

The 7th
Edition



Confederation of Indian Industry

STEER YOUR AUTOMOTIVE BUSINESS



Aftermarket  Services  Care  Maintenance  Vehicle



A Focused Exhibition on Automotive Care
Maintenance, Service Parts & Garage Equipments

18 - 20 NOVEMBER 2016, CHENNAI TRADE CENTRE, CHENNAI, INDIA

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POST EVENT REPORT

POST EVENT REPORT OF AUTOSERVE 2016

The 7th edition of Autoserve was held from **18th to 20th November, 2016** at Chennai Trade Centre, Chennai, India. As in the past editions Autoserve 2016 has received a positive response from the exhibitors and visitors & was appreciated by the industry as an excellent platform for automobile aftermarket industry. Hon'ble Minister for School Education, Sports & Youth Welfare, Government of Tamil Nadu Thru K Pandiarajan, while inaugurating the CII Auto Serve 2016, said. **“Digitization and skilling are pivotal for the growth of Automotive Aftermarket sector”**.



The Event was chaired by Mr R Dinesh, Chairman, Autoserve 2016 & Joint Managing Director, T V Sundaram Iyengar & Sons Pvt Ltd.

CII through Autoserve forum has been playing a vital role in developing and providing a ready to use marketing and educational platform for the growing automotive aftermarket business in India.

Autoserve 2016 had exhibitors from complete segment of automobile aftermarket industry representing Automotive Care, Maintenance, Services, Parts & Garage Equipment's.

Highlights of Autoseve 2016

- 3 Day Exhibition spread over 4000sqm with 110 Exhibitors
- 1 Day Conference on “Growth Opportunities in Aftermarket Services through IT Integration” with (500 delegates)
- 4000+ Business Visitors & Trade Visitors
- International Pavilion from Japan
- 15 New Product Launches and B2B Meetings
- Frost & Sullivan – Report on “New Business Models Driving Automotive Aftermarket in India – IT Integration Leading the Way”.
- 22 Sectorial associations supported the event.



Report released by Frost & Sullivan

The inaugural ceremony also witnessed the launch of CII Report on “New Business Models Driving Automotive Aftermarket in India – IT Integration Leading the Way”.

Prospect of MSME at the event

We had participation of five MSME companies at the event and many visitors from MSME segment who visited were from Auto components industry, fleet operators and garage owner etc.

The event highlighted the various growth opportunities of the automotive aftermarket, latest trends and challenges in the aftermarket industry.

SNAPSHOTS OF AUTOSERVE 2016





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AUTOSERVE 2016 EXHIBITORS LIST

- ABSORTECH INDIA PRIVATE LIMITED
- AIRTEK-COMPRESSORS
- AMRL HI TECH CITY LIMITED
- AMSHUHU ITECH SOLUTION PVT LTD
- ANABOND LIMITED
- APPLE ENERGY PRIVATE LIMITED
- ATLANTIC LUBRICANTS & SPECIALTIES PRIVATE LIMITED
- AUTO BHARATHI
- AUTO FLASH
- AUTO PART ASIA
- AUTO VALUE SYSTEMS PVT LTD
- AUTOCAR PROFESSIONAL
- AUTOMOTIVE PRODUCT FINDER
- AUTOMOTIVEDIRECTORYIN
- AUTOSENSE PRIVATE LIMITED
- BANK OF INDIA (SME CITY CENTRE)
- BHARATIYA YUVA SHAKTI TRUST
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- BRAKES INDIA LIMITED
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- CHENNAI GOODS TRANSPORT ASSOCIATION
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- HINDUSTAN PETROLEUM CORP LTD
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- IGUS INDIA PRIVATE LIMITED
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- VICTORY TECH ENGINEERING
- VIKRAM ENGINEERS PVT LTD
- WIN TRENDZ EXIM PRIVATE LIMITED

AUTOSERVE 2016 CONFERENCE

Growth Opportunities in Aftermarket Services through IT Integration

18 November 2016 : Chennai Trade Centre, Chennai, India



Coinciding with Auto Serve 2016, CII is organizing a Conference on Growth Opportunities in Aftermarket Services through IT Integration on 18 November 2016 at Chennai Trade Centre, Chennai. The Conference aims to bring all the stakeholder together in one platform to discuss and identify issues and solutions.

