The 9th edition of South Asia’s largest construction equipment event EXCON, took place from Dec 12th to 16th, 2017 at the Bengaluru International Exhibition Centre (BIEC), Bengaluru. Organised by Confederation of Indian Industry (CII) with the Indian Construction Equipment Manufacturers Association (ICEMA) as sector partner and is supported by the Builders’ Association of India (BAI). The Govt. of Karnataka is the host state for EXCON ‘17. The theme was ‘Smart Technologies Fuelling Next Gen Infra’. EXCON 2017 has received participation from over 925 exhibitors including 275 international companies. The exhibition had dedicated country pavilions from leading economies like China, Germany, Italy, China, South Korea and United Kingdom, etc.

Mr. Anant G. Geete, Hon’ble Union Minister for Heavy Industries and Public Enterprises, Government of India graced the inaugural session with his presence as the chief guest. Speaking at the inaugural session, Mr. Anant G Geete said, “Under Prime Minister Modi’s leadership, the NDA government is trying to pave the way to lead India as a developed nation. In all these efforts, ‘Make in India’ is a pivotal initiative especially in the heavy industry sector. While we want foreign players to invest in India, our focus is also to encourage Indian companies to invest and grow in India”.

Adding to this, Mr. Amitabh Kant, CEO, Niti Aayog said, “I envisage the construction sector as one of the biggest drivers of the Indian economy in the coming years. Our objective in the government is to provide the right ecosystem to enable the sector to grow and expand in a much better way. Therefore, we have taken a vast number of measures, providing ease of doing business.” He added.

Ms Shobana Kamineni, President, CII said, “Construction industry remains the fundamental strength of the economy with important multiplier impact”. Mr Vipin Sondhi, Chairman, CII EXCON 2017 said, “The construction industry is headed for better days of a projected stable growth of 10% CAGR over the next 5 years compared to 7% in the previous decade”. Mr Arving Garg, President ICEMA, Mr Hari Sankaran, Chairman CII National Committee on Infrastructure and PPP and Mr Kamal Bali, Chairman CII Karnataka State Council also spoke.

The Infrastructure Summit organized by CII deliberated on the opportunities in infrastructure development through Public Private Partnership (PPP). CEO’s Round Table Session witnessed participation of leading global and Indian CEOs in the infrastructure and construction sectors.

On the second day, CII & ICEMA organised a Conference on “Next-Gen Infrastructure”. The Chief Guests at the conference were Mr. R. V. Deshpande, Minister for Large & Medium Industries and Infrastructure Development, Government of Karnataka and Mr. K. T. Rama Rao, Minister of IT, Municipal Admin & Urban Development, Industries & Commerce, Public Enterprises, Sugar, Mines & Geology, NRI Affairs, Government of Telangana.

Mr. Deshpande said, “I encourage the industry to invent and invest in Karnataka and promote ease of doing businesses”. Adding to this, Mr. Rama Rao said, “As per Telangana Government’s industrial policy, the entrepreneurs seeking to set up their manufacturing facilities do not require government permission.
Mr. T C A Ranganathan, Former Chairman & MD, Export-Import Bank of India said, “Companies need to be more capital intensive if it needs to be technology intensive. Also, we should be producers of technology, which will further propel the growth of our nation.”

“There is a need for urgent revival of PPP model, which is relevant to the centre and the states to create conducive environment for policy framework to bring in private investment to the sector”, expressed Mr. Sondhi, Chairman, CII EXCON 2017 through his address. Mr. Arvind Garg, President ICEMA in his address, said, “In terms of Make in India and Make in Karnataka, Southern States play a very key role in the growth of construction industry. The industry is currently growing at about 15% p.a. Despite the various challenges this year, we are still growing at such a commendable pace.”

Mr Deepak Kumar Hota, Chairman & Managing Director BEML Ltd, Mr V Ravichandar, CMD Feedback Business Consulting, Brig R S Sehgal, Deputy Director General-Borders Roads Organisation and Mr D K Vyas, Convenor, Conference Panel ICEMA also spoke.

The inaugural session was followed by sessions on ‘Future Technologies – Its impact on construction equipment industry’, ‘Infra Development – Voice of Customers’ and on ‘Government Projects – The Key Enabler’.

