

<sup>(</sup>For private circulation)

## **Anand Group** announces technical alliance with Mazaro and FAR for innovative solutions



ANAND Group has announced a partnership with MAZARO, Belgium, a pioneer in innovative transmissions designs, for revolutionary transmissions. The Mazaro collaboration will focus on bringing out innovative solutions suited for reducing emissions. The technology has the potential to reduce consumption of energy in ICE and EVs by up to 18%. The collaboration would positively impact four wheelers used for last mile connectivity, Intracity transportation of people and goods, across segments, in off-highway applications like forklifts and generating sets.

"At ANAND, Innovation and

Excellence in Manufacturing are perfectly integrated in the activities of engineering and production processes. It meets expectations of global automotive industry in delivering advanced NextGen products to OEMs. It's relationships with various Technology Partners are all long-term and gives Mazaro confidence of a fruitful co-operation. I believe that the combination of ANAND's capabilities with Mazaro's innovative technology is the right way to provide revolutionary solutions to Indian Transportation sector to meet requirements of wide variety of potential applications, both in Electric and ICE Vehicles" said Ir. Filip de Maziere – Promoter Director at Mazaro, Belgium.

Anjali Singh, Executive Chairperson of ANAND Group, said: "ANAND Group is sensitive to the current environmental challenges and is committed towards making the world a greener place to live. It is also our continuous endeavour to partner with the best in the world and bring in pioneering technology to cater to the Indian OEMs. The collaboration with Mazaro is in line with the key ethos of ANAND Group vision, to create value sustainably through the pursuit of excellence. I am confident that this association will successfully evolve to create efficient transmission systems for the Indian automotive industry"

Sunil Kaul, Group President, Innovation & Technology and Excellence in Manufacturing, reiterated: "There is an urgent need within the automotive industry to improve the overall efficiency of the vehicle. ANAND Group's approach is to look at all aspects in a vehicle that can impact fuel efficiency, lightweight and transmission losses and develop innovative solutions that ultimately help in reducing carbon footprint"

### FAR partnership

The ANAND Group and FAR collaboration will focus on bringing out innovative solutions suited for reducing emissions. The product has the potential for light-weighting in vehicles by almost 50%, with strength matching that of high strength alloy steel at the weight of aluminum. The collaboration has potential to positively impact vehicles used in last mile connectivity, intracity transportation of people and goods across segments of two, three and four wheelers for



a variety of applications.

Light-weighting of automobiles is critical for reducing fuel consumption and emissions, thus creating an opportunity for using smaller engines. FAR has been pioneering in design and manufacture of lightweight structural composite solutions. This partnership will explore and create first-to-the-world applications in the automotive sector, unique to India. The goal is to use Carbon Fiber judiciously and efficiently in the composite, which would be engineered for structural strength, deploying innovative manufacturing methods to cater to low and medium volume requirements, in the Indian context.

"FAR has been looking for the right partner to work with in India. We know that making vehicles lighter will help reduce emissions and we see great opportunities for these types of improvements in the vibrant Indian market. We are delighted to have found ANAND. Their experience and wisdom will help us work together to make India vehicles lighter and cleaner" said Mr. Lyndon Sanders – Co-Founder & Director at FAR of UK.

### NBC to invest Rs. 350 crores for capacity expansion over next three years



Kinex Bearings, NBC is now offering best-in-class and technologically advanced products which will also be Industry 4.0 compatible. The complementary nature of both the partners will help us enhance our customer reach and widen our product range. applications that require smaller inertial force. The impressive display of our advanced technology product range comprises smart, BS-VI-ready and EV bearings. We are developing a bearing wherein the structure of the steel that interacts with the surface is altered with special heat treatment which bestows the bearing better life with an ability to withstand higher load and contaminated conditions. Expectations from the show The Auto Expo is a serious business show and we are positive that our existing and potential customers too will benefit from the extensive R&D that we are focused on. Our efforts in moving towards Industry 4.0 are being appreciated because we are not only connecting the manufacturing plant but are also working towards easing the pressure on the workers on the shop floor.

