporting Tier-2s/ MSMEs to scale up by connecting them to Tier-1s as well as to build a robust value chain for the industry.
- Support MSME sector in enhancing business opportunities. Also engage/ Interface with relevant Ministry for Micro Small & Medium Enterprises/ Government agencies for funding support for MSME companies.

#### **Raw Materials:**

 Organise interactions / visits / seminars / conferences on new technologies/ materials that are cost effective, light weighting, environment friendly and other related issues.

## Activities Held: 16 March – 2 May 2019

Domestic	OE	Aftermarket
North	<ol> <li>Meeting with Honda Cars India Ltd. officials for future engagements with ACMA Members: 27 March, 2019</li> <li>6th ACMA MSME Summit on 'Enabling Environment for Global Leadership in Automotive Manufacturing: 2 May, 2019</li> </ol>	
South	<ol> <li>Meeting with Senior Management of Kerala Automobiles Ltd.: 18 March, 2019</li> <li>Meeting with Vendor Development Team of TAFE: 19 March, 2019</li> </ol>	
West	<ol> <li>Technology Show with Tata Motors, Pune: 20 March, 2019</li> <li>ACMA Madhya Pradesh Meet: 27 April,</li> </ol>	
East	No activity as planned	

## 16 March – 2 May 2019

International	OE	Aftermarket
Global		1. Automec Brazil (Light, Heavy & CV): 23-27 April, 2019
Middle East		<b></b>
South Asia		
Europe		1. Automechanika Istanbul: 4-7 April, 2019



2<sup>nd</sup> ACMA-TATA Motors Tech Show: 20 March, 2019 in Pune



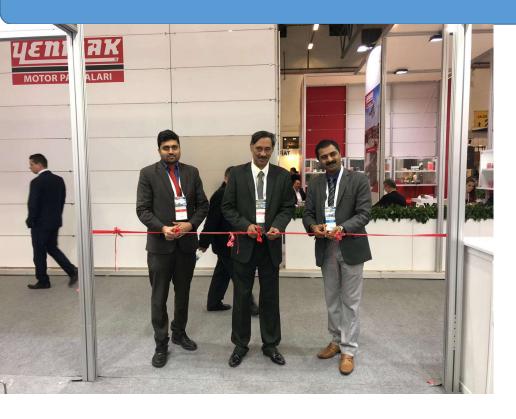


ACMA Madhya Pradesh Meet: 27 April, 2019, Indore





6<sup>th</sup> ACMA MSME Summit on "An Enabling Environment for Global Leadership in Automotive Manufacturing: 2 May, 2019, New Delhi



Group participation at Automechanika Istanbul: 4-7 April, 2019





Group participation at Automec Brazil: 23-27, April, 2019



## **Forthcoming Domestic Activities**

Domestic	OE	Aftermarket
North	<ol> <li>EV Localisation Conference &amp; Exhibition: 15 May, 2019 in New Delhi</li> <li>Interaction with Mr. Hemant Sikka, EVP, M &amp; M: June, 2019</li> <li>CFT Raw Material: Raw Material Conclave, July, 2019, New Delhi</li> </ol>	
West	<ol> <li>Value Chain Summit:26-27, July, 2019 in Ahmedabad</li> </ol>	<ol> <li>ACMA Safer Drive Road Show:18 May, 2019 in Nigdi, Pune</li> <li>ACMA Safer Drive in Ahmedabad, July, 2019</li> </ol>
South	<ol> <li>Buyers Sellers Meet: 3-4 June, 2019 in Chennai</li> <li>IPO Forum Meeting: 4 June, 2019 in Chennai</li> </ol>	
East	1. Visit & Interaction with Tata Motors Ltd.: July, 2019	

## **Forthcoming International Activities**

International	OE	Aftermarket
EU		1. Tech Expo with OES in Germany: Sept, 2019
US/ SA	1. North American Commercial Vehicle Show (NACV): 28-31 October, 2019	1. AAPEX Show 2019, Las Vegas: 5-7 Nov, 2019
Middle East		1. Automechanika Dubai: 10-12 June, 2019
Others		<ol> <li>Automechanika Moscow: 26-29 Aug, 2019.</li> <li>iAutoConnect 2019: 26-27September, 2019, Noida</li> </ol>

MAI Grant of Rs. 7 Crore expected for 2019-20 from MOC for 10 events





Component Show:  $6^{th} - 9^{th}$  February, 2020 @ Pragati Maidan Motor Show:  $6^{th} - 11^{th}$  February, 2020 @ Greater Noida Expo Mart







## **PROPOSED AREA - COMPONENTS**



Total Area: 54970 sqms

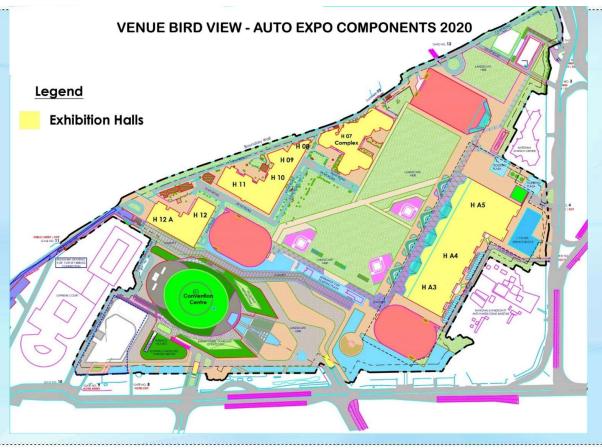
- All New Halls Ground Level & Upper level
- Includes 25685 sqms area at upper levels



















AREA - AUTO EXPO COMPONENTS 2020	
Total bookings received till April 2019	16613 sqms
Domestic Bookings	12037 sqms
Overseas Bookings	3976 sqms









