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Welcome to the 15th annual CEO Special issue of C&A Magazine. It is with great pleasure that we present this milestone edition, celebrating a decade and a half of showcasing remarkable leaders and their invaluable insights.

In a world that is constantly evolving, the role of a CEO is more challenging and dynamic than ever. This special edition is a testament to the

visionaries who have navigated these turbulent waters and emerged as beacons of leadership, illuminating the path forward.

Inside these pages, you will find exclusive interviews with CEOs from diverse industries, each offering a unique perspective on the challenges and opportunities that define our era. They share their personal journeys, the strategies that have guided their organizations to success, and the vision that propels them into the future.

As we delve into the stories and experiences of these exceptional individuals, we hope to inspire, inform, and ignite a spark of curiosity within each of our readers. Whether you are an aspiring leader, an industry veteran, or a curious mind seeking knowledge, the insights shared here have the power to transform the way you think about leadership and innovation.

In addition to the CEO interviews, this issue also features thought-provoking articles, case studies, and the latest trends in various sectors, offering a comprehensive view of the ever-changing business landscape.

We are immensely grateful to the CEOs and organizations that have generously shared their time and wisdom with us. Their contributions, along with our dedicated team of writers and editors, have made this special issue a reality.

As we celebrate the past 15 years, we also look forward to the future with anticipation and enthusiasm. We remain committed to delivering top-notch content that informs, educates, and inspires our readers.

Thank you for being a part of our journey. Here's to the next 15 years of insightful, transformative, and thought-provoking CEO Special issues. We also thank our advertisers, promoters, subscribers, and readers for their unwavering support over the years. Your continued trust and appreciation drive us to maintain the highest standards. ■

As our readers, we would like your feedback and comments. Please feel free to send in your suggestions, feedback to editor.cna@gmail.com.



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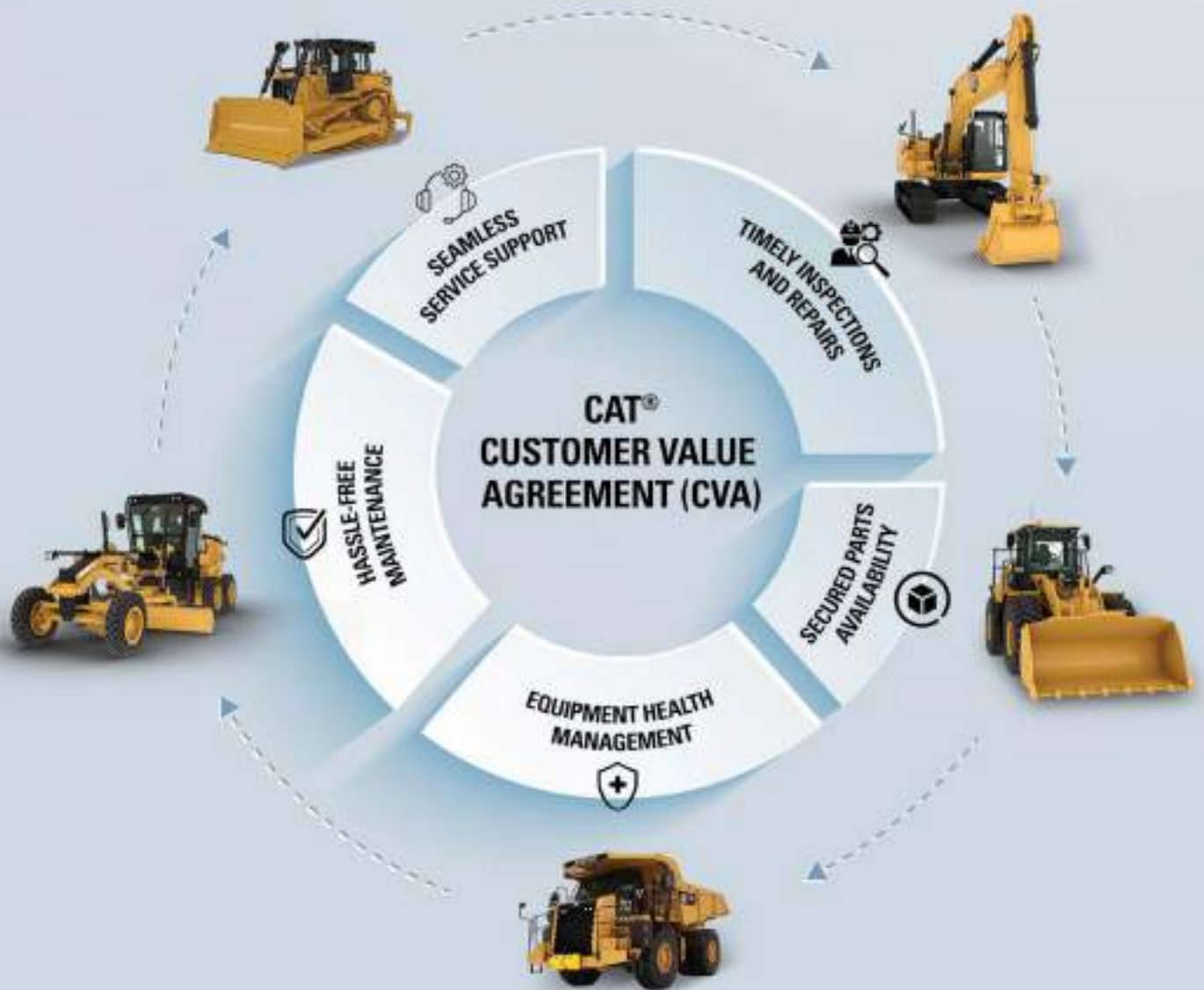
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ACC & AMBUJA CEMENTS RECOGNISED AS 'ICONIC BRANDS OF INDIA 2023'