Ms. Ann-Marei Zwickirsch, Germany Engineering Federation (VDMA), said, “We see EXCON as a very beneficial platform to exhibit and are very happy to see a number of visitors in 2017. We can make good business here”. Another international delegate present at EXCON, Mr. Davide Ansaloni, Confindustria Modena, Italy, said, “We are a partner of CII since 2005 for the organization of the Italian pavilion. We see a lot of cooperation from the Indian companies through EXCON”.

The last day witnessed participation of many global and domestic players in the components, accessories and aftermarket segment. The overall market for spares of earth moving equipment in FY 2016-17 was in the range of INR 4,000 – 4,300 Crores. The spares market is expected to go up to INR 5,800 crore by FY 2022 with the allied services business to be pegged at INR 800–850 crores giving a huge opportunity for growth of the components industry.

The South and West India are hubs for such component manufacturing with a good mix of domestic and MNC players. Tamil Nadu, a leading hub for automotive manufacturing and spares is also becoming the preferred destination for Construction Equipment component manufacturing. The road ahead for component manufacturers is to work more closely with OEMs and the initiatives like ‘Make in India’ and rolling out of GST would provide much fillip for the robust growth of the component manufacturing industry.

Mr. Pratik Kumar, CEO Wipro Infrastructure engineering, said, “Over the next few years, we’ll see a lot of component companies focusing on bringing in new technologies, new processes, building capacity and benchmarking with global best practices on quality in the most cost-effective manner.” Mr. M. Seethapathy Rao, Chairman & Managing Director Hycom Engineering India Pvt. Ltd., said, “The construction equipment industry is likely to grow around 15–20 % and so will the components industry grow accordingly”.

EXCON 2017 had been immensely beneficial for the participants. The show had an unprecedented success in the response received so far. Foreign participation representing over 20 countries is yet another testimony to the event’s growing glory. The enthusiasm on the part of exhibitors had been more than justified with high footfall and the quality of leads generated.
Leaders Speak...

**MR. VIPIN SONDHI** Chairman, CII EXCON 2017 & Managing Director & CEO, JCB India Limited

"We have entered into the 9th edition of the EXCON, which has a 17-year strong legacy being organized since 2000. With each passing edition, the EXCON has witnessed immense growth both in quality and participation. EXCON 2017 has witnessed a 16 per cent growth in terms of number of exhibitors compared with the 2015 edition. The highlight of this edition is the enhanced participation of overseas companies from over 20 countries. There were also country pavilions including leading economies like Germany, Italy, China, South Korea & United Kingdom."

**MR. ANAND SUNDARESAN** Vice Chairman & Managing Director, Schwing Stetter India & Chairman of IESC

"EXCON 2017 is a great success with a spike in footfalls and increase in the number of foreign stalls. This goes on to indicate that our construction machinery industry is booming. This year we launched 14 new products and we were able to showcase our all products in a place, which is equivalent to international show. Our huge equipment bank is not possible to show personally anyone but here they can experience easily. We have a huge fleet of service engineers and they are always ready to meet up their needs. Govt. has provided a lot of infrastructure development programmes like Railways, Real estates, Alternative ways of Power, etc. It is rather the best time to be in the construction industry."

**MR. RAMESH PALAGIRI** CEO & Managing Director, Wirtgen India Private Ltd.

"We are getting very nice response here; 2017 EXCON is much bigger and brighter than previous years. It's an excellent platform to interact with our customers, and take care of potential customers. This is very powerful platform to showcase our latest technologies and innovation. This year we introduced a few new things in road construction segment. You can see our other products also at outdoor Stall no 14 &15. The Company has already a few services for the customers like job side training, operator school, in-house training etc. Five years time is too long to speculate anything within two or three years CE Industry will be the prominent industry in the world. We expect a growth of 25-30% this year and our agenda is to offer innovative products and technology to our customers."
EXCON 2017 is a great opportunity for us to meet with customers and colleagues from a wide range of business and update them on our latest products. This is the biggest show in Asia today. It serves to be a great knowledge exchange platform. The exhibition this time has made leaps in quality as well as the number of visitors. I applaud the efforts of the organizers for the brilliant management of the show. In EXCON 2017 quality of visitors has been very good; they have good knowledge; many deals have been made here, and customers could experience product before purchasing. Some how they feel great and we also don’t have to share much with them. This year we launched our road building and mining construction equipment. We got very good response. CE Industry is going good. Govt. of India’s project activities are high, like urban infra improvement, Metro, Road linking, Real estate, all these projects are pushing to CE Industry go ahead. I can say demand is increasing and in this context ICEMA is very hopeful.