Leading bearing maker NBC Bearings, a brand of National Engineering Industries Limited (NEIL), plans to invest to the tune of Rs. 350 crores over the next three years in a bid to expand its footprints. Rohit Saboo, CEO & MD, NEIL, shares details in an exclusive interaction. Focus at Auto Expo 2020 Our focus at this year's Auto Expo is to expand our product portfolio to be able to serve our customers better. Following our recent acquisition of the Slovakia-based Products and technologies launched

We plan to make an investment of close to Rs. 350 crores towards capacity expansion, most of which would be for the automotive sector. Here at the expo, we have launched our needle-roller bearings as part of our comprehensive range of bearings in technical collaboration with NTN of Japan. The needle roller bearings are smaller in size than the regular ones and are known for their greater load carrying capacity. Their compact design is useful for

### Collect your copy of MOTORINDIA Auto Expo Special Editions Visit our stalls: Hall - 11 Stall - 134 Hall - 11 Stall - 134



## "Auto Expo 2020 is the most positive sign for the industry right now" – ACMA President

Auto Expo 2020 has got off to a fantastic start. We caught up with Deepak Jain, ACMA President, on the sidelines of the vibrant congregation of Indian and global auto suppliers.

### What are your observations about this edition of Auto Expo?

This is the 15th edition of the Auto Expo – Components show and this year is very unique because obviously globally there is a future mobility landscape and we have made a theme called 'Technovation' because the component industry believes that technology and innovation are the two things that will help us build future competitiveness. We have a 'Technovation' pavilion that brings in the ecosystem of the traditional component manufacturers, start-ups and future technology products and we would like to showcase to our customers domestically and globally how we are able to make in India and how ready we are. We are also at a very opportune time because BS-VI is around the corner,





so the industry is also showcasing the investments they have put in for BS-VI and how we are able to deliver solutions for future mobility.

The much-awaited 2020 decade is here. Do you see this expo setting the tone for the rest of the decade ahead?

The future trends of mobility are very clear. India will have to adapt and adopt these future trends in a very different way. This is going to be a decade of transformation and with it, the component industry in India is extremely excited to not see this as a disruption but see it more as an opportunity. I think the entrepreneurial spirit that is prevalent in the Indian auto component space is looking forward to making the most of these new opportunities, be it digital, xEV, Industry 4.0, machine learning, etc; there is a massive transformation in manufacturing and also in product technology.

### Do you see any positive signs in the industry situation?

The most positive sign we see is this Auto Expo. It is truly showing the resilience of the component industry in India. We are occupying more than 30 per cent more floor space in this edition of the show compared to last time. Even in a downturn year, companies have shown solidarity and have come together to showcase what they can do. This is a show not of today but of the future. We want to invite all our customers to come and see how the component industry in India is shaping up.

## ACMA 'Safer Drives' Pavilion: A long mile story!





## temperature rises above recommended settings. PUNCTURE ALERT

HIGH TEMPERATURE ALERT High temperature beep alert when Tyre

Low or too High.



Fast leak facility alert ahead of Tyre puncture.



DEALERSHIP ENQUIRIES SOLICITED

Prevents accidents due to Tyre Burst & improper Air Pressure

### **SAVE MORE**



**30%** Increase in tyre life



**4%** Savings in fuel cost

MANATEC

C-22 & 23, Industrial Estate, Thattanchavady, Puducherry - 605 009, INDIA. Phone : 0413 2232900, Mobile : **97901 36363** for Business enquiries, email : sales@manatec.in / tpms@manatec.in In the tradition of ACMA promoting road safety in every initiative they indulge in, the Auto Expo 2020 - Components was no exception. 'Safer Drives' is an umbrella program under ACMA where all its members and other stakeholders of the industry are actively involved in creating awareness among the masses on the importance of road safety, by highlighting the role of latest technologies and solutions in making our vehicles and roads safer.

At this year's expo, the 'Safer Drives' pavilion showcases a slew of aftermarket safety solutions by leading brands including JK Tyre's TREEL smart tyre sensor, Hella's comprehensive range of lighting solutions, Monroe shock absorber and coil springs, telematics-based products, and so on. The organisers are determined that continued awareness campaigns will go a long way in creating safety awareness among the road users and public at large.



### Mansons launches 'Red Dot' high temperature NVH components

Mansons International, supplier of a range of components for the truck and trailer space, has launched a slew of products for commercial vehicles, keeping in mind the upcoming BS-VI norms. Gautam Khanduja, President, Mansons International, shares details and also gives us his perspective on BS-VI in a free-wheeling interview.

### Focus at Auto Expo 2020

We have a slew of product launches for the new generation BS-VI vehicles. As we have been developing a large range of products for the domestic



market, range expansion is a key showcase for us at the event.

