



EXCON NEWS

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DAY 5

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Exploring knowledge & building careers for the future of the CE Industry



CII EXCON 2023, on Day 4, focused on two pivotal themes - "Future Trends & Adaptability in CE Industry" and "Building the Future: Exploring Research Frontiers and Career Opportunities." The key speakers deliberated on industry's dynamic changes and delved into forward-looking trends, defining adaptability and simultaneously navigating the frontiers of research that serve as the bedrock for future careers and advancements in the construction equipment sector.

Mr Jaswinder Singh Bakshi, Chairman, Taskforce on User Industry, CII EXCON 2023 said, "Over the past twenty years, India has changed a lot, especially in building new bridges, roads, and ports using advanced construction tools. To do well in this field, it's not just about knowing technology; you also need important soft skills like good communication, presentation abilities, and understanding basic finance. Learning things like how to read a balance sheet makes you better at your job and ensures you're skilled in all aspects of today's changing business world."

Mr Basaralu Sudharshan, Deputy Managing Director of NTTF said, "Amidst the rapid evolution of technology, the synergy between academia and industry is paramount. As we navigate the disruptions and

witness the transformative power of AI, this collaboration will be the linchpin for future sustainability. The pace of technological change demands constant adaptation from both academia and industry.

While discussing about the skilling and opportunities in CE industry, Mr M Vijay Kumar, CEO of Infrastructure Equipment Skill Council (IESC) said, "With a growing workforce entering the market monthly, the challenge lies in ensuring both job availability and skills alignment. Recognizing the industry's value chain, from manufacturing to distribution and operational usage, we're dedicated to setting up skilling institutes and collaborating with manufacturers to address the demand for about 2 Lakh technicians for the 1 Lakh equipment entering the market. As technology integration becomes pivotal, operators now require advanced skills in IoT, AI, ML, and more."

Mr Kasi Vishwanath, Head – HR, Construction & Mining Machinery, Larsen & Toubro Ltd said, "It is imperative for industry and academia to collaborate in response to shifting customer demands. Customers today emphasize a comprehensive perspective, placing importance on economic efficiency, socially responsible incorporation of diversity, equity, and inclusion (DEI), and a dedication to environmental sustainability through carbon emissions reduction. Addressing these expectations is critical for the industry-academia partnership to stimulate innovation and fulfill the requirements of a conscientious market."



Other speakers on future trends included; Mr S Manjunath, Country Head – Sales, Doosan Bobcat India Pvt. Ltd; Mr Moses Ebenezer Eddy, Executive Vice President of KOBELCO Construction Equipment India; Prof Sridhar Raju, Associate Dean of the Department of Civil Engineering at BITS Pilani and Dr M M Bagali, Director, Management Studies at East Point Group of Institutions.

Dr Shailashree Haridas, Dean, Faculty of Management and Commerce and Advisor, Faculty of Law at PES University, Bangalore and Mr Riaz Nawaz, Head of Product Design and Engineering at AJAX Engineering, who were among other panelists provided their perspectives on skilling and career opportunities.

The collaborative efforts of academics, industry professionals, and experts have resulted in a comprehensive understanding of the current landscape, innovative approaches, and a roadmap for advancing knowledge in the construction equipment field. CII EXCON 2023 has proven to be a catalyst for progress, fostering a shared vision for the future of the industry.

CII has signed an LOI with the Korea International Exhibition Center (KINTEX) and MESSE ESANG of South Korea to collaborate and bring world class exhibitions to India across multiple sectors at the newly opened Yashobhoomi in New Delhi.

A 14-member delegation from the KINTEX group, led by Mr Lee Sang Taek, Vice President, Messe Esang, met up with the CII EXCON team to witness and understand the ongoing CII EXCON Show.



CEO Interview

“We invest every year in our plants for maintenance or expansions”
- Mr Sandeep Singh, MD, Tata Hitachi

We at Tata Hitachi are very excited to be part of this event for we are showcasing new products with advanced technology and also solutions for our customers. One product that we have is the locally developed electric mini excavator. This is the first time, a product like this has been manufactured in India. The post-trial run results have been very encouraging.

Another customized product shown here is a solution for car scrapping to encourage a circular economy and a greener environment along with a wide range of other products from the Tata Hitachi stable.

Answering the capacity expansion plans for the company, “We are currently running at about 70 percent capacity in our two plants. We are adding capacity as and when required. This is a continuous process and we invest every year in our plants for either maintenance or expansions,” Mr Sandeep Singh, MD, Tata Hitachi.