ACC and Ambuja Cements, the cement and building material companies of the diversified Adani Group, have been recognised as 'Iconic Brands' at the 6th edition of 'The Iconic Brands of India' by The Economic Times. ACC and Ambuja Cements were commemorated for their remarkable journey as brands and stalwarts of the cement industry. This recognition stems from their unwavering commitment to quality, innovation, and customer satisfaction that have not only stood the test of time but have also become integral to the Indian identity.

In a country as diverse and dynamic as India, these brands have not only provided excellence but have also mirrored the



aspirations of a nation on the rise. The 'Iconic Brands of India Conclave' celebrates and acknowledges the remarkable journey of ACC and Ambuja Cements, brands that have set new standards in their respective domains. The companies have cultivated unparalleled loyalty among their users and admirers, making them a true cultural phenomenon. They have also etched a distinctive identity in the hearts and minds of consumers, and their stories are nothing short of inspiring. ■

ASHOK LEYLAND INVESTS RS 1,000 CRORE IN UP FOR BUS PLANT

Ashok Leyland, a leading player in the commercial vehicle industry, is set to invest Rs 1,000 crore in Uttar Pradesh, marking its foray into bus manufacturing focused on clean mobility. This strategic move aligns with Ashok Leyland's commitment to sustainable practices and green transportation.

The Memorandum of Understanding (MoU) between Ashok Leyland and the Uttar Pradesh government was signed in Lucknow, with Chief Minister Yogi Adityanath in attendance. This monumental agreement paves the way for the construction of an integrated commercial vehicle (ICV) bus plant near Lucknow. Initially boasting a production



capacity of 2,500 buses annually, this plant's capacity will eventually double, handling up to 5,000 vehicles annually within the next decade.

Ashok Leyland's investment in Uttar Pradesh signifies its dedication to environmentally friendly mobility solutions. This move marks the company's seventh vehicle manufacturing plant in India and demonstrates its readiness to meet the surging demand for electric and other types of buses, driving India's clean transportation agenda. ■

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ASSAM'S LONGEST ROAD BRIDGE TO ALLEVIATE GUWAHATI'S TRAFFIC WOES

Assam's longest road bridge, stretching from Kamakhya Gate to Maligaon in western Guwahati, is set to inaugurate on August 28, 2023. Himanta Biswa Sarma, the Chief Minister, revealed this during a government event. The project, costing Rs 420.75 crore, encompasses a 2.63 km span and has achieved an impressive 93% completion by August 1, 2023. The main bridge and Pandu arm's foundation and sub-structure are accomplished, with only two deck slabs (out of 124) remaining, along with one in the Pandu arm.