### Products and technologies showcased

We are launching our new range of 'Red Dot' high temperature NVH components for BS-VI vehicles – this series of NVH mounts have been in development and testing for the last 18 months. We believe they are a service game-changer and are excited to bring this phenomenal product to market at the Auto Expo. **Expectations from the show** 

The market volatility and uncertainty remain and seem to be the theme of business these days. People need to meet in times of uncertainty as there is comfort in conference! Having the right space for consumers to meet suppliers is critical for market sentiment. The road transport industry, whilst not robust, has grown and continues to play its vital role in our lives. The replacement market has always been tough, yes some years are softer than others but the demand is there – with our new roads and this present government's resolve to keep improving connectivity and drive time between cities and states, it is more and more important for healthy vehicle maintenance resulting in consumption of spares.

The tough market conditions are forcing fleets and vehicle owners to optimize vehicle road time – the

## Varroc demonstrates tech capabilities



Light-weighting, e-mobility, telematics and sustainability – these are the four pillars of the Varroc pavilion where the supplier is presenting the 'future of mobility'. Arjun Jain, President, Electrical-Electronics Business, Varroc, explains about his company's presence at Auto Expo 2020. **Focus at Auto Expo 2020** 

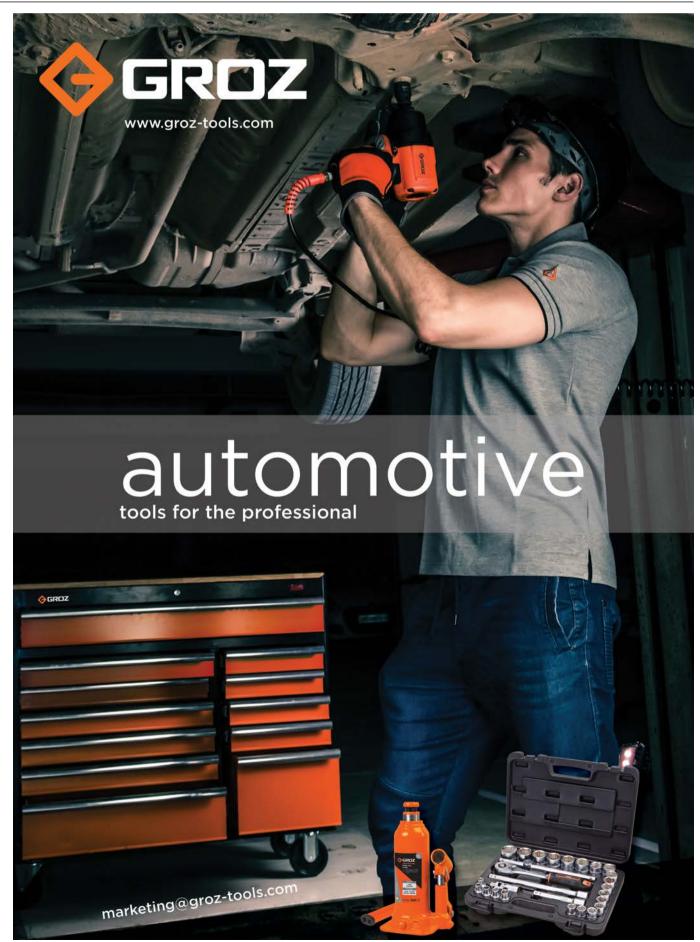
At Varroc, we understand that the automotive industry is at the cusp of a disruptive

change, the biggest it has seen in a long time. At this Auto Expo, we want to demonstrate that we are ready for it. **Products and technologies showcased** 

The definition of mobility as we know it is changing and there is uncertainty in the market. Our engineering teams across our four businesses are continuously designing and developing technologies that serve the present and future needs of mobility. At this Auto Expo, we are displaying solutions for electric vehicles such as traction motor, controller and DC-DC converter, car headlamps with ADAS technologies for safer vehicles, telematics solutions for connected vehicle, and sustainable solutions such as the headlamp housing which we have developed out of waste coffee chaff. Most of these products are new launches for the Indian market. We are also showcasing our light-weighting solutions from our metallic and polymer business which Varroc has pioneered for last three decades.

