



President's Message



To stay competitive in today's market, foundries must prioritise ESG reporting, Net-Zero policies, and CBAM, while also enhancing their mechanisms for managing working capital and sales pipelines.

Foundry Fraternity, Namaste!

ESG

Environment, social, and governance (ESG) reporting is becoming increasingly important for organisations of all sizes. Investors, consumers, and regulators are demanding greater transparency and accountability regarding how business operations impact people and the planet. With mandatory sustainability reporting on the horizon, your organisation must stay informed and proactive. ESG has emerged as an umbrella term encompassing various topics that help evaluate a company's overall value, including factors not captured on a traditional balance sheet. ESG reporting aims to capture, analyse, and represent the broader impact of an organisation and its products.

There are three core pillars of ESG reporting:

1. **Environmental:** This pillar broadly encompasses the company's impact on living things. It considers carbon emissions, resource usage, waste management, impact on biodiversity, and any other factors connected to the environment.
2. **Social:** This pillar relates to the relationships an organization has with its communities, including its network of suppliers, employees, and customers. It includes issues related to human capital, transparency of supply chains, and commitments to gender diversity and equal opportunity.
3. **Governance:** This pillar considers the internal factors that impact decision-making. It examines how policies are developed and upheld, the processes that dictate how work gets done, and the expectations of various members of the organisation, from senior leaders and middle management to shareholders and employees.

Net-Zero

Achieving net-zero means reducing carbon emissions to a minimal level where any remaining emissions can be absorbed and durably stored by natural processes and other carbon dioxide removal methods, resulting in a net-zero impact on the atmosphere.

Scientific evidence clearly indicates that to avoid the worst impacts of climate change and maintain a livable planet, global temperature increases must be limited to 1.5°C above pre-industrial levels. Currently, the Earth is about 1.1°C warmer than in the late 1800s, and emissions continue to rise. To adhere to the Paris Agreement and limit global warming to no more than 1.5°C, emissions must be reduced by 45% by 2030 and reach net-zero by 2050.

Transitioning to a net-zero world is one of humanity's greatest challenges, requiring a complete transformation of how we produce, consume, and move. The energy sector, responsible for approximately three-quarters of today's greenhouse gas emissions, is crucial in preventing the worst effects of climate change. By adopting Net-Zero policies, foundries can help replace polluting coal, gas, and oil-fired power with renewable energy sources like wind or solar, significantly reducing carbon emissions.

CBAM

The Carbon Border Adjustment Mechanism (CBAM) is a policy introduced by the European Union to prevent carbon leakage and ensure that imported goods face the same carbon pricing as those produced within the EU. The foundry sector is among the industries impacted by this policy. Consequently, foundries in India exporting to the EU must report their greenhouse

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gas (GHG) emissions. It is essential for the Indian foundries to embrace and begin working towards compliance with these upcoming regulations.

TReDS

The Trade Receivables Discounting System (TReDS) is an online platform designed to help MSMEs unlock working capital by converting their receivables into cash. TReDS provides capital access to credit-starved small businesses in India by enabling organisations to secure funding against pending invoices. Additional benefits of TReDS include:

- ▶ A simplified method of obtaining working capital
- ▶ Relatively lower interest rates
- ▶ Quick processing and speedy disbursement of funds
- ▶ Collateral-free financing
- ▶ One-time documentation process
- ▶ Off-balance sheet financing (the amount does not appear as a loan on the balance sheet)
- ▶ Improved cash flow for the company

Sales Pipeline Management

Sales pipeline management involves overseeing incoming sales opportunities and tracking them through various stages of the lead's journey until they are ultimately closed as won or lost. A sales pipeline provides an instant view of where each customer stands in your sales process, helping you determine the next steps to move closer to closing a deal. It allows you to assess whether you are on track to meet your sales targets for the week or month and to evaluate the performance of your sales reps based on their lead conversion rates. In short, pipeline management is the core of every business's sales process. It is a dynamic and evolving system that requires constant monitoring to ensure its health.

IIF 75th Year Commemoration activities

I am thrilled to announce that, our The Institute of Indian Foundrymen (IIF) is approaching a significant milestone in its history: *Amrit Kaal* starting from 17th August 2024. 75 years of dedication, achievements and sustained growth have brought us to this momentous occasion.

The 75 years' celebration of an organisation, which is termed as *Amrit Kaal*, holds significant importance for several reasons. The longevity of IIF signifies stability, growth, resilience, achievements & contribution to the Foundry & related Industries. It's a moment to express gratitude to IIF stakeholders, employees & office bearers who have contributed to its success. A significant moment like celebrations of landmark 75th year often involves reaffirming organisation's mission, vision & values. It's also a time to introspect, align our actions to future goals, strengthening our relationships and building goodwill.

The core committee of IIF 75th year commemoration has planned various outreach programmes with focus on membership drive, strengthening the legacy of IIF, establishing foundation for future growth and sustainability. The kick-start of the year-long activities is planned on National Foundry Day 17th August 2024 across Regions & Chapters. Details of 75 years anniversary celebrations - month-wise, venues & specific events will be communicated by our Executive Director.

We want all of you to be part of the celebration. Everyone's participation is invaluable as we commemorate this milestone and reflect on our journey together. We invite you to join us for a series of events & activities planned to mark this special occasion for IIF. We encourage you to note the activities and spread the occasion among our members, customers, international organisations, supply chain & prospective new members.

Let's come together to celebrate our achievements, honour our shared history and set the stage for even greater accomplishments in the years to come. Looking forward to celebrating with you the *Amrit Kaal* celebrations of The Institute of Indian Foundrymen with lots of zeal.

Team India celebrates T20 World Cup

India's men's cricket team celebrated a historic win at the T20 World Cup 2024. I congratulate the entire team and supporting staff for bringing home the World Cup after 13-year drought. The final game was a true testament to their focus, dedication, and resilience.

Jai Hind and Happy Reading!

Best wishes

D S Chandrashekar
President IIF, 2023-24