



Auto-Components Sector In India



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Industry Overview

The Indian Auto-component industry (“the Industry”) has expanded by 14.3% because of strong growth in the after-market sales to reach US\$ 43.52 billion in FY 2016-17



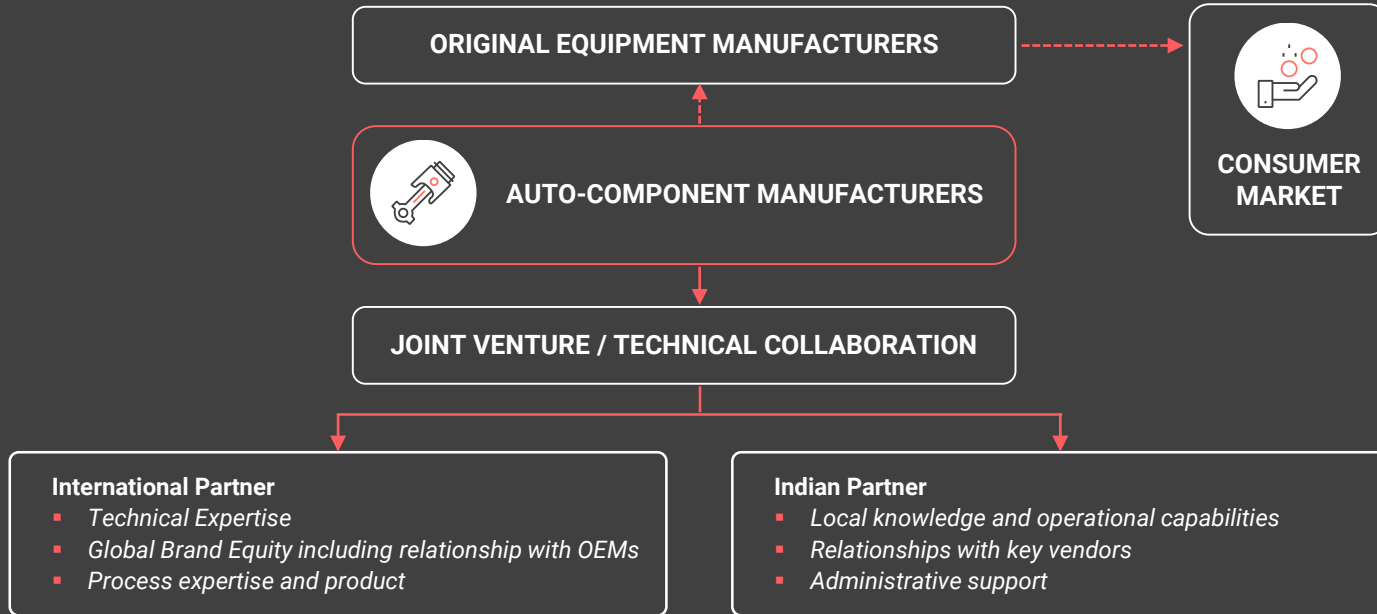
- The Government of India’s Automotive Mission Plan has come a long way in ensuring growth for the sector; and is further expected to achieve a turnover of \$300 billion by 2026, growing at CAGR of 15% from its current revenue of \$74 billion
- The Industry is expected to grow by 8-10% in FY 2017-18, based on higher localisation by Original Equipment Manufacturers (OEM), higher component content per vehicle, and rising exports from India¹
- The Industry is expected to register a turnover of US\$ 100 billion by 2020 backed by strong exports ranging between US\$ 80-100 billion by 2026, from the current US\$ 11.2 billion²
- The Government of India has shortlisted 11 cities in the country for introduction of electric vehicles (EVs) in their public transport systems under the FAME (Faster Adoption and Manufacturing of (Hybrid) and Electric Vehicles in India) scheme
- The Industry is set to become the third largest in the world by 2026

¹ Source: ICRA Limited

² Source: Automotive Component Manufacturers Association of India (ACMA)



Typically most auto-component manufacturers operate either as joint ventures or in technical collaborations with foreign partners. On the merit of the extensive work done by its Partners and Advisory Board members – especially with Indo-Japanese engagements, Coinmen brings to the table rich experience in this sector.





The Coinmen Ecosystem

To capitalize on the potency of the Indian market, we leveraged our deep working-knowledge of this sector and created an ecosystem to add value by providing holistic support to Indian and International businesses working in the auto-component manufacturing sector.



MARKET STUDY

- Entity setting up services
- Merger of agreed legal terms in corporate charter documents
- Setting up financial and accounting systems
- Intercompany transaction structuring from arm's length and regulatory perspective



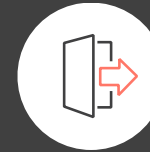
SETTING UP

- Market research for business potential and feasibility
- Recommend suitable entity formats and advise on strategic decisions
- Identification of potential partners if needed and mediate negotiations
- Due diligence and review of agreements



ONGOING ASSISTANCE

- Ongoing accounting and compliance services
- Support in global reporting requirements
- Compliance advisory
- Transfer pricing and international tax related matters
- Tax litigation support
- Assurance services



EXIT ADVISORY SERVICES

- Transaction Advisory Services for optimal Exit Strategies





Select Credentials

German manufacturer of components for Commercial Vehicles in a Joint Venture with an Indian company

Services Offered:
Transaction Advisory Services

Stake sale of an auto component manufacturing company to a large Japanese company

Services Offered:
Valuation and Transaction Advisory Services

Joint Venture between a Thailand based and Indian company manufacturing Plastic Injection moulding automotive parts

Services Offered:
Audit Services including reporting to global auditor of foreign partner, which is a listed entity

Japanese auto component manufacturer looking to find a suitable Indian partner

Services Offered:
Valuation and Transaction Advisory Services

Joint Venture between a prominent Korean company and Indian player, that manufactures gear-shifts for automobiles

Services Offered:
Transaction Advisory Services

Leading Japanese manufacturer of Rubber automotive components in a Joint Venture with an Indian company

Services Offered:
Assistance in overseas acquisition

Leading Chinese manufacturer of Gears used by automobile companies

Services Offered:
Financial Accounting & Company Law Services

Indian auto component manufacturer

Services Offered:
Overseas joint venture through leverage buy out and assistance in fund raising

Indian company of Japan's leading Electric Vehicle Manufacturer

Services Offered:
Financial Accounting & Company Law Services

Japan-based Electrical Equipment manufacturer with global presence

Services Offered:
Company Law Services





It is a rather complicated decision when it comes to hiring a consultancy firm. Every firm that approaches you or whom you approach, talks high about themselves and their respective specialisations.

But what if all that you need can be offered to you from one single touchpoint at a premium quality? As well as have someone who not only understands your requirement but also how you prefer to work and communicate?

This is exactly why it matters to have a partner on board who will be more than just a consultancy firm; so that you can focus on the more important aspects of managing and growing your business.

Allow us to simplify your lives.





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