MR. DIMITROV KRISHNAN
Vice President and Head, Volvo CE India

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MR. SORAB AGARWAL
Director, Action Construction Equipment Ltd.

Feeling very positive here, we are getting very good response, it’s a record that customers have advanced booked our product. CE Industry is again getting its charm, people are looking for new technology. Many new opportunities are waiting, like national Port modernization, Railways, Metro projects, Solar Power projects, Bullet Train is also expected to come, in addition to the road projects. It’s very clear that along with national infra, CE industry also growing. ACE is always very much customer centric company, so we are always ready to help them open heartedly. We opened operator training centre in Faridabad, fifty people can stay for their training purpose. We are very sensitive in this matter. Simply we care for them so they care for us.

MR. VIPIN SONDHI
Chairman, CII EXCON 2017

We are hopeful that the new models are even phenomenal to meet the expectations of our trusted and new customers in terms of quality and performance delivery. I can proudly state that KOBALCO will be a value for money to our customers in terms of good returns with low downtime and less maintenance cost. It’s a perfect machine, which can withstand workload in rugged condition. This year marks the completion of 10 successful years for us. At EXCON, KCEL has displayed its new 38-ton Generation 10 hydraulic excavator model SK380XDLC for tough mining applications. The model was introduced in the Indian market just before the event. The fuel efficiency is taken to a new level and output is increased with larger heavy duty buckets. KCEL has also displayed the SK220XDLC-10 Model introduced earlier this year. However, the focus is on the 50 feet long reach attachment, which is being promoted by the company. This latest generation 10 model has been very well received in India for its great value for money. The heavy duty high performance Okada Rock Breaker was also in display. We had very good response.

MR. YUTAKA(MIKE) GOTO Managing Director & CEO, Kobelco Construction Equipment India Pvt.Ltd.

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Feeling very positive to come here, we hope to do good business. We are among the top 3 in India. Those who are coming to us are genuine buyers, not doing just window shopping. LiuGong is well known for tough equipment for tough world. 921DI is a heavy duty excavator. To boost the fuel efficiency 921DI is designed with a negative flow hydraulics, that optimizes the main control valve and cylinders to improve the speed of equipment while working and reducing the hydraulic system’s pressure loss, leading to increase in fuel efficiency. The synchronization between pilot valves and main control valve offers precise control. In India we have steady growth in CE industry compared to other countries.

So I hope in the next five years India will grow steadily. way. Bharatmala, Sagarmala, etc. programmes are very prospective for the country; in the same way for our company also.

MR. NISCHAL MEHROTRA
Director-Sales & Service, LiuGong India Pvt. Ltd.

EXCON is always good show but 2017 is better than 2015 due to positive market. After 2015 EXCON, I can say CE industry is in the upswing, across the particular boundary growth is every where and visible. We are happy with our new product New 752EX Vibratory Tandem Compactor with two dozer 1650 & 2050, as well as upgrades of of existing products. We are getting very good response; all retail customers feel easy to transport it. In India we have good market and we already have a substantial amount of investment. Now Govt. is working in it, Railway is very prospective, due to UDAN Scheme, every small airport will be run, and you can see new leaf in water transportation. Telecom work is in boom. In India we have good customer background and for them we have annual maintenance contact. Now our country is witnessing an all-round development in the next five years. We are happy to be a part of it.