BOOKING RECEIVED FROM COUNTRIES		
KOREA	270 sqms	
CHINA	1640 sqms	
UK	80 sqms	
ITALY	36 sqms	
TAIWAN	300 sqms	
IGCC	1500 sqms	
JAPAN	150 sqms	
Total	3976 sqms	







# Thank you

# Pillar-2: Government Advocacy, Regulations & Research

## Public Policy: Interface with Central Government

Topic	Stakeholder/s
➤ Follow-up meetings on Promoting Automotive Exports to ASEAN Region	Department of Commerce
ACMA-SIAM joint meeting on show cause notices issued by DGGI to various component vendors on drawing/specification issue	MOF
Discussion with Electric Buses, Three wheeler and Two Wheeler Manufacturers on Localization	DHI
<ul> <li>Follow-up meetings with Secretary, Joint Secretary, and other officials in DHI on the following topics:         <ul> <li>Summit and Exhibition- scheduled on 15<sup>th</sup> May 2019, New DHI</li> <li>Encourage Localization content of EV Components through PMP</li> <li>Discussion on promoting Electric Mobility</li> </ul> </li> </ul>	DHI
> Discussion on RCEP	DOC
> Attracting Automotive Investments in Madhya Pradesh	Government of Madhya Pradesh

## Public Policy: Research/Studies/Catalogues/Publications

Name of the Study	Status
ACMA Membership Survey	-Discussion initiated with PWC, F&S, EY and Market Xcel
Annual Update on Electric Mobility by PWC	-WIP -Will be circulated to Members in next deliverables
ACMA Study on Aftermarket Standards	-In Final Stage
ACMA- IHS White paper on Light Weighting	-Released at National Conference on Light Weighting -Publication available for members on
	ACMA website

# Regulations

Meeting Details	Update
SIAM-ACMA joint Conference on International Material Data System (IMDS) & End of life Vehicles (ELV) on 18 Mar'19  IMDS – Joint Approach of global automotive players as reply to EU ELV Directive. Digital platform to report material compliance	Conference brought together Govt. Officials and National & Intl. Experts presenting advantages of Intl. Material Data System in light of ELVs
Courtesy call to Dr Sanjeev Ranjan, Secretary, MoRTH on 11 Apr'19	Updating on Issues of Automotive Industry
Meeting at DHI on preparedness for implementation of BS-VI Norms on 15 Apr'19	Meeting held to discuss availability of BS-VI auto fuels
ACMA Conference on Light Weighting: 30 April 2019	Chief Guest: Mr Priyank Bharti, Joint Secretary, MoRTH

## Glimpses - Conference on Light Weighting – 30 Apr, 2019











## Conference on Light Weighting – 30 Apr, 2019

#### Key conclusions

To curtail Emissions, increase fuel efficiency in IC Engines and Range in Electric Vehicles, OEMs are increasing looking at Light Weight solutions

LW could be introduced in BIW to start with, followed by focus on Chassis and Powertrain However, during light weighting, Crash safety regulations cannot be compromised

To introduce Light Weight solutions, OEMs, Component Manufactures and Material suppliers need to work in collaboration from the concept and design stage of vehicles

Light weighting is combination of introducing alternative materials - Material Substitution, Material combination, New Joining Techniques, Downsizing and optimisation of design process

Every Material - AHSS, UHSS, Carbon Composites, Engineered plastics, Aluminium, Steel alloys, Magnesium etc. comes with varying benefits and challenges. Economics, Ease of Manufacturing and Environment are key elements to be considered while deliberating on LW

# Regulations: Forthcoming Activities

Date	Description	Action Point
6 May'19	SIAM Clean Fuel Technology Forum	- For information of committee
15/16 May'19	3 <sup>rd</sup> Meeting of Joint Working Group on Road Safety Knowledge Sharing Platform	- For information of committee

# Pillar-3

# Skilling & Mentoring



Chairman : F R Singhvi

Co-Chairman : Sunil Arora

Advisor : Srivats Ram

Head : Dinesh Vedpathak



VISION:

To foster and facilitate development of globally qualitative and competitive Automotive component companies in vibrant India.

**MISSION:** 

To Drive operational excellence through process improvements, lean management practices, NPD, develop skilled manpower in existing / new technologies and develop managerial capabilities and leadership.

Build synergies with International Associations, National/ International Academic Institutions & Skilling Institutions to promote "Make in India" brand.



## Pillar 3 Sub heads

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## Pillar 3 Sub head Chairmen

Name	Designation	Company
	Members	
Mr. F R Singhvi	Chairman, Pillar-3, ACMA & JMD	Sansera Engineering Pvt. Ltd.
Mr. Sunil Arora	Co-Chairman, Pillar-3, ACMA & MD	Abilities India Pistons & Rings Ltd.
Mr. Srivats Ram	Advisor, Pillar-3 & Past President, ACMA & MD	Wheels India Ltd.
Mr. Piyush Tamboli	Design/ Engg, Pillar -3 ACMA & Chairman	Investment & Precision Castings Ltd.
Mr. A G Giridharan	Manufacturing , Pillar -3 ACMA & President	Harita Seating Systems Ltd.
Mr. Shradha Suri Marwah	HR & IR, Pillar-3 ACMA & MD	Subros Ltd.
Mr. Sanjay Labroo	YBLF, Chief Mentor & MD & CEO	Asahi India Glass Ltd.
Mr. Nitin Bahl	YBLF , Pillar-3 ACMA & CEO	Radiant Polymers Ltd.



## Pillar 3: Education / Skilling/ Training/ Mentorship

## **SME (Subject Matter Experts)**

Name	Designation	Company				
Members						
Mr. I V Rao	Design/ Engg,Pillar-3 ACMA & Executive Advisor	Maruti Suzuki India Ltd.				
Mr. Raman Kumar Sharma	Soft Skills, Pillar -3 ACMA & Director - General Affairs,	Honda Cars India Ltd.				
Mr. A K Tomar	Manufacturing , Pillar 3 ACMA & Executive Director	Maruti Suzuki India Ltd.				