OBJECTIVE

- To create awareness on the latest technologies available in the aftermarket and to provide a platform for sourcing and networking
- To serve as a platform for knowledge sharing on challenging aspects of the automotive aftermarket value chain
- To discuss on successful global models in aftermarket business
- To discuss major hurdles faced by the players in the sector and thereby propose concrete / competitive strategies
- Emphasize the need for raising the level of productivity and spare parts regulations & quality standards

KEY SESSIONS

- New Business Models Shaping Indian Automotive Industry
- Is Technology the Disrupter in After Market?
- Changing Regulatory Environment : A Catalyst or a Dampener for Aftermarket Business?

SESSION 1 : NEW BUSINESS MODELS SHAPING INDIAN AUTOMOTIVE INDUSTRY

The 9 billion dollar automotive aftermarket industry in India is undergoing significant innovation and business model transformation. The unorganized multi-layered supply chain is currently exposed to serious disruption by various players across OEM's, Component manufacturers, Independent aftermarket distribution & service providers, start-ups, etc. The 30 million post warranty customer market segment is attractive to invite large investments in an effort to organize the unorganized players. Which business model will win at the market place? Is there an opportunity to compete as well as compete? What it takes to win at the market place?

Context Setting by Chairman	Mr M Kaushik Director - Auto & Transportation Frost & Sullivan
New Business Models Shaping India Automotive Industry - Correct?	Mr Thierry Mugnier Chief Financial Officer Nexus International
Independent Aftermarket's Open Innovation - Co-Creating Consumer Experience, Digitally	Mr Rama Shankar Pandey Managing Director Hella India Automotive Pvt Ltd
New Business Models Shaping Automotive Industry	Mr Mohan Kumar Commercial Director Michelin India Tyres Pvt Ltd
Rugged Devices for Factory Automation	Mr Gunjan Sachdev Senior General Manager & National Business Head, Toughbook Panasonic India
Reaching out to Repair Market for Cars with a Set of Identified Garages	Mr K N Murali Country Head – Retail Agency Royal Sundaram General Insurance Co Ltd
Question & Answer	
Session Wrap-up by Chairman	Mr M Kaushik

SESSION 2 : IS TECHNOLOGY THE DISRUPTER IN AFTERMARKET?

Cloud based services, Mobile technology, Digital connect, Connected Cars, Omni Channel approach, payment technology, etc are fast changing the way customers consume services. These technologies are fast transforming the market place with birth of new business models, enhance customer experience & loyalty and also create new businesses in itself. These technologies are not only creating new players but also being aggressively pursued by existing players in expanding their existing customer loyalty and market share. Is technology creating a level playing for new players or strengthening the existing players in expanding market share or is technology fast becoming a business in itself?

Context Setting by Chairman

Mr S Swaminathan
Chief Executive Officer
Hansa Cequity

Panelist 1

Mr Y V S Vijay Kumar
Chief Executive Officer
Mahindra First Choice

Panelist 3

Mr Amit Jain
CEO & Co-Founder
Car Dekho

Automotive Service Innovations –
for the connected future

Mr Vijay Pandey
Regional President - Automotive Aftermarket
Bosch Ltd

Question & Answer

Session Wrap-up by Chairman

Mr S Swaminathan

SESSION 3 : CHANGING REGULATORY ENVIRONMENT : A CATALYST OR A DAMPENER FOR AFTERMARKET BUSINESS?

Motor Vehicle Act and GST are two landmark legislations which have significant potential in impacting automotive transportation and service business in India. How will GST bill affect logistics and transportation business. How it will then affect life of individual truck and lorry owners in India. How GST will affect the entire parts distribution business and therefore thousands of aftermarket dealer network? How Motor vehicle act will change the passenger bus services in India. Will privatization & road safety measures give birth to new business opportunities for existing players. In total, will the two bills expand the aftermarket business or lead to consolidation and modernization of existing market landscape. Will Indian automotive aftermarket attract large capital and investments from big global players towards modernization of the trade?

Context Setting by Chairman	Mr N Krishnamoorthy Director TVS Automobile Solutions Pvt Ltd
	Mr Prasanna Patwardhan Chairman & Managing Director Prasanna Purple Mobility Solutions Pvt Ltd
	Mr M R Kumarasamy President Tamil Nadu Lorry Owner's Federation
	Mr G R Shanmugappa President, All India Toll Committee & Past President, All India Motor Transport Congress
	Mr D R Dharmaraj Secretary Tamil Nadu Bus Owner's Federation
Session Wrap-up by Chairman	Mr N Krishnamoorthy

For more details please contact

Confederation of Indian Industry
(Southern Region)

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