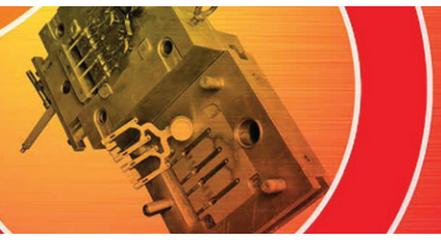


SHOWCASING THE BEST OF INDIAN TOOLING

26th & 27th Feb. 2016 at Grand Hyatt, Mumbai



LEADERS' CORNER

A DAYANAND REDDY,
President, TAGMA INDIA



The Govt. of India since 2012 under its ambitious manufacturing growth policy has initiated a few schemes, our industry happens to be the first recipient of "The scheme Enhancement of Global Competitiveness of Indian Capital Goods Sector" under DHI - an important milestone and recognition for TAGMA-India in its 25th year of formation since 1990. The Indian Tooling Industry can meet the 'Growth Challenges' coming from present Manufacturing policy if GOI recognize it as a 'PRIORITY SECTOR'.

DR. WILFRIED G. AULBUR,
Managing Partner India, Chairman Middle-East & Africa, Head Automotive Asia, Roland Berger Strategy Consultants Pvt. Ltd.



National manufacturing industries depend on high-performing tool manufacturers to bring products to market. India's machine tool manufacturers have moved up the value chain as the increasing success in import substitution demonstrates. However, to be true partners in making "Make in India" happen, further improvements across a number of process parameters are necessary.

KAMAL BALI, MD, Volvo



I believe that the Make in India program strikes at the root of the critical shortcomings in manufacturing, namely the need for higher value-capture in India. The tooling industry is rightfully positioned to fulfil this shortcoming by facilitating higher value addition, thereby creating greater economic activity, competitiveness of the Indian manufacturing sector, more jobs, inclusive and sustainable growth.

THE IMPORTANCE OF THE TOOLING INDUSTRY

As TAGMA India and the Economic Times present the International Tooling Summit, this is an opportune time to reflect on the importance of the Tooling industry for the Make in India initiative

In recent times, the nation's focus has been on one of Prime Minister Narendra Modi's pet projects, the 'Make in India' initiative. With it, the focus of international manufacturing community is on India and it is thus imperative that the Indian manufacturing sector puts its best foot forward.

The Automobile industry remains a big driver for the Tooling industry, with 65% of all tooling done for this sector. It is thus little surprise to see the demand for automobiles also spur on the Tooling industry. India's dies and moulds sector grew by

6.2% in 2014-15 when compared to the previous fiscal, in the process clocking a value of Rs. 14,647 crores.



Of this, the export value of the sector was Rs. 2,869 crores.

While the Indian Tooling industry is consistently growing, India has a very few number of large and foreign-invested Tooling producers while a majority of dies and mould makers operate on a small to medium size of operations. In time, there is much optimism that the industry can again record double digit growth in the years to come, as had been upto

2012.

Over time, the Indian Tooling industry has developed strong design and development capabilities and is now capable of developing tools for a broad spectrum of uses, all of the highest standards. It is thus no surprise to see that Indian companies have started to make their presence felt across Europe and South East Asia. It certainly helps that the Indian Tooling Industry is price competitive, making them perfectly suited to the needs of the export market. Customers the world over look at cost competitiveness, and the Indian Tooling industry is perfectly

poised to meet these demands.

This is not to say that there are no hurdles to overcome. Highly skilled staff are the need of the hour, but they're in short supply and another major issue surrounds the rate at which technology is developing these days. When technology is outdone by newer tech in the short span of 3 years, it leaves a very little window to recover the Return on Investment. Compounding this further is the fact that banks don't provide preferential rates as they would to end users, thus driving up the costs further in what is a cost sensitive industry.

It is critical that we keep in mind the impact that a fast-changing global landscape will have on India, for India must maintain its cost advantage and grow its supporting infrastructure if the manufacturing sector is to make its mark on the world stage. The Tooling Industry is now in a prime position to support and drive this initiative, and with the Index of Industrial Production touching new highs and renewed emphasis on capital investment by the government, the Tooling Industry is all set to witness unprecedented growth in the months and the years to come.

Aiming to build a better India

The Indian Tooling industry has grown into a force to reckon with, and the International Tooling Summit looks to showcase the best of this world to an eager global audience

Tool and die makers might be simply makers of dies, moulds and gauges for the manufacturing industry, but today they hold in their hands the possibility of shaping a nation. Such is the importance of the tooling industry that it is universally recognized as a strategic industry for driving industrialization of a country. Consumer industries like automobiles have seen a sharp rise in demand for new technology and designs leading to a rise in demand for various innovative tools and dies, and industry players who understand the need of innovative products are growing rapidly in India.

The tool and gauge manufacturing industry in India needs a platform to

voice its efforts and achievements in raising the potential of the manufacturing industry in India in addition to showcasing showcase its contribution towards the industrialization of a rising economy like India. The two-day International Tooling Summit will present the Indian Tools, Dies and Moulds Manufacturers a platform to present to the world their state of the art technology and qualitative products despite the lower cost of operations.

TAGMA INDIA, the apex body of Indian Tooling Industry established in 1990, serves as a forum for the Indian Tool Room & Die and Mould Industry to the Govt. of India and also across the world. Over the years, they have been successful in achieving some of

the objectives like Diemould India International Exhibition (DMI), the most popular mould & die show in India showcasing the capabilities of the industry.

TAGMA is celebrating its Silver Jubilee year launching various activities like International Tooling Summit 2016 and TAGMA Centre of Excellence and Training (TCET) for promoting the tooling sector of India, and it is thus only fitting that they are the Title Partners of the International Tooling Summit.

India today stands amongst the twenty largest producers of tools in the world. The tooling industry as per the industry survey is estimated to be worth Rs 15100 crores in 2014-15, of which Rs 3322 cr is met through im-

ports. The remaining demand is met indigenously.

The Indian tooling industry can grow further with government initiatives. Major Original Equipment Manufacturers (OEM) in India are working on a plan for indigenization of components getting into their main assemblies as per government guidelines. Policy reforms by government to make the procurement of tooling from indigenous sources will ensure growth in domestic production. The Dies, Moulds and Press Tools manu-

facturing industry has substantial multiplier effect on the domestic economy, therefore it must be recognized as a priority sector nurtured to become self-reliant.

The Tooling industry has managed to rise in the last ten years despite various challenges to growth like skilled manpower, high cost for technology upgradation resulting in shortage of capacity and now as Government support seems to be forthcoming, there is little that can stop it powering India's ascendancy on the world stage.

ET Edge - SPEAK:

DEEPAK LAMBA, PRESIDENT, TIMES CONFERENCES LIMITED

>> The tool and gauge manufacturing industry now holds the potential to be a catalyst for the rise of the manufacturing industry in India. Given the current gap between demand and supply, there is a clear need for adding capacities in this sector. The International Tooling Summit offers

Indian manufacturers a platform to present to the world their state of the art technology and qualitative products despite the lower cost of operations, thus showcasing the best of India to a global audience for whom India is an increasingly alluring business and manufacturing destination.

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