



Mr. Preshit D. Murudkar - CEO

COMAU INDIA

Comau designs the Lines from scratch so every demand

CAN YOU PLEASE GIVE AN OVERVIEW OF YOUR PROFESSIONAL BACKGROUND LEADING UP TO AND INCLUDING YOUR CURRENT ROLE?

I am a Mechanical Engineer by qualification and have worked my way up from the Shop floor to a Management position today.

My inclination of solving issues on the shop floor to help the operators in achieving the required productivity and quality, developed and increased my interest in the field of Automation.

For the past 28 years I had opportunities to work with Indian and Multinational

Companies understanding their different cultures and approach to do the things.

My integration, passion and being self-responsible attitude truly worked for me to the position I am heading today as a Country Head for Comau India

Since 2017 in my current role, I have been heading Comau India wherein we majorly cater to the Automotive Industry and set up production plants for them, mainly for the Body welding, Powertrain and Electric Vehicle domains.

WHAT HAVE BEEN SOME OF THE SIGNIFICANT HIGHLIGHTS OF COMAU INDIA PVT LTD HISTORY?

Comau India has been a pioneer in the business of setting up High Speed Automated Assembly Lines.



Comau India's inception as a Tool Maker in the year 1997 has grown steadily and currently today we provide completely automated production lines. We supply lines with the latest Global Technologies with Local Costs. We have been successful in delivering complete Bodyshop production lines to almost all the major automotive OEMs.

WHAT ARE SOME OF COMAU INDIA PVT LTD / COMAU INDIA'S KEY VALUES AND BELIEFS? HOW IMPORTANT IS CUSTOMER'S SATISFACTION?

We firmly believe in understanding and catering to the demands of our Customers.

Comau designs the Lines from scratch so every demand is different and hence it is quite a challenge learning each time in finding the right solution and meeting the customer demand.

We regularly engage in taking feedbacks from our customers,

during different phases of the project, which helps to understand on what can go wrong and what needs to be improved.

Our solutions are technologically advanced without cutting corners to the best of the value we can contribute. We take pride and honour in saying that our repeated orders from our OEMs is a certificate of our values and customer satisfaction till date and will continue further. We truly feel grateful and appreciate our association.

WHAT DO YOU THINK SETS YOUR BUSINESS APART FROM ITS COMPETITORS?

We are highly recognized for our efficient ability to deliver any critical and complicated large sized projects, engineered and manufactured locally. Added to this we also have a Worldwide strong presence for support and development. Comau believes and richly invests in Research and

Development primarily for new products and processes. Across the globe we have 6 Innovation Centers and 5 Digital hubs located at strategically important markets which supports us from technology point of view.

We have a strong Simultaneous Engineering teams who are well versed with the nuances of products on one side and have detailed knowledge of processes on the other, this helps us to guide our customers about their products when we see that from the industrialization point of view. This also helps us to connect with our customers' right from the development phase of the product.

HOW HAVE YOU FOUND THE AUTOMATION INDUSTRY IN INDIA?

Actually the Indian Automation Industry is still developing and progressing. Indian industries are improving their automation capabilities bringing it at par with the Global standards due to the need for operational excellence, improved productivity, quality in the production processes. This is

further supplemented by macroeconomic factors such as the growing middle-class population, rising disposable incomes, urbanization, and focused government initiatives, which are expected to have a positive impact on the growth of the manufacturing industry.

The Indian Industrial Automation Market is still evolving and its prospects are good due to increasing Foreign Direct Investments (FDI) and sustained growth of the manufacturing sector. The country is expected to strengthen its manufacturing sector further. The Industrial Automation Market in India is projected to witness a CAGR (Compound annual growth rate) of around 11.6% during the forecast period 2017-2023. (Kenneth research)

HOW IMPORTANT IS CULTURE TO THE BUSINESS? HOW DO YOU INSTILL THIS IN YOUR EMPLOYEES?

Culture and values are vital to the organization because it shapes the corporate identity leading therefore to the growth of the organization,

paving the way for success and developing a lasting legacy. If you can see that you're making a positive impact within your team and in your community, then you know it is working for sure.

When you have a foundation built on a shared values, you can bet on your team's will to move forward and achieve your company's goals.

Our values allows us to recruit, build and retain a highly motivated team. Having the proper momentum, culture and teamwork creates the opportunities to reach goals and build legacy.

WHAT ARE THE PLANS FOR THE FUTURE IN TERMS OF EXPANSION AND GROWTH?

For the past 25 years we have had a very successful run with the Weld shop and PWT business domains, we now plan to expand our expertise / offerings also to the Electric Vehicle business domain. The electric vehicle market is growing at a rate of 36% year on year (India Energy Storage Alliance - IESA) and OEMs have started



localizing in order to get the low cost advantage, hence I feel now it is the right time to invest in capability and capacity specially catering to the Electric Vehicles.

What strategies does Comau India Pvt Ltd have in place to improve your supply chain and build long term relationships with key partners?

As far as International suppliers are concerned we have global agreements in place to define optimized time and cost efficiencies along the way, we also have business partners for newly evolving technologies.

On a national level as well we have a very strong supplier base who are trained for all the processes and quality level parameters. We can proudly say that the quality what we engineer and manufacture is accepted worldwide

WHAT ARE SOME OF THE KEY GOALS MR. PRESHIT D MURUDKAR AND COMAU INDIA PVT LTD COMPANY HAVE ACHIEVED SINCE THEY BEGAN THEIR ROLE AS THE MD OR CEO?

Through this wonderful journey of 5 years as the MD & CEO of Comau India, together we achieved various milestones a few major milestones that we touched during the period are as below.

- Our export volumes have improved since last few years and we look forward to grow further so as to pass on the overall cost advantage of operating in a low cost and high quality market to our global counter parts.
- Being an engineering company our team is our main strength and I proudly say that we have successfully retained our core team.
- Comau India was able to achieve year on year revenue targets, operational profitability in spite of the pandemic situation for the last 2 years. Also to highlight that we are a zero debt company.

HOW DO COMAU INDIA PVT LTD COLLABORATE WITH AND DEVELOP RELATIONSHIPS WITH KEY SUPPLIERS AND WHAT BENEFITS AS A COMPANY DO YOU SEE FROM THIS COLLABORATION?

Today we work with a wide range of local and global suppliers, and our supply chains have become multi country and multi Continent. In this challenging scenario in order to maintain profitability and drive efficiencies, we need to work very closely with our suppliers,

We need to closely work with our suppliers especially for manufacturing activities that we

don't develop in house. As we grew during all these years, we have consolidated our supplier base and have increased the level of output from each one of them which gives mutual benefit in terms of costs, productivity and most importantly priority.

Looking to the future, what are your plans for the company's growth in the medium to long term?

Ans. We plan to expand beyond the regular domains that we have been regularly working on all these years in the medium term (Electrification is a focus) and keep working on our strengths to deliver locally manufactured production lines.

Further we have the vision and want to make Comau India a strong Engineering base for the whole Comau group.

ANYTHING ELSE YOU WOULD LIKE TO ADD OR EXPAND UPON?

I would like to mention the fantastic range of Comau Robots, we have got an entire range of Robots right from 3kg to 650kg payloads, including collaborative ones, and which can be used for different applications like, Welding, Part Pickup and Placement, Sealing, Hemming to name a few. Our Robots are working in many modern automobile plants across India.

