

**Terms of Reference**

**Subject: Market study on "Opportunities for India-Russia Cooperation in Automobile and Auto Components Sector post February 2022."**

Terms of Reference for a Study on Automobile and Auto Component Sector in Russia are as follows:

**1. Overview of Russia's Automobile Industry:**

- a) Section wise demand analysis for Passenger cars, LCV, trucks, buses and motorcycles.
- b) Life Cycle of Vehicles in Russia.
- c) Total Vehicle parc in Russia.
- d) Major car distributing companies operating in Russia with full contact details.
- e) Major Buying-Houses, Distributors, Wholesalers of Auto components in Russian aftermarket with full contact details.
- f) Changing market share of foreign automobile manufacturing companies amidst sanctions.
- g) Challenges faced by existing local automobile companies.
- h) 3-years and medium-term growth projections in automobile sales and manufacturing.
- i) Level of Automation in existing automobile manufacturing plants post sanctions.
- j) Import of electronic hardware and software used in Automation.

**2. Structure of the Russian market of Automobiles and Auto-components:**

- a) Comparative analysis of demand of accessories and Spare parts such as pistons, bearings, brake plates etc.
- b) Sector wise demand analysis for the components for PVs, Trucks, Buses, LCVs in the following segments.
  - i. Engine Components
  - ii. Drive Transmission and Steering
  - iii. Suspension & Braking
  - iv. Cooling systems
  - v. Electricals
  - vi. Consumables & Misc.
  - vii. Rubber Components
- c) Detailed analysis of market structure of Tyres and source countries for imports.

**3. Detailed Analysis of current trends in Electric Vehicles(EVs) segment and Future:**

- a) Analysis of regulatory measures present in Russia for promotion of EV and its infrastructure.
- b) Market acceptance to analyse growth in buyers of EV.

- c) Major local EV manufacturing companies and comparative analysis of progress in manufacturing.
  - d) Market share of non-local EV manufacturing companies.
  - e) Detailed analysis of region-wise presence of EV infrastructure such as charging stations.
  - f) Analysis of technology transfers and cooperation in EV sector by Russia.
  - g) Potential Indian companies and startups that can collaborate with Russian manufacturers.
  - h) Potential of production of batteries for EV.
4. **Detailed analysis of Russia's Automobile and Auto-components imports:**
- a) Major Auto-components being imported.
  - b) Major import destinations of Russia.
  - c) Major companies present in Russia willing import cooperation with full contact details.
  - d) Localisation plans and regulations related to Make in Russia.
5. **Regulations and Regulatory barriers in Automobile and Auto-components imports from India:**
- a) Analysis of existing regulatory advantages for Russia's neighbouring countries and countries in Eurasian Economic union.
  - b) Detailed analysis of regulations for entry and exit of foreign companies from Russian market and Eurasian Economic union.
  - c) Environmental regulations regarding petroleum based engines in Russia.
6. **Opportunities for imports from India:**
- a) Opportunities of ties between major regions where automobile and auto-components industries are located in Russia and India on the lines of sister-city agreements.
  - b) Scope of automobile and auto-components imports from India through Chennai-Vladivostok maritime route as Chennai is a major hub for Auto-components manufacturing.
  - c) Major ports for imports from India.
7. **Impact of Economic Sanctions on Russia's Auto Industry:**
- a) Detailed analysis of how economic sanctions have reshaped the automotive supply chain in Russia.
  - b) Changes in sourcing strategies for auto-components due to sanctions.
8. **Government Policies and Incentives:**
- a) Overview of Russian government policies promoting the automotive sector.
  - b) Specific incentives for foreign companies setting up manufacturing units or R&D centres in Russia.



- c) Comparison of these policies with those in other BRICS nations.

**9. Local Manufacturing Capabilities:**

Analysis of Russia's current capabilities in manufacturing auto-components to examine areas where Russian manufacturing is self-sufficient versus areas where there is significant dependence on imports.

**10. Opportunities in Aftermarket Services:**

- a) Examination of the automotive aftermarket services in Russia, including maintenance, repair, and customization.
- b) Potential for Indian companies to enter the Russian aftermarket service industry.

**11. Supply Chain and Logistics:**

- a) Analysis of the logistics and supply chain infrastructure for the automotive industry in Russia.
- b) Challenges and opportunities in streamlining logistics for auto-components between India and Russia.
- c) Analysis of the logistics and supply chain infrastructure for the automotive industry in Russia.
- d) Challenges and opportunities in streamlining logistics for auto-components between India and Russia.

**12. Labour Market Analysis:**

Overview of the labour market in Russia's automotive sector. Availability of skilled labour and potential for skill development partnerships with India.

**13. Technological Advancements:**

- a) Insights into technological advancements in the Russian automotive sector, such as the adoption of Industry 4.0 practices.
- b) Opportunities for Indian IT and software companies in automotive technology solutions.

**14. Strategic Alliances and Joint Ventures:**

- a) Opportunities for strategic alliances and joint ventures between Indian and Russian companies.
- b) Success stories of existing collaborations and potential areas for future partnerships.

**15. Consumer Preferences and Trends:**

- a) Analysis of changing consumer preferences in Russia's automotive market.
- b) Insights into the demand for luxury versus economy vehicles & electric vehicle

## **16. Case Studies and Success Stories:**

Case studies of successful Indian companies operating in Russia and lessons learned and best practices for entering the Russian market.

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