MR. AJAY ANEJA
Head–Sales (India & Other Asia), CASE Construction

MR. ANDREAS PRIEBS
Sales Manager Export, ROTHO

We should thank and congratulate CII and India’s Premier Industry Association for organizing South Asia’s largest Construction Equipment Exhibition. Through this esteemed platform, we have very high expectation because our new product ROTHO Curing racks, ROTHO ProCure Curing System is now launched. The platform provides an opportunity to new players to deploy their equipment, which guarantees India’s presence ensuring high percentage of deployment. We are expecting more footfalls. We have solid customer service to serve their needs. We have on line control and second one is data bank, they easily get feedback from us to solve their problem.

MR. ROGER GOLDBERG
Managing Director, ROTHO

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The EXCON is the largest Construction Equipment and Technology Fair in South Asia and it will be a platform to showcase the best of the equipment & technologies to aid India’s accelerated plans for infrastructure developments. It is a wonderful platform for the participants to meet, interact and create new business contacts to boost the growth potential of the construction sector. With each successive edition, EXCON has witnessed immense growth both in quality and in numbers. So, while this is the largest event on all counts including the number of domestic and overseas exhibitors & visitors, exhibition area and new product launches, the biggest difference is the presence of enhanced foreign players. There were country pavilions including leading economies like China, Germany, Italy, Japan, South Korea, Spain, and Turkey etc. It is very helpful platform for construction equipment manufacturers. We were introducing 4 Track HEM slip form Concrete Road paver and new models of self-loading concrete mixer at the show for the first time.

EXCON provides a terrific platform to showcase our capabilities and build the brand. We have extensively communicated with all our existing customers and potential customers to visit EXCON and visit our stall. We have taken this opportunity to give them the demo of our machines, network, and build the relationship. Customized Solutions for Rope Suspended Platforms with higher safety features is in high demand. We have launched Mini lift, L-type (90°), C-Shape, Curve-Shape, Round Shape, W-Shape, Square-Shape, Front Extension Platforms (fixed/folding) and multiple modifications in Suspension Mechanism are highly appreciated and accepted by the trend setters in construction segment. So our main focus is to discuss & display all possibilities in gondolas and I can say we are able to win the heart of our visitors. We are a client friendly company. We focus on customer relationship management. There are lots of processes we need to follow for maintaining the company’s policies but the customer satisfaction is the most important.

Trade shows like EXCON help the company to highlight its brand’s strengths. This year at EXCON we launched some new products that will reinforce what TIL stands for - Technology, Innovation, and Leadership. We expect to engage in gainful interactions with customers. This year we are in alliance with global technology leaders. We are able to set a new standard in design and manufacturing excellence. TIL is one of the leading providers of material handling and road sector solutions in the country.
**EXCON: SHOW ROUNWDUP**

**MR. SIVA KASTURIL  Global OEM Manager — India & South-East Asia, Shell Global Lubricants**

EXCON is quite well known among the construction machinery manufactures, buyers, and industry lovers. People visit the event to explore new technology and develop contacts. It’s a massive learning ground. My personal experience is very nice. I have been acquainted with EXCON for the last few years. This time it’s bigger than the previous one, here is a plethora of opportunities for me. Projects of Govt. are rolling up, so market will also face new opportunities. For any new product we have two main focuses: one is the product-lubricants or grease and the other is service. In India we have lack of trained or educated operators, so the maintenance is not proper. Proper maintenance with right lubricant or grease can enhance the lifespan of machine. For customers we have Shell Video chake service and it’s based on high technology.

**MR. MANIKANDAN MAHALINGAM  Deputy General Director, Paschal Formwork India Pvt. Ltd.**

EXCON is a wonderful platform for all. The scale of it has grown year by year with a lot of new entries. People are waiting for the event to launch their new products and discover the latest trends to prepare themselves accordingly. It has evolved and increasing. In EXCON we are participating for the first time now; earlier we had participated in Bauma and Conmac. In EXCON people have choice to select the product because many companies get under one roof. Being a German company, our product is based on German standards and cost effective price. We are overwhelmed to see the response for us. Customers are very much concerned and they know what they want, you cannot easily convince them. They are well educated, and maximum are young. Our expert team patiently hears the customers’ problem and solve them.

