



Dr Jairam Varadaraj |
MD, ELGI EQUIPMENTS

AGENTIC AI IS GOING BE THE GAME CHANGER

LOOKING BACK ON 2025 | The political economy of the world is moving towards protectionism and increasing instances of bilateral treaties rather than multi-lateral agreements. Regulatory envelopes that dictate product conformance will increase making product development complex. Free trade will now be at a cost and thus present a differential challenge to companies in different countries, depending upon how tariffs are negotiated, and this will present product and cost challenges.

TRENDS TO WATCH IN 2026 | The effects of “E-Commerce/Quick Commerce” will pervade all segments, including industrial segments. Compressed price points, dilution of brand relevance, speed of availability, and try-and-buy options will increasingly become the norm. Agility in cost management is going to be a key competence that will come into play in the future. Country of origin preferences will show some marked polarization depending on geopolitical shifts.



THE AI QUESTION | Generative AI is already being used across various functions in a company at various levels of depth. This will only increase, and the models are going to get more refined and more specifically defined. Agentic AI is going to be the game changer, and we have just started scratching the surface and this will be an exciting and challenging discovery.