## **Objectives**

Sub pillar	Objective(s)	Status
Design & Engineering	Develop capabilities for design and development of products / processes with current and for new technologies	NPD Bridge cluster launched
Manufacturing	To improve manufacturing activities of the member companies and their suppliers using concept of mfg excellence practices such as Lean, NPD.	Total business stream improvement projects offered
COE - Technical Skills	To create an infrastructure with latest facilities across Auto hubs in India.  Engage experts to create smart operators, managers	1st ACMA – Cardiff international program is planned at Sonipat & Pune
Institutional Synergies	To facilitate industry academia collaborations.  Engaging with international institutes like AOTS, GIZ for upgradations of competencies	In process
Soft skills (HR & IR)	To develop and improve manpower resources in leadership and managerial skills to promote HSE across companies.  To promote gender equality and job opportunities across all job functions.	New programs being designed ( HR Cluster )
YBLF	To create leaders with future best practices of mfg , high corporate governance and ethical management.	New programs to be finalized
Recognitions	To recognize membership's outstanding achievements various areas of operations	Award process calibration from PwC in process



## **ACMA Cluster Programs**

Led by Mr. VK Sharma



## **ACMA Regular Cluster Programs**

#### **Running programs**

**New Cluster** 

S. No	Cluster Type	-	No of participating
	,.	Projects running	companies
1	Foundation Cluster	3	14
2	Advance Cluster	3	16
3	Advance Plus	1	4
4	EEC	1	6
5	ZED	2	12
6	Yazaki ZED Program	1	7
7	LCA	1	5
8	NPD Foundation	PD Foundation 1	
9	NPD Design	1	4
10	NPD Bridge	1	4
11	LMW SCP	1	18
12	Hero HSEP	6	38
	TOTAL Cluster/ Project	22	131

1<sup>st</sup> HR Cluster in coordination with HR & IR Sub Pillar: launch is planned in Jun 2019, Enroll now



## **ACMA (Short duration) Cluster Programs**

#### **ACMA SHORT TERM PROGRAMS FOR FOCUSED & FASTER CHANGES**

Name of the program	Duration	Counselor Visits	Fees (INR) + taxes as applicable	Benefits of Program
Developing Skills for Value Analysis Management	3 months	10 visits	2 lacs	<ul> <li>Increasing focus on the aspects of product/services that satisfy customer needs better.</li> <li>The program focuses on cost reduction by eliminating functions that do not address specific advantages to satisfy customer requirements/needs.</li> <li>Highlighting the competitive advantages of the product(s) that are appreciated in the market and make it unique.</li> </ul>
Developing Skills for Initial Production management	3 months	10 visits	2 lacs	Minimising parts / component rejection during initial production phase.     Facilitate smooth handover of production line for mass production to production department.     The improved skills in IPM will improve overall productivity.
Developing Skills for Cost & Budgeting	6 months	10 visits	2 lacs	<ul> <li>Inculcate basic financial awareness in the MSME / smaller companies.</li> <li>Generation of monthly financial report (profit/loss statement), indicating financial health of company.</li> <li>Easing of budget making process (like what / how to monitor)</li> <li>Better utilization of company resources, based on available data trends.</li> </ul>
Developing Skills for Quality Circles	6 months	10 visits	2 lacs	<ul> <li>Total employee involvement in all improvement activities.</li> <li>Develop capability for structured problem-solving methodology with lasting results.</li> <li>Monetary &amp; non-monetary savings to the company.</li> </ul>
ACMA Hospital Clean Garden Green project	6 months	10 visits	2 lacs	Safe & clutter free workplace & regular waste disposal. Garden green outskirts & Shinning shop floor. Clean & joyful environment & Visibility improvement. Better inventory management. Improved air circulation and ventilation.
Storage and Logistics Cluster Program	9 months	12 visits	up to 250 crores turnover - 6 lacs more than 250 crores turnover - 10 lacs	Monitoring of stores operations through established KPIs.     Good stores layouts and maintenance of all its equipments.     Inventory Classification with minimum & maximum order setting.     Data recording for all materials (in-bound / outbound / WIP).     Designing automation by usage of Bar Code/ RFID.
New Product Management Cluster Program	12 months	12 visits	up to 250 crores turnover - 6 lacs more than 250 crores turnover - 10 lacs	Reduction in internal sample rework and resubmission levels.     First time right product. Internal cost reduction.     Improved Organizational competence & Improved customer satisfaction.     Project delivery lead time reduction.

For more details contact: Ms. Sangeeta Sharma e: sangeeta.sharma@acma.in m:+91-880284888



#### **ACMA Cluster Program**



Training at shop floor



Foundation Cluster 12 A & B Model Plant Visit at Varroc Polymers P Ltd., Gr. Noida



#### ACMA LMW QCD-2 Supplier Excellence Program Cluster Launch











#### Training on **Patents** held on 3<sup>rd</sup> April, 2019







ACMA Centre of Excellence (ACoE), ACMA Awards,
ACMA Technology Summit & EXPO, Institutional Synergies,
Complimentary Survey, Capacity Building of ACT Team,
Team Meets & IMPACT