The overall CE market is now close to \$8 billion with more than one lakh equipment being sold. We are growing at about 15 percent year on year and in the next three years, we will be number three after US and China despite many challenges and opportunities. To go to the next level, we will need a lot of support from all stakeholders be it dealers, vendor partners, government, and finance companies.

On the PLI Scheme and the delay in announcing by the Govt. of India, he stated, “It is very important to increase capacity, improve localization, and truly believe in AtmaNirbhar. Some critical components like hydraulics and electronics manufacturers want to come to India and invest. For this, they need either an incentive or ease of doing business. It is a matter of time but it will happen and we will see a lot of action”.

“We expect a good number of orders in the coming quarters”

Mr V G Sakthi Kumar, Chairman & MD, Schwing Stetter India took some time off to answer questions posed by the EXCON team. Excerpts:

How is the growth of the CE Industry in 2023 and what is the outlook for 2024?

Compared to last year, this year has been a very good growth year for our Industry. The silver lining is the exports from India to other countries. Our exports have been growing with most of our members of ICEMA experiencing good growth. Compared to the previous years when we had witnessed a drop in sales by the end of the third quarter, this year it is not the case. The outlook for 2024-25 is also expected to be buoyant as we see the order intake has been consistent even as we are at the end of December. We are finding a good intake of orders despite the election announcement. This trend is likely to be there up to the first quarter of the next financial year.

What are you expecting by participating in CII Excon 2023?

We look at EXCON as the key platform wherein, all stakeholders assemble to see the developments in the industry. At EXCON everyone launches new products and we expect customers to provide feedback. Based on the feedback, our R&D and innovation team works and brings out products that in turn helps them meet their requirement on construction sites.



Sustainability and Skill Development in CE industry. How important are these in the current business environment?

When we talk about great opportunities for the construction equipment industry, we also have to realize that growth in a sustainable, responsible manner is very important. As manufacturers, including Schwing Stetter, we are investing a lot in developing products that work on alternate fuels.

We also work on bringing new products that bring recycling of used construction material for reconstruction. So this aspect also addresses sustainability in a very big way. Lastly, we are also doing a lot of work to bring the product itself in such a way it can be completely recycled.

On the question of skill development, we as a company have heavily invested in training people. We have been training people who are already working with our customers. We have four training centers and signed MoUs with four state governments across the country to train polytechnic boys and girls to become good IT operators and experts in the construction equipment industry.

“Jindal Steel helps CE manufacturers strategize & think ahead when it comes Steel Plates”

In a tête-à-tête with Mr Ranjit Mathure, VP-Sales (Plates and Coils), Jindal Steel & Power, he explained how Jindal helps CE manufacturers to strategize and think ahead when it comes to Steel plates. Details below:

How special is EXCON for a steel manufacturer like Jindal Steel?

We are very happy to be a part of EXCON 2023.

Jindal Steel Power attaches special importance to the CE Industry as we are perhaps the largest suppliers of all kinds of grades and sizes of steel plates to this industry. All major construction equipment makers and their vendors are long-term strategic clients of ours.

Our relationship is not limited to mainly supplying their current requirements, but also collaborating with each one of them to understand their future needs and develop products like plates, et cetera, which help them stay abreast of the latest developments in their respective segments. The strategic relationship enables us to ensure that we are not transaction-oriented.

This helps us spend more time on strategic initiatives like developing special grades of plates that lend efficiency to their manufacturing process and their machines. Then to engage with each of these manufacturers, understand their upcoming requirements for steel



plates, and devote a lot of time and energy to developing those plates.

This helps them in turn to be future-ready ready making them globally competitive. As a result of these initiatives, a lot of the yellow goods manufacturers have chosen to relocate their manufacturing plants to India. Our relationship extends beyond the boundaries of India. We are also supplying to the requirements of these customers, to their overseas units.

Are there any plans to increase your manufacturing capacity?

We are currently at 110% of our capacity utilization. This is the Indian growth story. To cite an example, the capacity of our plate mill at Nangol, is a new and modern mill with a capacity of 1.5 million tons per annum, We are operating at that capacity and much more. We are now commissioning our new hot strip mill this month with a 5.5-million-ton capacity. Post this, we will be the single largest, single-location steel maker in India with a capacity of almost 27 million tons per annum.