Our motive is to drive growth by leveraging automotive trends that will remain constant such as the desire to be greener, safer, smarter and more connected. We are practically highlighting some of these automotive trends by integrating our technologies and manufacturing capabilities with three demonstration vehicles at our stall - a car, an IC engine bike and an electric scooter.





need for quality spares has grown. As a late entrant to the market we are now moving from conquest business to developing our own niche in the market - this is year six for us and we are now working with our established dealers to strengthen our position in the Industry.

#### **BS-VI Impact**

BS-VI is a necessity in today's warming world – the Earth is in a climatic crisis and whatever little we can do will help! As for the market, we need to make our consumers realize the long-term benefits – however for the little man, it's perhaps too much introspection!

Next FY is going to be riddled with uncertainty. We for one have planned for an extremely modest year ahead. If the Finance Minister can infuse those SOP's she has talked about, we may just see a better second half of FY 2020.



### **Endurance Technologies** offering complete solutions



Being the largest aluminium die-casting manufacturer in India and a leading supplier of components catering to wide range of product segments, Endurance Technologies is making its presence felt at Auto Expo 2020 -Components. A billion-dollar company with 17 manufacturing plants in India and 5 facilities abroad, Endurance's primary aim of partici-

pating at the expo is to promote its manufacturing prowess and complete range of solutions offered in suspension, braking and transmission systems.

Rejoiced at the immense response from visitors at the expo, Biswajit Choudhury, President - Aftermarket

and Exports, Endurance Technologies, said: "Our objective is to meet our key clientele, which includes all leading domestic and international automakers operating in passenger, commercial, two-wheeler and three-wheeler vehicle segments". He added that his company is among the top two auto component manufacturers, in terms of size, for two and three wheelers in the country.

About 95 per cent of the company's total turnover stems from OEM businesses, while the rest is from the domestic aftermarket. "Of course, there is hardly any aftermarket business in aluminium die-casting, which still remains our core area of expertise. As far as proprietary products are concerned, we supply both to OEMs and aftermarket. Our vision is to be a complete solution provider from design to aftermarket service", noted Choudhury.



### MAHLE develops IPM motor for small electric vehicles in India

MAHLE, a global supplier and development partner to the automotive industry, has introduced a low voltage IPM Motor designed to operate on a variety of small vehicles, especially electric 2 and 3 wheelers. MAHLE recently increased its stake in its former 50-50 Joint Venture MAHLE Electric Drives India (MEDI) to 90 per cent. MEDI is the developer and supplier of various e-mobility products.

Mr. Raj Kalra, President, MAHLE India, said: "Sensing the opportunities in

the electric vehicle market in India we have planned local production of electric drive systems here. The IPM Motors for example are greener products for the two wheeler industry. They show 93 per cent system efficiency, are low on EMC emissions and are resistant to on-road environmental conditions."

Mr. Martin Wellhoeffler, Corporate Executive Vice President Sales and Application Engineering at MAHLE said: "We are BS VI ready and well prepared for future mobility with our dual company strategy. We are developing new solutions in the field of electric mobility. At the same time we're improving the internal combustion engine. This will allow us a smooth transition in a world with a



changing mobility".

MAHLE has diversified its business to cater to all segments in the industry - 2-wheelers, 3-wheelers, light vehicles, medium or heavy-duty commercial vehicles and off-road vehicles. It has started increasing its footprint in the segment of e-mobility aggressively during the last years by localizing mechatronics products as well as power electronics.

Mr. Wellhoeffler further added: "MAHLE has been a regular exhibitor in Auto Expo. Not only does this indicate how important the Indian market is for MAHLE, but it also reflects on MAHLE's commitment towards its customers in India."

### **BUSINESS DELEGATION TO COLOMBIA & PERU**

As a catalyst in building Brand India worldwide, the Confederation of Indian Industry (CII), in partnership with the Ministry of Commerce and Industry, Government of India, is organizing a multisectoral Business Delegation of 30 companies to Bogota, Colombia and Lima, Peru from 23 – 27 March 2020.

The Latin American region is fast emerging as one of the major growth engines of the world. India's growing presence on the continent is mainly showcased by economic ties that have grown manifold in the recent few decades and have entered a new phase of partnership, moving from a trade-based relationship to one of joint ventures, investments and exploring new areas of collaboration projects. Both regions are assiduously working to overcome limitations posed by geographical distance and to build mutually rewarding bilateral partnerships that exemplify South-South Cooperation.