Led by Ms. Sapana Baravkar



#### **ACMA Awards 2019**

	Table A - ACMA Awards Category				
	Award Category	ACMA Award - sub category			
Sr		Small Category	Medium Category	Large Category	Very Large Category
No	Company Group Sales Turnover : Apr 2018 to Mar 2019	Upto INR 50 Cr	> INR 50 to 150 Cr	> INR 150 to 500 Cr	> INR 500 Cr
	Application Total Marks	250	250	1000	1000
1	Excellence in Exports	Applicable	Applicable	Applicable	Applicable
1/	Excellence in New Product Design & Development	Applicable (New Product Development)	Applicable (New Product Development)	Applicable (New Product Design & Development)	Applicable (New Product Design & Development)
3	Excellence in Process Technology	Applicable	Applicable	Not Applicable	Not Applicable
4	Excellence in Manufacturing	Applicable	Applicable	Applicable	Applicable
5	Excellence in HR (Human Resource)	Applicable	Applicable	Applicable	Not Applicable
6	Excellence in Supplier Development	Not Applicable	Not Applicable	Applicable	Applicable
7	Excellence in HSE (Health, Safety & Environment)	Applicable	Applicable	Applicable	Not Applicable
ıĸ	Excellence in Inclusive growth- A Make In India Drive	Applicable	Applicable	Applicable	Applicable
	Recognition for Unique Initiative: Applicable for Company Group Corporate level only	Applicable for all sub categories- Entry thru short Nomination Form (Site Diagnosis not applicable)			

- Categories Revised
- 250 Marks application for small & medium companies
- Site Assessment fees based on Company Group Sales Turnover
- SPECIAL Recognition for UNIQUE INITIATIVE
  - No site diagnosis



#### **ACMA Awards 2019**

Award Activity	Timelines
Release of Circular	April 2019
ACMA Awards Applicant Awareness Meetings (Optional)	May 2019
Deadline for receipt of online applications along with customer / supplier feedback	30 <sup>th</sup> June 2019
Scrutiny of Applications for Site diagnosis	1st week of July 2019
Site diagnosis of the shortlisted companies	July -August, 2019
Shortlisting of applications by Industry Experts & submission of reports to the ACMA Awards Jury Panel	September 2019
Jury Meeting for selection of Awardees	October 2019
Awards ceremony in "5th ACMA Technology Summit" at Pune	25-26 November 2019

# Apply Online

Block your diary - 5th ACMA Technology Summit- 25<sup>th</sup> & 26<sup>th</sup> November 2019 at Pune





#### **ACMA Centre of Excellence, Sonipat**

Knowledge partners

1st Interaction meeting

( 27-28th Mar 2019 )









**CARDIFF UNIVERSITY (UK)** 







**UNIDO** 



IIT (DELHI)





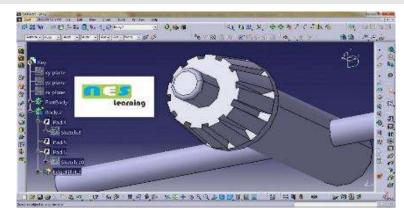
#### **ACMA Centre of Excellence, Sonipat**

**Mechatronics Lab ready** 

Design Lab getting ready (by end May 2019)

Proposed labs by Sep 2019





- Safety with Dupont
- 5 Senses
- Behavior lab



- Scanner
- 3D Printer
- 5 x 4 Workstations

ACMA Membership can use Sonipat facility for their internal programs (Nominal changes are applicable)





#### **ACMA Centre of Excellence, Sonipat**

Role of Automation in Industry 4.0

Safety & Hazzard Management

Zero Breakdowns approach through re-engineering of machines

Understanding stimulation design in CATIA and virtual testing including 3D printing

Visionary & transformational leadership

Reverse Engineering Project Based Designing

ACMA - ChuSanRen training program on Diagnosing & improving company through Japanese Way

ACMA - Cardiff Big Data Analytics by Cardiff University, UK

ACMA - Cardiff Business Profitability at Cardiff University, UK - 22nd to 26th July 2019

ACMA - AOTS Leadership Development Program at Japan - 30th Sept to 5th Oct 2019

Train the trainer - Creation of Operational Excellence Champion

Long Duration program A: Champion of ZED (3 days per month X6 months)

Long Duration program B: Champion of Mechatronics of 7 modules (3 days per month X6 months)

Long Duration program C: Champion of Design, Validation, testing (3 days per month X6 months)

#### **Training Programs:**

Short course: 3 Days

Long duration: 18 days
 (3 days per Month)

 International faculty programs : 5 Days





### Registrations Open for 7 Programs (India, UK & JAPAN)

Sr. no .	Date of Event	Name of the Program
1.	28 <sup>th</sup> to 30 <sup>th</sup> April <b>Sonipat, India</b>	Leading High Performance Organizations
2.	10th May Sonipat, India	MY ATTITUDE – MY SUCCESS in coordination with MACE
3.	20th to 24th May 2019, Sonipat, India	ACMA – Chu-San-Ren ( JAPAN ) training program on Diagnosing & improving company through Japanese Way by Japanese faculty
4.	27th to 31st May 2019  Pune, India	ACMA – Chu-San-Ren (JAPAN) training program on Diagnosing & improving company through Japanese Way by Japanese faculty
5.	23rd & 24th May 2019 Sonipat, India	Workplace Safety by ACMA Faculties trained by DuPont
6.	22nd to 26th July 2019 Cardiff, UK	ACMA – Cardiff Business Profitably Executive Education Program
7.	30th Sept to 5th Oct.  Osaka , Japan	ACMA – AOTS Leadership Development Program



#### ACMA - CDTI SPAIN R & D Collaboration\*

- Joint working on R&D projects for Indian companies
- Exchange of knowledge / techincal collaborations
- Designing joint short / long duration courses in India /
   Spain in suitable áreas like R&D, Industry 4.0, toolings
   & similar manufacturing áreas.
- Inviting faculties from various Spanish universities
- Exploring possibilities on web learning courses



CDTI- Spain's National Innovation Agency
Ministry of Science, Innovation and Universities, Spain

We request ACMA Members to inform their interest to us.

