

Huge Opportunity in Electric Vehicle Market In India

*How Quanzen can help you
to enter this market
and grow your business*

Disruptive E-Mobility Growth Plan

**“Only Electric Vehicles by
2030”**

**Niti Ayog – India’s highest
level Think Tank- released
the plan in April 2017**

What is India E-Mobility Plan 2030 & why is it so crucial?

- *TARGET : All new vehicles sold will be electric by 2030*
- *Country will save USD 30 BN on Petroleum import*
- *CO2 emissions due to road transport will be down by 37 %*
- *Need for 7 Mn Electric vehicles of all types by 2020*

What is unique about India E-Mobility 2030 Plan?

Plug And Play

India plans to shift
to all-electric vehicle
fleet by 2030



**Tax breaks for
manufacturers
of e-vehicles**

Vehicles to be sold
without battery;
Discharged battery
can be swapped for a
recharged one

Specific plans for
e-rickshaws, elec-
tric two-wheel-
ers, buses,
commercial
vehicles and cars
in final stages

Charging stations
proposed for
private cars
and taxis



**Aggregators to play key
role in transition of public
transport to e-vehicles**

How is the industry getting ready?

- *SPEED & VOLUME targets have taken industry by surprise*
- *Leading Indian OEMs Mahindra, Tata, Ashok Leyland, Hero in accelerated development mode.*
- *Foreign players like Volvo bus also very active*
- *Chinese OEMs such as SAIC, BYD and Changqin Changan coming up with big plans*
- *All other OEMs expected to follow*

What are the opportunities for Suppliers?

***Zero – Base
industry***



***Very few
suppliers
present***



***HUGE VIRGIN
MKT
OPPORTUNITY***

What are the opportunities for Suppliers?



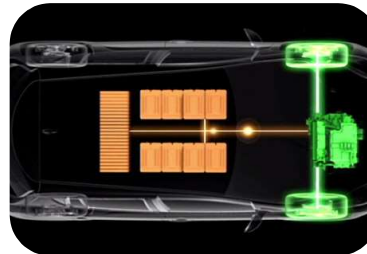
Battery & BMS



Motor &
Controller



DC-DC
converter



Regenerative
Braking

And, Tier 2 Suppliers for all of above

Why do you need a Local Sales Partner?

Key Market Challenges

- To understand the market dynamics
- To know the customers
- To align with local culture, languages & business practices
- To be available at the customer place at short notice
- To track opportunities & competition



**Solution :
LOCAL Sales Partner**

Benefits of Quanzen as local sales partner

Expertise & Experience

- Team of Senior Professionals with *many years of experience*
- Engineers with deep knowledge of Automotive practices & requirements
- Wide reach within Engineering & Purchasing functions at customers

Low Set up Time

- You benefit from our *ready to use* set up

Lower Costs

- Shared resources reduce your costs
- Lower fixed cost & saving on the Balance Sheet

About Quanzen

- Market Support & Business Services organisation.
- Location - Pune in India.
- Indian Partner of Global Alliance Automotive AG, market support organisation with presence in 15 countries.
- Services in India to International Automotive Supplier companies from all over the world :
 - ✓ Local Tech Sales Office
 - ✓ Local Sourcing & Purchasing office
 - ✓ JV or Tech Collaboration partner search
 - ✓ Project Management for own production facility set up

Quanzen Team



Sudhir Nerurkar

- Electrical Engineer
- 30 years industry experience
- Held senior positions at Mahindra, Hitachi Metals, Cincinnati Milacron
- **President & CEO**



Prashant

Gajendragadkar

- Mechanical Engineer
- 28 years of industry experience
- Held senior positions at SKF, 3M, Saint Gobain, Tenneco, Yazaki
- **COO & Business Dev Head**

Quanzen Team



Kishor Karnataki

- Mechanical Engineer
- 30 years industry experience
- Held CEO/VP level positions at reputed companies like Dana, VAST, Valeo, Mahindra, Omax in India and abroad
- **Sr Advisor at Quanzen**



Ashutosh Humnabadkar

- Electronics Engineer
- 30 years of Senior executive experience with leading Electronics companies
- Held senior positions in Sourcing, Production, Vendor Development, Product development, Quality, Strategy etc
- **Head - Electronics**



Rajiv Mandke

- Mechanical Engineer
- 30 years Industry experience
- Held senior executive positions at Tata Motors, Kaizen Institute & ACMA
- **Sr Advisor**

Our Clients

- We have been working with High Technology Supplier companies from Germany, Japan, Korea, Australia etc as their India Sales Partner.
- We regularly call on all the leading OEMs and many Tier-1 companies in India on behalf of our supplier clients- as their local India customer support team.
- The technology areas of our clients include parts for Transmission, Engine, BIW, Chassis, Suspension, Exteriors, Fuel tanks, Electronics etc.

Our Services as your Local Sales Partner in India

Sales Support

- Prospecting
- Enquiry management
- Negotiations
- Market intelligence
- Marketing & promotion

Technical Support

- Tech review management
- Program Management
- Field Quality support

Logistics Support

- Forecast & Schedules
- Logistics coordination
- Vendor Managed Inventory & JIT management
- Returns & Rework

Our Other Services

**Local
JV/TA/M&A
support**

**Own Local
Assembly set
up support**

**Local Supplier
Development
support**

Local JV/TA/M&A Support

Definition

Partner Search

Introduction

Negotiation
&
Contracting
Support

- Quanzen team of seasoned professionals : Long experience and extensive contacts in Indian industry.
 - helpful in search, assessment & approach to top management
- Being based in India, we can do quick follow up, one to one meetings & background checks as needed during the discussion/negotiation process
- We can continue to act as Client delegates in India even after the alliance has been formed to coordinate in the transition & integration process & thereafter

Own Local Assembly Set Up Support

Leased Factory space

Contract
Manpower

Coordination of project
set up

- We can manage the project locally for you until it is set up and running
- We can provide on going executive supervision as your Indian delegate, if you need

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