Significant strides are evident in approach work, with reinforced earth walls 95% complete at Maligaon, 80% at Kamakhya, and 95% at Pandu. A substantial section of the 1,600-meter drain, precisely 1,020 meters, is finalized. While the flyover's official deadline is October 23, 2023, vehicular movement is set to commence on August 28, 2023, offering respite to Guwahati's western traffic congestion. This timely access is expected to mitigate the area's traffic challenges, further solidifying the bridge's significance upon full completion. ■

LUXURY RESIDENCES: ELAN GROUP AWARDS RS 1,000 CR CONTRACT TO LEIGHTON INDIA

Elan Group has awarded Leighton India a significant Rs 1,000 crore (\$142 million) contract for the construction of its upscale residential project, 'Elan The Presidential,' located in Gurugram. The contract pertains to the first phase of the project, comprising the development of 728 flats, and is projected to reach completion within a span of 40 months. Leighton India, a subsidiary of the renowned CIMIC Group headquartered in Australia, will oversee the entire spectrum of construction work, including civil construction, coordination with various contractors, and the establishment of site infrastructure.

Rakesh Kapoor, Chairman of Elan Group, commended Leighton India's extensive 25-year construction track record in India, emphasizing its successful execution of major projects within the country. As the appointed contractor, Leighton India holds the responsibility for the comprehensive execution of the project, ensuring a seamless integration of various construction aspects and timely delivery. ■



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JSW INFRASTRUCTURE'S EXPANSION IN THE PORT SECTOR

JSW Infrastructure is actively pursuing a ₹2,000 crore bid to acquire three ports as part of the government's privatization drive. This strategic move is set to increase the company's capacity by 10-12 percent, reinforcing its presence in the port industry.

The company is also eyeing opportunities in several other ports, including Haldia, Paradip, Visakhapatnam, Thoothukudi, Goa, Kandla, and JNPT. This expansion aligns with the government's goal to promote public-private partnerships in major ports.

As of FY23, JSW Infrastructure operates nine ports and terminals, boasting a cargo handling capacity of 158.4 million tonnes along India's eastern and western coasts.



Furthermore, JSW Infrastructure is gearing up to raise ₹1,260 crore from anchor investors, earmarked for various projects, including an LPG terminal, an electric sub-station, and expansion initiatives at the Mangalore Container Terminal and greenfield expansion plans. These investments are poised to significantly accelerate the company's growth trajectory. ■

INNOVATIVE MULTI-PORT EV CHARGER BY HITACHI

Hitachi Industrial Products is set to launch a high-capacity multi-port EV charger in October 2023. This charger promises rapid EV charging, reducing wait times and easing congestion by accommodating multiple vehicles. Key features include bidirectional charge/discharge control, crucial for grid efficiency, and high-efficiency power conversion, maximizing EVs' role as energy resources. Aligned with Japan's carbon neutrality goals, it supports the transition to electric cars.

Hitachi is actively engaged in promoting the CHAdeMO 3.0 standard and plans to install these chargers at sites like Tsuchiura Works, encouraging EV adoption and reducing emissions.

This innovation signifies a major step in the growth of electric vehicles and charging infrastructure. ■





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L&T AND PARTNERS INVEST \$4B IN GREEN HYDROGEN EXPANSION AND MANUFACTURING

L&T, along with partners IOCL and ReNew, plans to invest over \$4 billion (Rs 32,000 crore) in green hydrogen ventures within the next three to five years. Additionally, approximately Rs 500 crore will be allocated for electrolyser manufacturing. The collaborative JV aims to establish green hydrogen plants, with funding sourced from internal accruals. The company is also engaged in discussions with state governments to secure additional land for transporting green hydrogen and ammonia.

Earlier this year, L&T joined forces with H2Carrier of Norway to develop floating green ammonia projects for industrial applications. Moreover, a binding agreement



with France-based McPhy Energy for electrolyser technology and manufacturing was solidified in March 2023. Presently, L&T is in the process of constructing a gigawatt-scale electrolyser manufacturing facility in India, based on McPhy's technology. This facility will cater to domestic needs and selected regions globally. ■

MUMBAI'S COASTAL ROAD PROJECT NEARING PARTIAL COMPLETION

Mumbai's Coastal Road Project, costing approximately Rs 12,721 crore, is nearing partial opening in November 2023, with full completion expected by May 2024. Currently, about 76% of the work is complete. The project aims to ease traffic congestion in Mumbai, featuring key interchanges at Amarsons Garden, Haji Ali, and Worli.