\* Under discussion



#### **ACMA – ASDC Activities**

Led by Ms. Raginee Singh



#### ACMA - ASDC Activities



- Formation of Expert Groups in ASDC 13 sub-groups like, machining, welding, casting and others covering
   75 job roles.
- Experts to contribute in defining the competencies required for a particular job role. Generally, any
   Engineer with 15 yrs. plus hands on experience can do so.
- ASDC hired E& Y for skill gap analysis.
- Agency i.e Ad Factor is on board of ASDC to handle Digital Marketing initiative
- SMEV & TMA invited by ASDC to be on ASDC's Board.
- Website: ASDC may see for bilingual Website to reach mass & to handle language barriers
- ASDC is organizing a conclave on 5th July 2019.
- Curriculum For Industry 4.0 will be developed by ASDC
- ARAI to get associated with ASDC to chalk out job roles for electric mobility.



HR & IR
Led by Ms. Ecktta



#### HR & IR

#### **Activities Organized**

Date	Activity	Status
12 <sup>th</sup> April, 2019	Sessions on Building High Performance Team & Goal	Done
	Setting	New Delhi
22 <sup>nd</sup> April, 2019	Workshop on Emerging Trends in HRM (Uttarakhand Zone)	Done
		Haridwar

#### **Forthcoming Activities**

May, 2019	Launch of 1 <sup>st</sup> ACMA HR Cluster	Planned
May / June, 2019	Launch of 5 <sup>th</sup> Compensation Survey	Planned
24 <sup>th</sup> July, 2019	8 <sup>th</sup> NR HR Conclave: Attracting Gen Y to Manufacturing Sector	Planned



#### HR & IR

Sessions on
Building High
Performance Team
& Goal Setting:
12th April, 2019













#### HR & IR

Workshop on
Emerging Trends in
HRM – Haridwar
(Uttarakhand Zone):
22nd April, 2019













# Sub-Pillar for Young Business Leaders' Forum (YBLF)

Led by Ms. Ecktta



#### **Young Business Leaders' Forum (YBLF)**

#### **Activities Organized**

Date	Activity	Status
19 <sup>th</sup> March, 2019	Being organized by Pillar 5 – Finance & Strategy	Done
	<b>Event 1:</b> Session with Mr. Nishant Arya, Executive Director, JBM Auto Ltd. on "Future of EV in India" (Pillar 5: Strategy)	Gurgaon
	Event 2: Interaction with Mr. Pradeep Singh Jauhar, MD & CEO, Jamna Auto Industries on "Roller Coaster Turn Around of Jamna Auto" (Pillar 5: Finance)	



#### **Young Business Leaders' Forum (YBLF)**

#### **Activities Organized**

Date	Activity	Status
1 <sup>st</sup> May, 2019	Being organized by Pillar 5 – Finance & Strategy	Done
	Event 1: Session with Goldratt Consulting on "Business Model Innovation" (Pillar 5: Strategy)	New Delhi
	Event 2: Session with Mr. Varun Malhotra, Lead Instructor & Founder, FLAP (Financial Literacy Awareness Program) on "Investing - The Warren Buffett Way" (Pillar 5: Finance)	



#### **Young Business Leaders' Forum (YBLF)**

### **Forthcoming Activities**

July 2019	Session by Pillar 4 - Business Development	Planned
August /	International / Learning Mission	Planned
September 2019		



#### Young Business Leaders' Forum (YBLF)

19th March, 2019

Session with

Mr. Nishant Arya,

Executive Director, JBM

Auto Ltd. on "Future of

EV in India"









#### **Young Business Leaders' Forum (YBLF)**

19<sup>th</sup> March, 2019

Interaction with Mr.

Pradeep Singh Jauhar,

MD & CEO, Jamna Auto

Industries on "Roller

Coaster Turn Around of

Jamna Auto"





#### **Young Business Leaders' Forum (YBLF)**

1<sup>st</sup> May, 2019

Session on Business Model Innovation by **Goldratt Consulting** 





#### Young Business Leaders' Forum (YBLF)

1<sup>st</sup> May, 2019

Session on "Investing The Warren Buffett Way" by Mr. Varun Malhotra, Lead Instructor & Founder, FLAP





#### Pillar 3

March 2019 to April 2019 Activities done & Forthcoming

For Pillar 3 Sub-heads and all regions (Compiled in MIS format)



#### **ACMA Regions**

Led by Ms. Yogita, Ms. Meenakshi, Mr. Ashwani & Mr. Anil

Regions	No. of Trainings/Programs
East	6
North	25
West	6
South	8





# 23<sup>rd</sup> ACMA (WR) HR Forum Meeting: 22<sup>nd</sup> March 2019 - WR









# Activities Accomplished March – April, 2019



ANNUAL REGIONAL SAFETY
CONVENTION AT BOSCH LTD, BIDADI
ON MARCH 12, 2019









# FIRST EVER TOYOTA KIRLOSKAR AUTO PARTS PVT LTD, ACMA EXPERIENTIAL AND PRACTICAL JOINT CERTIFICATION WORKSHOP ON KARAKURI 3<sup>RD</sup> & 4<sup>th</sup> BATCH

3<sup>RD</sup> BATCH - MARCH 12<sup>TH</sup> & 4<sup>TH</sup> BATCH - 9<sup>th</sup> APRIL 2019 TO 11<sup>TH</sup> APRIL 2019













TRAINING PROGRAM AND
WORKSHOP IN TAMIL ON PROBLEM
SOLVING WITH QUANTITATIVE &
QUALITATIVE DATA THROUGH 7QC
TOOLS AND NEW 7 TOOLS : APRIL 12,
2019 : ACMA OFFICE CHENNAI

















#### **FORTHCOMING EVENTS**

April 26, 2019	Quiz Program on Quality and Business	Chennai
April 26, 2019	Speech and Quiz Competition	Bangalore
May 18, 2019	1 <sup>st</sup> Zonal Poka-Yoke Competition	Chennai
May 24, 2019	1 <sup>st</sup> Regional Games Gallata	Bangalore





Six Sigma Green Belt Certification Program 6th February to 15th March 2019







Training on Cost of Poor Quality
17th April 2019, Rudrapur



First Aid Certified Training by Red Cross Society

14th & 15<sup>th</sup> March 2019: Rudrapur



Training on Change Management
17th April 2019, Rudrapur



# **Thank You**





# Pillar-4 Overseas Investment & International Alliances

# Organisation Structure of Pillar 4 : Overseas Investments & International Alliances

Head – Mr. Amit Mukherjee

Chairman – Mr. Vikrampati Singhania Co-Chairman – Mr. Pranav Kapuria

Advisor – Mr. Jayant Davar, Past President

For conference and specific events a core committee may be created consisting of members as well as other stakeholders to seek their views and inputs in framing the agenda and theme.

