



**The Indian manufacturing has invested in building up capacities with better tools, techniques and manpower to address both domestic and international markets.**



**Despite the industrial output being impressive, the Indian industry has been through a rough ride in the last few years, plagued by many challenges. Please outline your views of reasons for this optimism now, and how the Indian manufacturing and specially your industry has overcome some of the challenges and is back in the groove.**

**T**he Indian Industry had been through various challenges in the past years. International market impact, domestic policies, local issues and finances, has been some of the key ones. However, the Indian manufacturing industry has taken these challenges head-on and engaged all stake holders for enhancing output to back the requirements of the process industry. The Indian manufacturing has invested in building up capacities with better tools, techniques and manpower to address both domestic and international markets. There have been investments in core sectors which has helped the business. After the initial problems, GST seems to be enabling businesses, although some aspects need refinement. However, financial resource and infrastructure are still areas of concern. The manufacturing industry has reorganised its business to cater to future requirements in the chemical process and allied industrial segments.

**Mr. V. Gokul Dass**  
**Managing Director**  
**HRS Process Systems Limited**



**New technologies are systematically changing the Indian manufacturing landscape . Convenience , affordability & inclusion will become the mainstay of Innovations that will take centre stage in 2018 and beyond. In your opinion what are the key new technologies or the adoption of Industry 4.0 that will enable the transformation of Indian Manufacturing . Also what role does key industry bodies and the government need to play to create new initiatives for this on a priority to accelerate transformation of Indian Manufacturing .**

New Technologies are changing the Indian manufacturing industry in a way never seen before. The innovation and development of machinery used in this industry, has not only reduced the cost of ownership but has also enhanced productivity and quality. Adoption of industry 4.0 will enable the transformation of Indian Manufacturing sector. To give an example, some of the processes that were done in lathe machine upgraded to CNC lathe and now we are working on laser cutting machines that give high accuracy, better quality and improved productivity at similar or lesser cost. We have also seen reduction in cost of key machinery with higher level of automation, e.g., automatic welding machines which can do critical welding with high accuracy. This has also necessitated the development of skills of workmen to be able to handle such machines. The industry has already invested in developing necessary manpower for the adoption of industry 4.0. To accelerate the transformation of Indian manufacturing sector we expect the Government to further refine the GST, enable skill development in the huge workmen pool and infrastructure. Government also needs to fast track land reforms and labour law reforms which will help the industry and workmen derive benefits and in turn help economy grow..

**India has now become a top manufacturing destination , with an improvement in the Ease of doing Business ranking & relaxation of FDI norms and with this has benefited from huge FDI inflows .How has it impacted skill development , technology transformation & Job creation in the country , and to what extent has it impacted your Business in a positive way.**

The FDI inflows has had some impact in the Indian manufacturing sector indirectly. Most of the investments have been into core sectors which do not require a big manufacturing base. Also some of these FDI inflows have led to consolidation of businesses. On the other hand, technology transformation which has happened through these inflows has enabled enhanced productivity, better quality product and skill development in a big way and has also helped create some job opportunity. We have seen growth in the chemical process industry, agrochemical, pharma and food sectors. We have seen a growth of over 20% in our business during the year and it seems to be improving further.

**What are the Key Business focus of your company in India . Given the present scenario of optimism for the growth and transformational future of Indian manufacturing, please outline your plans for expansions, investments in production, marketing, Technology & R&D , skilled Manpower , etc.**

HRS today is a Rupee 1 Billion Company with aggressive growth plan in the next 5 years. Our focus continues to be in the key growing segments of chemical and agrochemical processing, pharmaceuticals, fruit and beverages processing, dairy nutraceuticals, prepared food, etc. Our innovative range of heat exchangers and processing solutions are required across the industry spectrum and hence we are able to capture the growth in industry in any segment.



We plan to have investment in expanding our facility and other resources, to cater to the growing market demand for our products and services. We are looking at expanding in the growing international market in ASEAN countries, Africa and Latin America, apart from working with group companies in developed economy of Europe and USA. We are investing in technology driven pilot units for trials and product development at customer's premises. Our product portfolio is being enhanced to take care of complete process plant requirement in the food and beverage industry for complete process line. We are already executing some projects for mega Food Park and beverage processing.

