

Outlook

Read • Think • Understand



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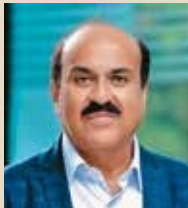
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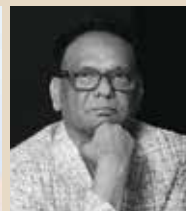
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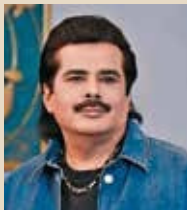
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Visionaries of
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ECONOMY**



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Championing Energy Efficiency

Sundaresan Narayanan is spearheading Carrier India in building a robust manufacturing ecosystem rooted in energy efficiency and eco-conscious innovation, for a sustainable India



Sundaresan Narayanan
Managing Director, Carrier-CHVAC India

Q India is now the fourth largest economy globally. How is Carrier India aligning its long-term vision with this macroeconomic shift?

India's rise as the world's fourth-largest economy is not just a milestone - it's a sign of the country's growing influence on global industry and innovation. At Carrier India, we see this as a defining opportunity to deepen our commitment to the region and accelerate our long-term vision

Today, India is not only a high-potential market for sustainable HVAC solutions but also a critical hub for Carrier's global operations. Our Hyderabad-based Global Capability Center is driving R&D excellence, supporting both India and our worldwide innovation pipeline.

Aligned with the government's "Make in India" initiative, we have introduced a full range of made-in-India airside products, commenced local manufacturing of scroll chillers, inverter cassette and launched large centrifugal chillers. These initiatives are supported by a robust local supply chain ecosystem that strengthens our ability to deliver high-quality, locally engineered solutions.

We deliver customized solutions tailored to India's unique needs from supporting infrastructure projects, designing equipment for industrial manufacturing and more developed specifically for India's industrial needs.

Carrier India is aligning with the country's economic momentum by investing in people, platforms, and partnerships that drive a sustainable, self-reliant future.

Q How do you see Tier 2 and Tier 3 cities contributing to your growth trajectory?

India's rapid urbanization is reshaping the country's economic landscape. This transformation is most visible in Tier 2 and Tier 3 cities, witnessing a surge in infrastructure investments, rising demand for climate control solutions, and awareness around energy efficiency.

At Carrier India, we're responding to this shift with a multi-pronged strategy. We're expanding our channel partnerships to penetrate deeper into these markets, and accelerating service capabilities to enhance customer experience.

We're committed to enabling sustainable urbanization. Carrier is introducing high-efficiency HVAC systems with low-GWP refrigerants and connecting them to AI-powered command centers that optimize energy use. Our specialized teams audit buildings and recommend interventions that significantly reduce energy consumption-directly supporting India's Net Zero 2070 goals.

Q How closely is Carrier working with Indian policymakers, industry bodies, or startups to

shape the HVAC-r ecosystem?

Carrier India is deeply committed to shaping a future-ready HVAC ecosystem by actively collaborating with policymakers, industry associations, and startups. We partner with leading industry bodies such as ISHRAE, RAMA, AMCHAM, IGBC, CII and others, contributing to forums and consultations on Make in India, sustainability and energy efficiency.

Our close collaboration with the government and industry associations ensures that our initiatives are in sync with national priorities such as decarbonization, green building standards, and energy efficiency. We play an active role in helping develop future-ready regulations.

On the innovation front, our Gurgaon R&D center and the Abound platform are driving the development of connected HVAC solutions, delivering up to 16% of annual energy savings to customers across 3,200+ sites in over 600 cities. Additionally, we actively mentor and support startups working in areas like digitalization, IoT-enabled building solutions, and energy management, ensuring that India's HVAC-R ecosystem evolves with agility and purpose.