“EXCON over the past two decades have become a truly international event. We have witnessed customers from the Middle East, Russia, and Africa apart from the International exhibitors come in search of equipment and components,”

- Mr Ashok Chhajer, Senior General Manager, OE Sales, BKT Tires



BKT is internationally recognized and in some countries above par with their own tyre brands. How was this possible?

BKT's biggest strength is its product range. We are having more than 3200 SKUs and is the only tire company who produces off road tires.

So, these 3200 SKUs are only in the offroad tire segment. Also, BKT

is the only company to produce the smallest tire weighing 1.7 kg to 6.4 metric ton!

All our tires are made of all steel radial construction tires across a wide range of tires like radial tire, agri tires, industrial tire, steel belted tire, solid tire, solid pneumatic tire, and much more. At EXCON apart from the 6.4 MT tire, we have also displayed our latest range of rubber tracks for compact loader applications.

How has BKT performed in terms of exports?

We are present in 163 countries as of today. Exports contributes to 80% of our total turnover and we are exploring other countries to make our brand BKT seen. We have a very strong presence in Europe followed by North America. Our goal is to ensure Bharat Ka Tire (BKT) is used by everyone across the world.

Apart from tires, we also manufacture carbon black which is a raw material for tires. We are also exporting this raw material and also supplying to other tire manufacturers. Our global market share in the off road tire segment is around 5.5% to 6%. Our target is to hit 10% global market share offroad tires in the next three years.

What about the India market and being Atmanirbhar?

The range of products for a market like India is not a big market today. Though India contributes 20% this still translates to substantial volumes. We are present in the agriculture industry, material handling industry, mining industry, airport, petrol handling industries, and construction equipment.

We are a 100 percent Atmanirbhar company and we take great pride in saying this. The mission Bharat Ka Tire should resonate in every country and make Indians proud.

Aerial View of EXCON 2023



BANGALORE INTERNATIONAL EXHIBITION CENTRE, BANGALORE



MYCRANE signs MOU with fellow innovator Equip9 at EXCON

Dubai based MYCRANE and aggregate digital platform Equip9 have signed a Memorandum of Understanding (MoU) at EXCON to work together to advance technical and commercial projects, particularly focussing on how AI can be used to power recommendation and selection models, including those to identify the most appropriate lifting equipment, or rental provider.

Under the terms of the MOU, Dubai-based MYCRANE will assist Equip9 in expanding its reach beyond India, especially in the Middle East, while Equip9 will help MYCRANE increase its penetration in the Indian market.

MYCRANE developed the world's first online crane rental platform in 2021, helping customers save time and money when they need to hire a crane. Its unique, uniform quotation system enables proposals from suppliers to be easily compared, negating the need to manually contact rental companies whereas, Pune based Equip9 is an AI-enabled start-up that has developed an app for everything related to heavy equipment.



TVS Eurogrip displays construction range of tyres at EXCON

TVS Eurogrip, one of India's leading manufacturers & exporters of two-wheeler, three-wheeler and Off-Highway Tyres, exhibited their latest offerings at EXCON 2023, South Asia's largest construction equipment exhibition.

Tyres for a wide range of applications like soil compactors, skid steer loaders, back hoe loaders, industrial tractors, wheel loaders, dump trucks, motor graders were showcased at the show.

Mr S Mathan Babu – Vice President, OHT Sales & Marketing, TVS Eurogrip said, "TVS Eurogrip is excited to be part of this mega expo, it is a great opportunity for us to showcase our portfolio and engage in knowledge sharing with industry experts. India is a potential market for construction range of tyres and we are well equipped to meet the wide range of requirements."



Caterpillar Unveils High-Performance C13D Engine in India



Caterpillar has showcased its latest innovation, the Cat C13D, a 13-litre diesel engine platform, for the first time in India at Excon 2023. Engineered for heavy-duty off-highway applications, the C13D aims to deliver best-in-class power density, torque, and fuel efficiency, aligning with Caterpillar's standards for reliability and productivity.

The inline, six-cylinder C13D engine platform boasts eight power ratings ranging from 340 to 515 kW, accompanied by a peak torque of up to 3,200 Nm. Notably, engine-mounted after-treatment and cooling packs will be available from the factory, streamlining installation and validation processes.

Set to commence production in 2026, the C13D will comply with emissions standards for higher regulated markets, including EU Stage V, U.S. EPA Tier 4 Final, China Nonroad Stage IV, Korea Stage V, and Japan 2014. Models tailored for lesser regulated markets will also be available. Importantly, the engine is designed to be certified for future India CEV Stage V and TREM Stage V emission standards while continuing to serve unregulated non-roadable CEVs within India.