Initially targeted for November 2023, delays due to design changes and the COVID-19 pandemic occurred. Notably, the Brihanmumbai Municipal Corporation (BMC)



marked a milestone by completing the excavation of the second underground tunnel near Priyadarshini Park.

The project's significance lies in its potential to enhance transportation in the city, particularly benefiting western suburb commuters. ■

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SANY'S MILESTONE: FIRST ROTARY DRILLING RIG SALE IN EUROPE

A momentous occasion unfolded on the event's second day: Italian firm FOR DRILL officially signed a contract with SANY Italia. This marked the SR125-V's debut as the first-ever SANY Rotary Drilling Rig to be sold on European soil.

At the handover ceremony, Mr. Yu, Director of the Drilling Rig R&D

department at SANY Heavy Machinery, commended the SANY Italia team's efforts. He also reassured the new customer of the company's commitment to both superior quality and unmatched service. "This milestone is just the beginning of SANY's Rotary Drilling Rigs making their mark in Europe," he stated. Elaborating further, Mr. Yu remarked, "This inaugural sale is an icebreaker for the European market. We foresee this initial crack leading to a cascade of success shortly."

The SR125-V, the highlight of the Geofluid exhibition, stands as a testament to SANY's dedication to providing top-tier drilling equipment to Europe's construction and infrastructure realms. With this significant stride, SANY Italia is poised for amplified expansion within Italy. ■

CASTROL INDIA APPOINTS ROHIT TALWAR AS VICE PRESIDENT & HEAD OF MARKETING

Castrol, India's premier lubricant manufacturer has named Mr. Rohit Talwar as its Vice President and Head of Marketing. He will succeed Ms. Jaya Jamrani in this pivotal role.

In his new capacity, Mr. Talwar will oversee Castrol's extensive marketing strategies, focused on driving growth and creating value for customers and shareholders. He will also become an integral part of the Castrol India Leadership Team.

With a remarkable career spanning 21 years, Mr. Talwar brings a wealth of experience to this role. He has excelled in leading high-performance multicultural teams across various levels and assignments, both locally and globally. His expertise extends across developed and growth markets within the Castrol group.

Expressing his enthusiasm for the new role, Mr. Talwar stated, "I am deeply



honored to accept this appointment and eagerly anticipate rejoining the Castrol India team. I look forward to collaborating closely with our exceptionally talented team to propel our marketing initiatives to new heights and further uphold Castrol's legacy of excellence." ■

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DEDICATION OF NTPC'S BARH SUPER THERMAL POWER PROJECT UNIT-2 TO THE NATION

Shri R. K. Singh, the Hon'ble Union Minister of Power and New and Renewable Energy, inaugurated the 660 MW Unit#2 of the Barh Super Thermal Power Project in Barh, Patna, Bihar. During the event, the Hon'ble Minister commended Team NTPC, which includes all the dedicated engineers and workers who played pivotal roles in the successful completion of the Unit. He also lauded NTPC for its contribution, providing over 90% of Bihar's power requirements.

Furthermore, the Hon'ble Minister extended his congratulations to the engineers and workers who contributed to the realization of Unit #2 (660MW) of the project. Shri Gyanendra Kumar Singh, Hon'ble MLA, Barh, also addressed the gathering.

Before the dedication ceremony, Shri Gurdeep Singh, CMD, NTPC, warmly welcomed the Hon'ble Minister and other esteemed dignitaries, expressing his gratitude for their unwavering support and guidance. Notable figures present at the event included Shri K Sreekanth, CMD, PowerGrid, Shri Dillip Kumar Patel, Director (HR), NTPC, Shri Ujjwal Kanti Bhattacharya, Director (Projects), NTPC, as well as senior officials from the Government of Bihar, NTPC, and other distinguished guests. ■