### **Objectives**

- Provide 360° perspective to members on inorganic growth
- To enhance knowledge of membership on Inorganic Growth and provide an understanding:
  - how to leverage such partnerships to access Technology
  - expanding footprint globally (brown field and green field) and in domestic market
- To create a mechanism/ Deal tracker to include
  - M&A, JVs/ TAs happening domestically and globally
  - Foreign investments: PE or Acquisition / Domestic investments: Greenfield or Brownfield
- Create a **Mentorship Group** (from large tier 1 companies) to **help the SMEs** for directional support (in a limited way) in to clarify doubts with respect to JVs, TA and M&As
- To organise
  - Regional workshops on how to navigate JV / TA and M&As
  - Match making Expos with automotive nations like Japan, Germany, UK, South Korea for JV/ Collaboration/ Partnership
- International associates Creating a strong global network of 'Associations of Component Manufacturers' for mutual co-operation, business development and organising a Global Summit in India as well as overseas, which could provide insights into futurist trends and a networking platform for industry leaders.

### Domestic Activities held from 20 November, 2018 until 22 April, 2019

Date	Activity	Venue
29-30 Apr'19	Meeting with Taiwan Delegation in Bangalore & Ahmedabad	Bangalore & Ahmedabad

### **Forthcoming Activities**

Date	Activity	Venue
7-8 May'19	India Automotive Industry Forum and Business Match Making Event	Nagoya, Japan
21-22 May 19	G7 Meeting "Global Suppliers Associations meeting"	Yokohama, Japan
July'19	ACMA Capital Raise (Facilitating/Preparing SMEs to raise Capital – the exercise will culminate with a fund raising event with PEs)	New Delhi
15-19 Oct'19	Business Match Making Event in South Korea (coinciding with KOAA Show)	South Korea
30 Sept-4 Oct'19	ACMA CEOs' Investment Mission to USA & Mexico	USA
6-7 Feb'20	Global SME Technology Partnership Meet	New Delhi

### **ACMA Capital Raise**

We have announced the ACMA Capital Raise to members. As you are aware, we have joined hands with PwC for this unique initiative – to facilitate small/ mid-sized companies in attracting inward investments.

Individual letters from Chairman have been issued to over 100 companies selected on the basis of their turnover (between 100 cr to 500 cr). Additionally a letter to senior members have also been sent encouraging their Tier 2/3 suppliers to join.

The YBLF group has also been updated about the initiative.

One-on-one phone calls to members will be required to apprise them about the event and clear certain doubts.

An FAQ document has been prepared answering some common doubts and clarifications which can be sent to members.

#### Responses from initial follow up:

https://docs.google.com/spreadsheets/d/1viGYhtNkD4ZHIMSNqBwyyuAQhoYVfuV1IdIh22nEYS0/edit?usp=sharing

### **ACMA Mentor Group**

We have received a good response for the ACMA Mentor Group which will work towards providing advice and guidance to SME companies wanting to enter strategic alliances. A communication to this effect has also been issued to all members.

The group is divided into the following 4 areas:

Joint Venture: 12 Mentors

Technical Alliance/ Partnership: 6 Mentors

Overseas Acquisition: 8 Mentors

Domestic Acquisition: 4 Mentors

# Thank you



### **Social Media Report**

(1st Mar - 24th Apr)



# Traditional Media Coverage









# Traditional Media Coverage



enhanced sourcing of components by global auto glants.

with the any requestion, so move paint leave been a monage for the Indian comparent industry since long. The new soundard serion will also only important rate in select mobility, India sees the highest number of destrict chief to mad accidents. Plantastumber that the made accidents.



#### **ACMA Automechanika puts up grand show**

### Aftermarket gets a huge fillip

BRINGING the latest aftermarket advancements from 16 countries, the fourth edition of ACMA Automechanika had a successful run at Pragati Maidan in New Delhi from February 14 to 17.

The mega event, which saw 515 exhibitors and 13.267 aftermarket professionals and trade visitors, was inaugurated by Mrs Leena Nandan. Additional Secretary in the Ministry of Road Transport and Highways.

Besides the senior Government official, the leading tradeshow for premium auto components and solutions for the automotive aftermarket was inaugurated by distinguished members from the industry. Prominent among



At the inauguration ceremony of ACMA Automechanika seen amongst others are Mesars Deepak Jain, Vice-President, ACMA, Olaf Musshoff, Director, Messe Frankfurt Exhibition, Ram Venkataramani, President, ACMA and Michael Dehn, General Manager, Messe Frankfurt Trade Fairs India.



them were: Mr Ram Venkataramani. President, ACMA: Mr Olaf Musshof. Director Automochanika Frankfurt Messe Frankfurt Exhibition GmbH; Mr safety with the on-going exhibition. Deenak Jain. Vice-President. ACMA: The Government is concerned on the Mr Vinnie Mehta, Director General, Dehn, General Manager - Sales &

aftermarket industry. It is overwhelm ing to witness that the organisers have brought an underlining message on number of road accidents and has initi-ACMA:Mr Gautam Khanduja, Manag- ated a three 'E' Safety Policy primarily ing Director, Mnasons and Mr Michael including Engineering, Education and Enforcement. The Government is also