The C13D platform, offering comparable power and torque to Caterpillar's existing engines, provides an opportunity for original equipment manufacturers (OEMs) to downsize, simplifying design and supply chain requirements. This consolidation may reduce maintenance complexity for end-users.

KYB Conmat launches Soil Compactor & Wheel Loader at EXCON 2023

KYB Conmat, an established player in the concrete equipment industry, has expanded their product range to Earth Moving Industry. They have launched the Soil Compactor and Wheel loader in addition to 3 New Self Loading Mixers at EXCON 2023.

This expansion of a wide range of machines to the Earth Moving Industry is a part of the Company's move to

establish themselves as a major player in this segment as well.

With over 15 years of experience in the Concrete industry, KYB Conmat is one of India's leading manufacturers of concrete equipment, holding the top three position in most segments, including batching plants, paving machines, transit mixers, and self-loading mixers.



Volvo CE showcases 50 ton electric Excavator at EXCON

Volvo CE India showcased the pioneering EC500 Electric excavator, marking India's first grid-connected electric excavator in the 50-ton class. Volvo CE also introduced the futuristic L120 Electric wheel loader for customer trials, offering no tailpipe emissions and a more comfortable work environment.

The EC80 Electric, showcased as a near-production prototype, complements Volvo CE's existing compact EC55 electric, catering to urban construction and forestry needs. With 6-8 hours of autonomy due to its larger battery, the EC80 Electric delivers superior performance. Additionally, India-developed electric compactors, DD40 and PT220, emerged as technology concepts, demonstrating advanced instrumentation, zero-emission operation, and reliable charging.

Dimitrov Krishnan, Managing Director of Volvo CE India, highlighted the strategic significance of CII Excon 2023, emphasizing Volvo CE's commitment to shaping the future of construction.

Volvo CE goes beyond product offerings, introducing a paradigm shift with innovative electric solutions and holistic sustainability support. The Equipment-as-a-Service (EaaS) business model emerges as a value-added service, easing the transition to electric machines by addressing concerns about capital costs, skilled manpower, and technology updates.



EV Charging Facility at Excon 2023 – powered by Gulf Oil

CII EXCON featured an innovative EV charging facility for visitors, powered by Gulf Oil's range of EV chargers. The EV charging facility showcased a trio of advanced chargers, with a capacity ranging from 3.3kW AC charger to 60kW DC charger, offering rapid and reliable charging for various electric vehicles, embodying the latest in charging technology.

This initiative was a pivotal move towards environmental sustainability, underscoring Gulf Oil's dedication to achieving carbon neutrality through innovative technologies. The EV charging stations offered practical convenience to users and also demonstrated Gulf Oil's role in advancing eco-friendly solutions in line with Excon 2023's theme of Sustainability, Inclusiveness, Globalization, and Technology.



Kennametal India Showcase Innovative Earthworks Solutions at EXCON 2023

Kennametal India showcased the Next-Gen Road King™ tool series for road rehabilitation at EXCON. Launched earlier this year with several design enhancements, the next generation Road King provides advanced milling machine performance.

These new design elements maximize tool life and make tooth changes easy and efficient for operators. The new RK31, RK32 and RK54 feature improved body, washer, and retainer design for optimum carbide tip usage, better rotation and reduced axial

play, further improving holder protection and retention in the current generation of tool holders.

Additionally, Kennametal under the road rehabilitation line also displayed its block system which features a taper locking sleeve and the new CB22 'Stack-on System' that converts an OEM's bolt-on system to a taper sleeve system-suitable for quick field repairs or maintenance to return drums to their original pattern.



Mtandt Group launches oil-free range and hybrid range of Mobile Elevated Work Platforms



Mtandt Group unveiled its latest offerings at EXCON, including an oil-free range and hybrid range of Mobile Elevated Work Platforms (MEWP), making their debut in the Indian market. Among the showcased products were the 24m Truck Mounted Platforms, designed to enhance accessibility and flexibility for construction projects nationwide and globally.

Mtandt also launched the 22m and the world's tallest 58m Self-Propelled Articulated Boom Lifts, offering a perfect blend of manoeuvrability and reach for increased efficiency and safety in various construction and maintenance applications. Recognizing the critical importance of infrastructure inspection, maintenance, and repairs, Mtandt presented a range of Suspended Under-Deck Access Solutions for bridges, conveyors, jetties, pipe racks, and more.

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