ADVANCEMENTS IN INDIA'S PORT INFRASTRUCTURE: COMPREHENSIVE CONNECTIVITY BY RAIL AND NATIONAL HIGHWAYS, STATES MINISTER

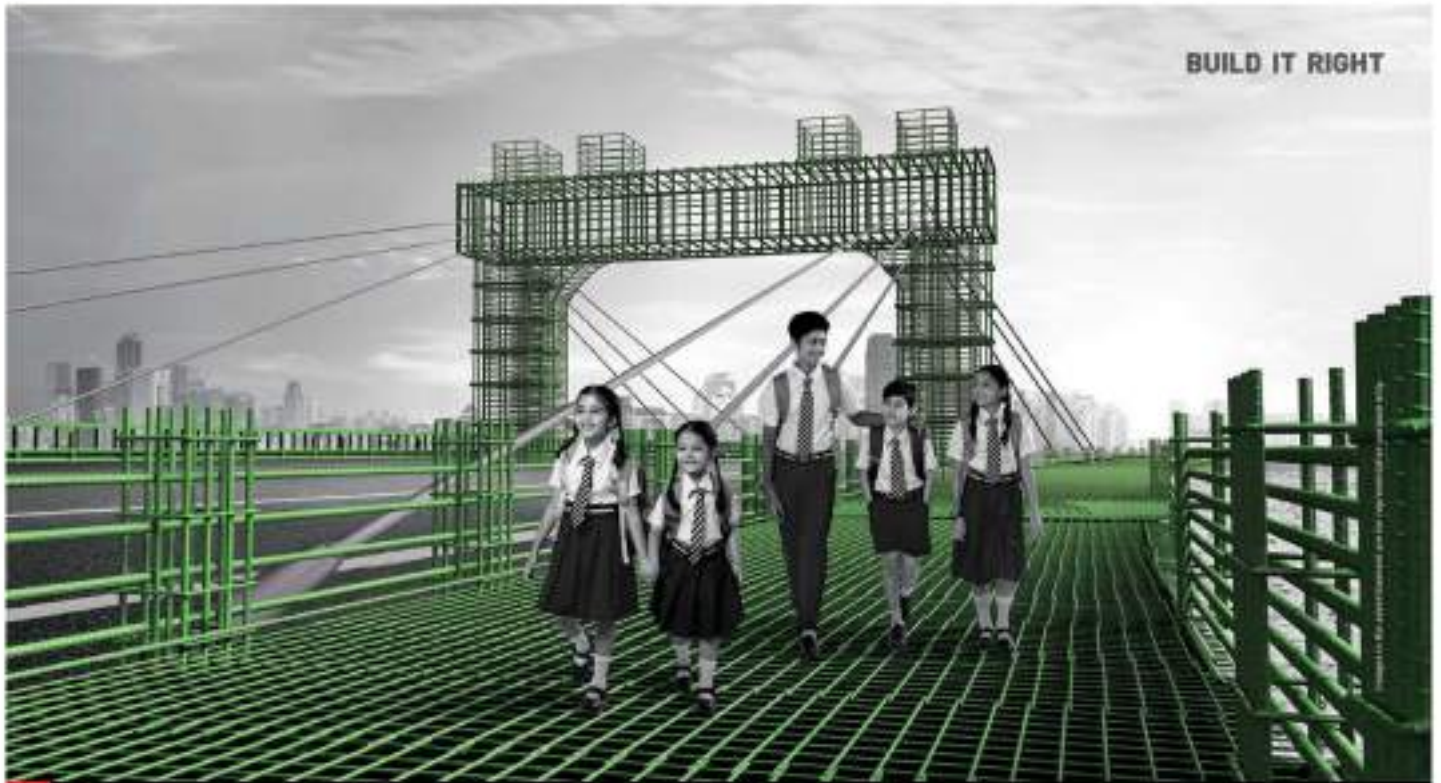
The Union Minister for Ports, Shipping, and Waterways has announced that all of India's major ports now have railway and 4-lane road or national highway connectivity. This connectivity milestone extends to 13 of the 66 Non-Major Ports handling cargo, which are connected by rail, while 24 are linked by 4-lane roads or national highways, as per information provided by State Governments.

Minister Sonowal shared these insights regarding India's port connectivity in a written response to the Rajya Sabha. Highlighting the pivotal roles played by the states of Gujarat and Andhra Pradesh in housing



major ports, the Minister noted that these two states collectively managed 493.85 Million Tonnes and 133.32 Million Tonnes of the total cargo traffic of 1129.63 Million Tonnes handled at Indian ports during the fiscal year 2022-23. ■

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TATA MOTORS CHARGES UP NEPAL WITH GAME-CHANGING ACE EV

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Tata Motors, one of the world's leading commercial vehicle manufacturers, today took a significant leap forward in promoting sustainable mobility with the launch of the new, revolutionary Ace EV in Nepal, with its sole authorised distributor, Sipradi Trading Pvt. Ltd. The new Ace EV, an advanced, zero-emission, four-wheel small commercial vehicle (SCV), is a green and smart transport solution ready to serve a wide variety of intra-city applications. The launch of Ace EV in Nepal marks its debut in the global market and promises to redefine eco-friendly transportation. The first fleet of the revolutionary Ace EV was delivered to its customers in Kathmandu. The electric version of the ever-popular Ace is an eco-friendly mobility solution for environmentally conscious companies.