Latin America has also started paying more attention to India, given its aim of diversifying its trade basket and many countries in the region want to leverage India's technological know-how and partner on similar fields and they see India as a non-threatening trade partner in the long term. The Pacific Alliance is one such trade bloc, of which India is an Observer Member, and is currently the sixth largest economy in the world as a group and eighth export force.

## **LUMAX** 'Driving the future' at Auto Expo 2020

Lumax Auto Technologies, part of the DK Jain Group, is a leading home-grown automobile lighting solutions provider for four wheelers, two wheelers and commercial vehicles in India and many global markets. Anmol Jain, Managing Director, Lumax Auto Technologies, outlines the company's theme for Auto Expo 2020 and the diverse range of products and solutions it is showcasing, not limited just to the lighting space.

Focus at Auto Expo 2020

We are unveiling our products and services to existing and pro-



and we could connect with existing and prospective customers, understand their requirements to offer best-in-class innovative and future technologies.

### **BS-VI Impact**

The Indian auto industry is on the threshold of a revolution. Companies are gearing up like never before to embrace this technological transformation. Every company is striving to offer products and services compatible with the BS-VI guidelines. New concepts like connected vehicles and EVs will gain immense momentum. We at Lumax are well

CII therefore aims to increase the profile of India in both the Pacific Alliance nations, Colombia and Peru, and provide a continuous platform for local businesspersons and entrepreneurs from the region to interact with a large and enthusiastic Indian delegation from a multitude of backgrounds. CII believes that this partnership, that encompasses all its individual stakeholders, would provide the necessary impetus to bring together important actors and help shape the future of India-LAC relations.

Automotive and Auto components are two main focus areas of the delegation.

### **VISIT HIGHLIGHTS:**

Buyer Seller Meet

- Interaction with Ambassadors of India/Select Government Officials
- Interaction with National Chambers of Commerce
- Industry Visits and Sightseeing
- Networking Lunches

#### For more information, please contact:

Aravind Krishnan, T: +91 11 2462 9994-7 Ext. 468 E: aravind.krishnan@cii.in Paridhi Pardeshi, T: +91 11 2462 9994-7 Ext. 472 E: paridhi.pardeshi@cii.in

spective customers, holding meaningful business dialogues and building new partnerships at the show. The Auto Expo is a good opportunity for creating brand recall and build a corporate brand.

#### Products and technologies showcased

Showcasing our technology-driven products under the theme 'Driving the future' we are displaying our market-dominating products in automotive lighting and driveline products as full system suppliers. We are also displaying new products in collaboration with our existing and new global partners to be unveiled in the space of power electronics, telematics, electric mobility, emission sensors, lightweight plastics and advanced mechatronics. Expectations from the show

Lumax believes that Auto Expo is the best platform in India to present products in the component segment. Being a focused B2B show, we are confident that the OEMs will actively participate

#### geared for the future.

The auto industry in India is going through a prolonged downturn where all segments of mobility have witnessed a downturn for the first time. The business has seen a dip but we see an improvement, and this quarter has been better. The worst-hit has been the CV segment, while the passenger vehicles are showing signs of recovery and two-wheelers are better.

We are confident that the recovery will start post H2 in 2020. H1 will be impacted due to the upcoming BS-VI transition post April 2020.

We at Lumax look at this slowdown as an opportunity to become more efficient in our operations, focus on R&D and technology self-reliance by leveraging our global partnerships and invest in people development.



## **Eye-catchers from the Expo**



















## Brembo presents new family of Bybre brake calipers

Brembo, a global leader in design and manufacture of braking systems for passenger cars, two-wheelers and commercial vehicles, is presenting a new family of brake calipers for two-wheelers for the Indian market under its 'Bybre' brand which is celebrating 10 years of existence this year. Enhanced through innovation and tradition, the new brake calipers come with a completely renewed style born out of careful design study.

India, the most important motorcycle market in the world, is in fact mature for a range of specifically designed products, in which the refined shapes, energetic and clear lines express strength and solidity, tangible elements of the performance and technological component of the Bybre product family.

The new two piston and single piston floating calipers, with diameter of 2x26 mm, are characterized by the unmistakable arrow set in the B of Bybre, which becomes the distinctive element and makes the new family of brake calipers unique, while also emphasizing the technical quality. Both calipers are available in various diameters.

A technical feature of the new calipers is the possibility to choose between improved ventilation (leaving the opening of the bridge free for air flow) and aesthetic customization using the canopy available in different colors.