**MR. PREM RAJ  Managing Director, KYB-CONMAT Pvt. Ltd.**

Our expectation is very high and we are not yet disappointed. We started our career in EXCON 2009 only based on our service, that time we didn’t have any marketing person, and was getting very high response. From then we always come here with full of zeal and high spirit. We are getting very good response as always, from day one got a number of new orders from new clients. Happy to see tremendous footfall, we bagged many orders in the last three days. This year we launched four new products and received tremendous response. I hope CE Industry is already in growth so coming years are very vital for us. We just have to maintain the flow. Good push in road sector and luckily we are good in it, like concrete batching plant, paver, etc., and now we are focusing on irrigation sector. This one of the sectors of Government priority. We have many programmes, and under one of them, we take fresh students from ITI and train them for practical life.
MR. DEBASHISH ROY  
Country Head-India, Vollert India Pvt. Ltd.

We see EXCON as a significantly beneficial platform to exhibit; we are receiving great response from the show. In 2017 the event appears international. This helps us to expand the market. A few of our projects are going on. We are very much hopeful with our Grater Noida project. We are going to take a few patents on our invention. I see a better prospect for Railways and Power; other sector is also growing up vigorously. India has a growing economy, which has fuelled the demand for construction equipment.

MR. ASHWANI KUMAR TANDON  
Head Sales & Marketing, Columbia Machine Engineering (I) Pvt. Ltd.

EXCON is a major trade show and we are participating the last couple of years. We are trying to cater to the customers here to give them an out look of what is Columbia doing and we know very well that they are also looking for new technology. Infrastructure development is the prime focus of Govt.

The market is opening now, opportunity is ahead, those who have capacity, they can grab it. So it’s my personal opinion that coming three to four years are very important for any company to sustain with upcoming needs. Capital investment is a very crucial need and the amount is huge. We provide an excellent after sales support. People’s expectation is very high from us and we are always able to meet their expectation remarkably.

MR. R. S. RAGHAVAN  
Managing Director, Proman Infrastructure Services Private Limited

EXCON 2017 is brighter than all previous events. Response is incredible, we are quite happy here. Our stall is bigger than last year, this year we displayed 15 new products. Proman started its operations in 2001, with REMCO Vertical Shaft Impact Crushers, and has steadily graduated to other products, which presently includes state-of-the-art jaw crushers, cone crushers, vertical shaft impact crushers and Ortner washing systems as well as vibratory screens and feeders. At EXCON, it launched the smallest and the biggest VSI along with showcasing its expertise to provide total crushing solutions to produce the best quality finished products catering every requirement. Present Govt. is very much positive, and their intention is very clear, so Indian infra is growing and with the growing needs CE Industry is also growing to fulfill its needs. We are always given value to our existing customers.

MR. S. SAKTHI KUMAR  
Managing Director & CEO, thyssenkrupp Forged Technologies-India Region

EXCON is a huge platform for all; the event has garnered overwhelming response and again been successful in exceeding our expectations. The industry leaders must make the most of the good times and its opportunities with the aid of projects for the development of India’s infrastructure, rejuvenation of port, road, railways, metro, power, irrigation etc.. We have very close coordination with our customers; our knowledge bank is very strong. We teach our clients how to maintain the machine because most of the users are not aware of it. JCB is our friend customer; we give training to JCB engineers. Next five years is very important for CE Industry, 13% growth you can expect. After reducing the GST rate from 28% to 18%, market is again up. We should be thankful to Govt. for this.

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VE Commercial Vehicles Ltd.

SCHWING STETTER (India) Pvt. Ltd.

Liebherr India Private Ltd.

Mahindra & Mahindra Ltd.

Columbia Machine Engineering (I) Pvt. Ltd.

Tata Hitachi Construction Machinery Company Pvt. Ltd.

Wirtgen India Private Limited

Volvo Group India Pvt. Ltd.
SHOW ROUNDUP

ROTHO


Paschal Formwork India Private Limited

Escort Limited

thyssenkrupp Forged Technologies

PRD Rigs India Private Ltd.

MB Crusher India Pvt. Ltd.

KYB -Conmat Pvt. Ltd.
GLIMPSES FROM

Hyundai Construction Equipment India Pvt. Ltd.
SDLG India

MRF Limited
Tadano India Private Limited

Sandvik Asia Pvt. Ltd.
MASA GMBH

Indoor Stalls
Danfoss Power Solutions India Private Limited