The new Ace EV, co-developed in rich collaboration with its users and supported

by a diligently curated ecosystem, offers a holistic solution for e-cargo mobility. In addition to addressing the core need of timely cost-effective and efficient last-mile deliveries, the Ace EV also serves the future commitment and aspirations of its conscientious customers to achieve net zero carbon footprint. The fleet of Ace EV will be supported by a dedicated team of experts for 24x7 support and state-of-the-art Electric Vehicle Support Centres (EVSC). The vehicle also comes equipped with a feature-rich telematics system for real-time vehicle tracking and efficient fleet management. ■



SYAMA PRASAD MOOKHERJEE PORT INITIATES PROPOSALS FOR KOLKATA'S MULTIMODAL LOGISTICS PARK

In a strategic move to invigorate the logistics sector, the state-run Syama Prasad Mookherjee Port aims to establish a Multimodal Logistics Park (MMLP) within Kolkata. The port authority has recently called for bids from interested parties to develop this pivotal park, which will be granted under a 30-year lease. Positioned between Transport Depot Road and Hide Road, connecting National Highway (NH)-12 at an approximate distance of 8 km, the MMLP spans an extensive area of around 60 acres in proximity to Kolkata port, thus enjoying robust rail and road connectivity.



The core zone designates spaces for warehousing, container handling, and a container yard. Meanwhile, the non-core area accommodates offices, hotels, and commercial spaces. Offices will bolster the MMLP's processing zone, while ancillary amenities like hotels, banks, and potential retail and exhibition centres will thrive within the commercial section. ■



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MahaRERA to propose a discussion paper on quality guidelines for realty projects

MahaRERA (Maharashtra Real Estate Regulatory Authority), a real estate regulatory body, will propose a discussion paper on quality guidelines for realty projects in the state. These directives will help monitor the quality of housing with a view to safeguard interests of homebuyers in order to get houses of good quality, announced Mr Ajoy Mehta, Chairman, MahaRERA while addressing the Real Estate Forum, 2023 in Mumbai. JLL were the knowledge partners at the event.

Mr Mehta said, "In Maharashtra, 1.6 crore citizens are waiting for homes and about 14 lakh homes are under construction. Hence, the Government recognises importance of the real estate sector and good housing. While the foundation of regulation will remain the same, more emphasis will be laid on the issue of timely construction, delivery and quality of housing, as well, in order to make good housing available to all. MahaRERA will soon bring an Act to monitor quality of construction and housing. This enactment will resolve disputes arising from quality issues. More than an impediment, it will ensure seamless delivery of housing." He added,

"If we are giving the RERA number, the house must be delivered on the day and with the quality promised. The enactment is currently at a discussion stage."

The Real Estate Forum, 2023 organised by NAREDCO Maharashtra was inaugurated today at the hands of Mr Atul Save, Minister of Housing, Government of Maharashtra in the presence of Mr Ajoy Mehta, Chairman, MahaRERA; Dr Sanjay Mukherjee, Metropolitan Commissioner, MMRDA; Smt Valsa Nair Singh, Additional Chief Secretary, Ministry of Housing, Government of Maharashtra and Mr Pravin Darade, Secretary, Ministry of Environment, Government of Maharashtra. Also present were Mr Sandeep Runwal, President, NAREDCO, Maharashtra, Dr Niranjani Hiranandani, Vice Chairman, NAREDCO and Mr Rajan Bandelkar, President, NAREDCO National.

Appreciating NAREDCO Maharashtra's efforts to organise the Real Estate Forum, Mr Atul Save, Minister of Housing, Government of Maharashtra said, "The Government understands importance and contribution of the real estate sector in the State's development,



The Government aims to ensure good housing to every person in the State and in order to achieve this; it will sort out any issues of the real estate sector."