### Overview

- The organic reach and engagement have been decent. 'ACMA Automechanika New Delhi' and 'ACMA Conference on Finance' updates garnered good engagement
- Our mix of event updates and topical posts were well received by the TG, and the number of post engagement increased in this period
- Facebook page likes grew to 4,859
- Twitter followers grew to 3,177
- LinkedIn has shown good organic growth as total follower count reached 803



# Facebook



# Page Likes

#### 15 Feb – 15 Apr

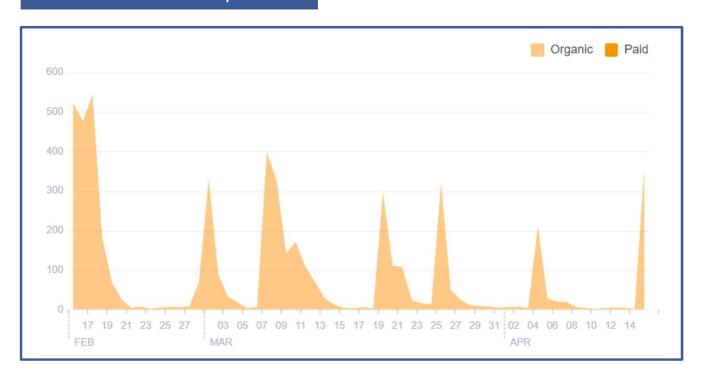


Total Page Likes: 4,859 New page likes: 42



# Page Performance

#### 15 Feb – 15 Apr



Total **impressions**: 19,204 Total **organic** reach: 7,814

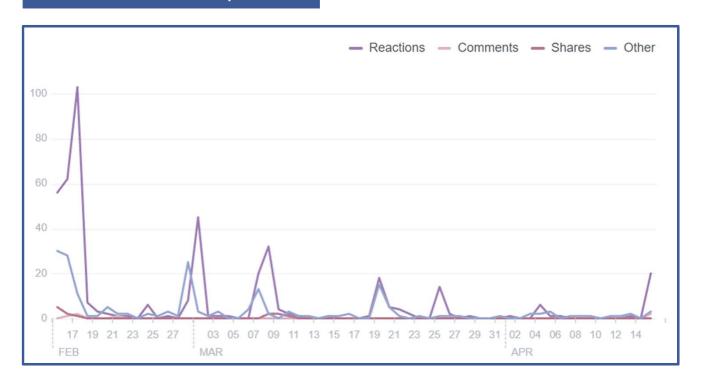
Total paid reach: N/A (No paid ads are run during this period)

Total **engaged** users: 960



### Likes, Comments & Shares

#### 15 Feb – 15 Apr



Number of posts: 31

Total likes, comments & shares: 422

Total Post Impressions: 12,905

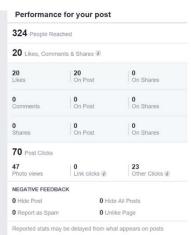


# **Top Posts**





Like Page \*\*\*

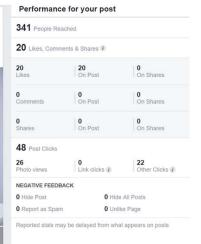




401 People Reached

16 Likes, Comments & Shares ®

ACMA India



Like Page \*\*\*



Published by Shubhendu ACMA BM [?] - 17 February - @

ACMA India

ACMA



Link clicks @

NEGATIVE FEEDBACK



Published by Shubh webeeadmin [7] - 25 March at 14:55

The 3rd Batch of Toyota Kirloskar Auto Parts Pvt Ltd -#ACMA Experiential

Ine 3rd Batch of Toyota Kirloskar Auto Parts PVI Ltd -#ALMA Experient and Practical Joint Certification Workshop on Karakun' was held in Bangalore from 12th March 2019 to 14th March 2019. The participants found the workshop well-structured, and useful for executing low-cost







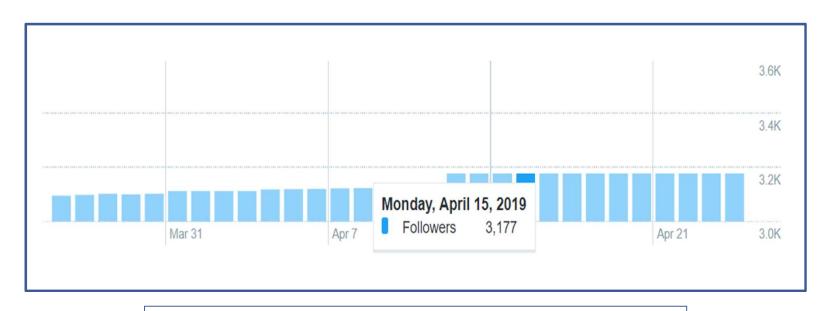
Other Clicks



# **Twitter**



## **Followers**



### Current follower audience size is 3,177

- That's 82 more than the same time 30 days ago
- We gained around 3 new followers per day



## **Impressions**

#### 15 Feb – 15 Apr



The tweets received 1.4k impressions per day and overall 84.2k impressions in 60 day period which is great.