The Bybre family of calipers, in addition to the two presented at the show, and the single piston caliper with 32 mm or 34 mm diameter floating caliper already in the range, will soon be enriched with a new radial 4-piston caliper, also revised in aesthetics.

The new products are aimed at supporting the path of Indian motorcycle evolution, with



greater attention to design, appealing to a growing number of riders in India who are looking for the motorcycle not only as a means of transport but also as a status symbol.

## **ADVIK Group** showcases full product EV component suite

ADVIK Hi-Tech, leading global automotive component manufacturer, is showcasing its latest range of products at the show, notably its full-product EV component suite that includes battery, Battery Management System (BMS), motor and motor controller along with brake system.

Speaking on the occasion, Aditya Bhartia, Managing Director, ADVIK Group of Companies, said: "Technological innovations and stringent emission regulations have led electric vehicles to acquire centre-stage in the global automotive industry. As traditional fossil-fueled OEMs increasingly move towards manufacturing EVs, the competitive advantage will shift to the field of battery packs. Our product line up is well positioned to help our customers stay ahead in the growing EV ecosystem and underscores our commitment to developing best-in-class clean mobility solutions."

From 2021, phased in from 2020, the EU will introduce



the world's most stringent vehicle emissions regulations, limiting each automaker's fleet-wide average CO2 emissions by around 27 per cent, from 130 g CO2/km to 95 g CO2/km.

ADVIK Group is showcasing its latest offering of variable displacement oil pump developed in partnership with SHW Automotive, Germany. As OEMs increasingly explore improvements in the engine system to reduce emissions, the variable displacement oil pump is expected to form a critical component of this value chain.

As India leapfrogs from BS-IV to BS-VI, the company is presenting its latest line up of BS-VI product line including throttle body, electric purge valve, electric secondary air injection, oxygen sensor, fuel delivery module, electric fuel pump and new development for electric vacuum pump and electric water pump.

# **Government of Andhra Pradesh** commits to support automotive and ancillary industries



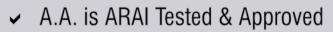
On the second day of the Auto Expo 2020 - Components, Goutham Reddy, Minister for Industries & Commerce and Infor-

mation Technology, Government of Andhra Pradesh, attended the show to inaugurate the Andhra Pradesh Pavilion. At the pavilion inauguration, Reddy said: "I would want to congratulate ACMA, CII and SIAM for organizing such an extravagant show of international repute. The Government of Andhra Pradesh would like to extend its full support support to ACMA, CII and SIAM in the years to come. We also invite the component industry to put more ancillary units and become a partner in the development of the state. We would extend all necessary assitance to develop a vibrant automotive value chain ecosystem in the state."

The Government of Andhra Pradesh firmly stands to support the automobile, auto components and EV ecosystem in the state through pro-active administration, stable policy and capable human resource.

## A COMPLETE SOLUTION FOR THE TRAILER INDUSTRY





- A.A. Trailers provide all safety features as per CMVR CMVR & AIS 113 ~
- All electrical system components as per AIS 012 & AIS 008 ~
- Rear marker and side reflectors as per AIS090 ~
- Mudguards & spray supression system as per AIS: 013 ~
- SUPD side under run protection device as per IS:14812
- RUPD rear under run protection device as per IS: 14682



TATA

### A. A. TRAILERS PVT. LTD.

Office: Shree Nand Dham, 312, Plot No-59, Sector-11, CBD Belapur, Navi Mumbai - 400614

#### Manufacturing Facilities

- Mumbai Plant: At & Post: Ajivali Gaon, Mumbai Poona Highway (NH-4), Taluka Panvel, Dist: Raigad, Pin 410220, Maharastra, India.
- Pune Plant: Gate No: 459, Village Kuruli, Taluka Khed, Dist: Pune
- Faridabad Plant: 38 Mile Stone, Mathura Road, Village: Jharsaintly Ballabgarh, Faridabad, Haryana, 121004

For Sales Enquiries, Please Contact Us: +91 8888402000 / +91 9011015808 / +91 7039079609 Email: sales@aatrailers.in www.aatrailers.in





## SAFETY IS YOUR RIGHT







6 0 0 0 0







### DH Lighting India Pvt. Ltd.

B-90/E, Type B, HSIIDC Industrial Estate, Sector-31, Faridabad - 121001, INDIA Email: dhindia@doohee.com. Website: doohee.com



