

The 7<sup>th</sup>  
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.





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# AUTO SERVE™

## 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
- BOSCH LIMITED
- BRAKES INDIA LIMITED
- CHEM-VERSE CONSULTANTS (INDIA) PRIVATE LIMITED
- CHENNAI GOODS TRANSPORT ASSOCIATION
- DG POWEROL
- DYNABRADE INDIA ABRASIVE POWER TOOLS PRIVATE LIMITED
- DYNACORP ENGINEERING PVT LTD
- ENOAH ISOLUTION INDIA PVT LTD
- ESS-MATRIX INFOTECH PVT LTD
- EVO INDIA
- FLEETJACK FLEET MANAGEMENT SYSTEM
- GOMA CLEANTECH PRIVATE LIMITED
- HARITA NTI LIMITED
- HENKEL ADHESIVE TECHNOLOGIES INDIA LIMITED
- HINDUSTAN PETROLEUM CORP LTD
- IDFC BANK
- IGUS INDIA PRIVATE LIMITED
- INGERSOLL - RAND TECHNOLOGIES AND SERVICES PRIVATE LIMITED
- INTUITECH TOOL COMPANY INDIA PRIVATE LIMITED
- JAPAN EXTERNAL TRADE ORGANIZATION (JETRO)
- JAPAN PAVILION - BANDO (INDIA) PRIVATE LIMITED
- JAPAN PAVILION - FRASCO ADVANCED TECHNOLOGY PVT LTD
- JAPAN PAVILION - KOYAMA PRECISION WORKS INDIA PVT LTD
- JAPAN PAVILION - KYOWA CASTEC INDIA PRIVATE LIMITED
- JAPAN PAVILION - MITSUBISHI HEAVY INDUSTRIES INDIA PRIVATE LIMITED
- JAPAN PAVILION -BIP SHOUKO CO, LTD
- JAPAN PAVILION -FUJI BAKELITE CO LTD
- JAPAN PAVILION -KOIWAI CO, LIMITED
- JAPAN PAVILION -KYOKUTO BOEKI KAISHA, LIMITED
- JAPAN PAVILION -NIKKI FRON (THAILAND) CO, LIMITED
- JAPAN PAVILION -SAITAMA SEIKI CO, LTD

- JAPAN PAVILION -SANYU REC CO, LIMITED
- JAPAN PAVILION -SEIREN INDIA PRIVATE LIMITED
- JAPAN PAVILION -SURFACE TREATMENT TECHNOLOGY PVT LTD
- JAPAN PAVILION -THREE BOND INDIA PVT LTD
- JCB HAND TOOLS
- JM TYREMARC
- KARCHER CLEANING SYSTEMS PRIVATE LIMITED
- KOVAX ABRASIVES SOUTH ASIA PVT LTD - SANCO ENTERPRISES
- KREQUIPMENTS PRIVATE LIMITED
- LUCAS TVS
- M B L IMPEX PRIVATE LIMITED
- MADHUS GARAGE EQUIPMENTS PRIVATE LIMITED
- MAHA INDIA AUTOMOTIVE TESTING EQUIPMENT PRIVATE LIMITED
- MAHINDRA & MAHINDRA AUTOMOTIVE
- MAHINDRA & MAHINDRA FINANCIAL SERVICES LIMITED
- MAHINDRA FIRST CHOICE SERVICES
- MANMACHINE WORKS PVT LTD
- MARVEL ABRASIVE TOOLS
- MASTER INDUSTRIES
- MAXPRECI MACHINES PVT LTD
- MOTOR INDIA
- MOTOR TAMIL
- NAM LORRY TODAY
- NANOPROTECH ( INNOCONTEC )
- NISSAN CLEAN INDIA PVT LTD
- OCEANIC HEALTH CARE
- OGIVE
- OIL LUBE SYSTEMS PRIVATE LIMITED
- PACOLINE INDUSTRIES PVT LTD
- PANASONIC INDIA PRIVATE LIMITED
- RANGER STORK PRIVATE LIMITED
- REGENT BIOCHEM INDIA PVT LTD
- ROGER MOTORS PRIVATE LIMITED
- ROOTS INDUSTRIES INDIA LIMITED
- SCHUMAK EQUIPMENT (INDIA) PVT LTD
- SILKAANS
- SIVENARA ENGINEERS
- SRI BHAGAVATHI INDUSTRIES
- SRI CITY PRIVATE LIMITED
- SUNDRAM FASTENERS LIMITED
- SUNRISE INSTRUMENTS PVT LTD
- SWASTIK DYECHEM INDUSTRIES
- TRADEINDIACOM
- TRIBOTECH
- TRINETRA WIRELESS PVT LTD
- TRITON VALVES LIMITED
- TSMPR THEEPAN GASKETS AND FILTERS INDUSTRIES PVT LTD
- TURBO ENERGY PRIVATE LIMITED
- TVS AUTOMOBILE SOLUTIONS PVT LTD
- TVS SRICHAKRA LIMITED
- UKTUS CO LIMITED
- UNIMECK TYRE SERVICE EQUIPMENT PRIVATE LIMITED
- VAMARA TECHWARE
- VELVEX
- 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 organized 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	<b>Mr M Kaushik</b> Director - Auto & Transportation Frost & Sullivan
New Business Models Shaping India Automotive Industry - Correct?	<b>Mr Thierry Mugnier</b> Chief Financial Officer Nexus International
Independent Aftermarket's Open Innovation - Co-Creating Consumer Experience, Digitally	<b>Mr Rama Shankar Pandey</b> Managing Director Hella India Automotive Pvt Ltd
New Business Models Shaping Automotive Industry	<b>Mr Mohan Kumar</b> Commercial Director Michelin India Tyres Pvt Ltd
Rugged Devices for Factory Automation	<b>Mr Gunjan Sachdev</b> Senior General Manager & National Business Head, Toughbook Panasonic India
Reaching out to Repair Market for Cars with a Set of Identified Garages	<b>Mr K N Murali</b> Country Head – Retail Agency Royal Sundaram General Insurance Co Ltd
Question & Answer	
Session Wrap-up by Chairman	<b>Mr M Kaushik</b>

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

For more details please contact

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(Southern Region)

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