# **Engagement Analytics**



We received a good number of likes and retweets especially during ACMA Automechanika New Delhi and ACMA Conference on Finance



# **Top Tweets**





"We have exciting times ahead of us with the influx of autonomous vehicles, electrification, mobility, IoT" -Mr. Anshu Kapoor, Country Head, @EdelweissFin at #ACMA (NR) Conference on Finance – Financial **Engineering for Business** Growth



12:12 PM - 8 Mar 2019

6 Retweets 10 Likes 17 6



It's a wrap! Thank you all exhibitors, visitors and the teams behind making #ACMAAutomechanika2019 a big success! We look forward to meeting you all in 2021. #ThankYou #SeeYouSoon



6:30 PM - 17 Feb 2019

8 Retweets 25 Likes









Networking continues in polo grounds as the brand heads take a shot at Golf during ACMA @apollotyres Golf Tournament. #ACMAAutomechanika2019



12:30 PM - 17 Feb 2019 from New Delhi, India











## Twitter mentions are increasing



AutoParts Asia @AutoParts Asia - Feb 18







ASDC @SkillsASDC - Feb 26

"Everybody is concerned about the skill gap which is going to come up in the EV industry, both in terms of manufacturing, sales and after sales." - @nikunjsanghi, Chairman, ASDC at the @ETAuto #ETAUTOEVC @NSDCINDIA @MSDESkillIndia @siamindia @ACMAIndia @FADA\_India @arindamI



Moments form mechanic training activity at ACMA Safer Drives. We are committed to build a safer ecosystem by training people and educating them about #RoadSafety @ACMAIndia @Automechanikaln #ACMAAutomechanika2019 #Hella #HellaIndia



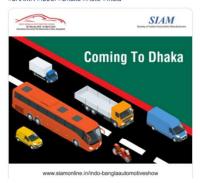
AA Automechanika, Ramashankar Pandey and 4 others

Indo-Bangla Auto Show @SIAMDhakaAutosh · Feb 21 Auto majors from India are going to showcase their latest product offerings at

Indo-Bangla Automotive Show 2019. Be there...

For more details click on: siamonline.in/indo-banglaaut...

@siamindia #IndoBanglaAutoShow @ACMAIndia @atmaindia\_org #BMAMA #BAAMA #IBBCI #Dhaka #Auto #India









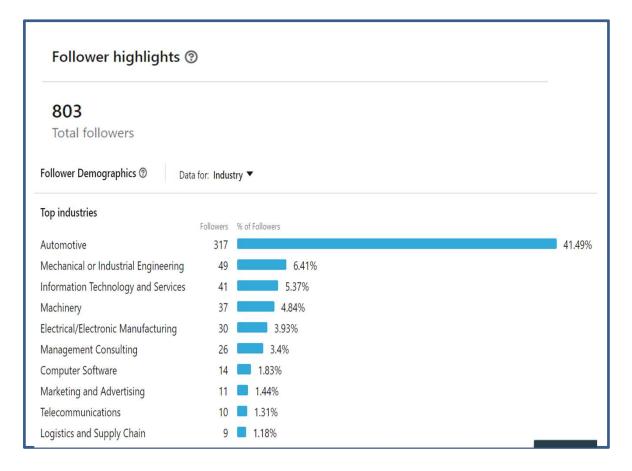
@pandeyrs, Managing Director, @HellaIndialAM addresses the audience on how #RoadSafety can be reduced through innovative solutions and #technology at @ACMAIndia @Automechanikaln in Delhi #ACIMagazine



# LinkedIn



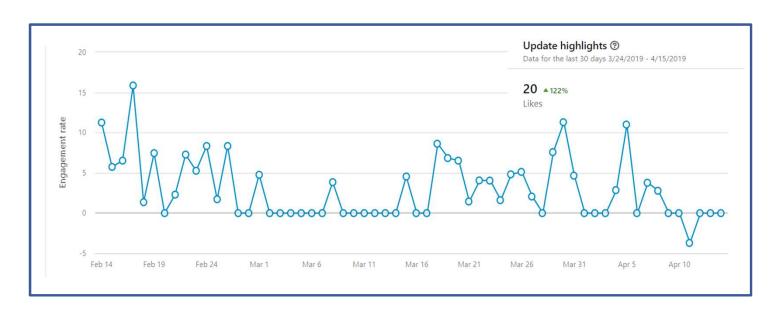
### **Followers**



Total follower count grew to **803.** Over 40% of our current audience is from the automotive industry which is our TG. The rest 60% is from the industries relevant to ACMA.



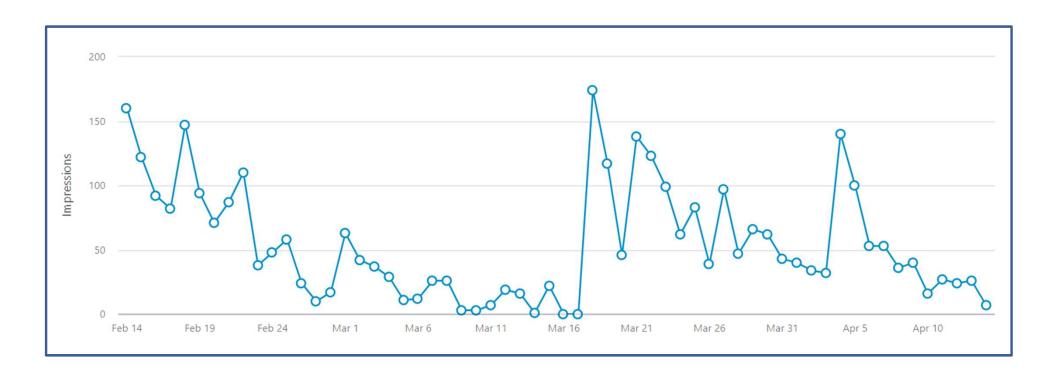
# **Engagement Analytics**



There is good growth in organic engagement, in terms of likes and follows.



### **Post Performance**



Post impressions have remained constant with some spikes during ACMA Automechanika New Delhi and conference updates.



# **Top Posts**



**#ACMA** is pleased to announce its participation at **#Automechanikalstanbul** being held from 4-7 April 2019. Visit the India Pavilion at hall no. 3 and explore the latest aftermarket products and innovations on display by the Indian exhibitors.









# Thank You