Welcoming the real estate sector fraternity to the mega Real Estate Forum, 2023, Mr Sandeep Runwal, President, NAREDCO Maharashtra said, "When the real estate sectors in countries like China, USA are struggling, India's real estate sector is a global bright spot. In Maharashtra, infrastructure projects are driving growth of the State while the RERA is evolving well to bring transparency and quality in functioning of development. In these interesting times, we foresee seamless growth of the State's real estate sector with conducive policies from the Government and issues getting addressed in real time." Mr Runwal further announced the launch of an ambitious RealTech Fund (RTF) with an initial corpus of Rs 50 crore to propel technology innovations in the real estate sector and inculcate entrepreneurship.

Dr Niranjana Hiranandani, Vice Chairman, NAREDCO National lauded India's prominence globally as an emerging economy and the real estate sector's contribution in the growth story. Calling Maharashtra's strides in ensuring ease-of-doing-business, transparency through RERA implementation and infrastructure development phenomenal, Dr Hiranandani said, "Housing and infrastructure development in the state has grown significantly. With more urban infrastructure projects underway, the State and the city of Mumbai needs housing for

all. The State's real estate sector's aspiration is to give a home to every person. We need a further slew of pro - housing initiatives like reducing stamp duty and registration charges to boost housing demand."

Mr Rajan Bandelkar, President, NAREDCO National said, "The earlier decade was for information and technology, telecommunications, but now it is of the real estate sector; mainly due to the Central and State Government's focus on housing for all and making commensurate policies."

During the event, NAREDCO Maharashtra unveiled two new State Chapters of Karad (in Satara District) and Akola. NAREDCO Maharashtra also announced another flagship event Homethon, 2023 to be scheduled on 24, 25 & 26th November, 2023. The event also saw the launch of a NAREDCO - JLL Research Report titled: Unlocking Opportunities with Infrastructure Development. According to the report residential sales value in Mumbai projected to exceed INR 2 lakh crore by 2030.

The report further states that mid-segment projects still account for most of the market activity in Mumbai. However, with changing customer preferences, there is an increased focus on upper mid and premium segments. Mumbai has been the fastest-moving city in terms of its home purchase affordability index score and became an affordable market with its threshold hitting 100 in 2021. ■



Gati-Shakti Drives Atmanirbhar Vision:



CCEA Sanctions Rs 32,500 Crore Multi-Tracking Projects for Indian Railways

The Cabinet Committee on Economic Affairs (CCEA), led by Prime Minister Narendra Modi, has given the green light to seven projects presented by the Ministry of Railways. With an estimated budget of around Rs 32,500 Crore, these initiatives are fully funded by the Central Government and hold the promise of significantly enhancing the Indian Railways' operational capacity. It is anticipated that these projects will facilitate an additional freight traffic volume of 200 million tonnes per annum (MTPA).

The core objective of these multi-tracking projects is to alleviate operational bottlenecks and alleviate congestion in the most heavily trafficked sections of the railway network. The Ministry's official statement underscores that these efforts will lead to much-needed infrastructural development.

Encompassing 35 districts across nine states – Uttar Pradesh, Bihar, Telangana, Andhra Pradesh, Maharashtra, Gujarat, Odisha, Jharkhand, and West Bengal – these projects are poised to extend the existing railway network by an impressive 2,339 kilometers. Moreover, these initiatives are expected to generate substantial employment opportunities, amounting to 7.06 crore man-days for the residents of these states.

Crucially, the proposed multi-tracking initiatives will facilitate the seamless movement of a diverse range of commodities, including food grains, fertilizers, coal, cement, fly-ash, iron and finished steel, clinkers, crude oil, limestone, and edible oil. The projected additional freight capacity of 200 MTPA resulting from these expansion efforts is a significant achievement.

The ministry also highlights the eco-friendly and energy-efficient nature of rail transport, underscoring its role in both achieving environmental goals and reducing the nation's overall logistics costs.

Aligned with the Prime Minister's vision of a self-reliant India, these projects aim to empower local communities by creating a versatile and skilled workforce, thereby enhancing opportunities for employment and self-employment.

The initiatives stem from the PM-Gati Shakti National Master Plan, a comprehensive strategy focused on multi-modal connectivity. Through meticulous and integrated planning, these projects aim to establish seamless connectivity to enable the efficient movement of people, goods, and services. ■

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PM Gati Shakti Recommends Approval for 100 Infrastructure Projects Worth Rs 5.89 Lakh Crore This Fiscal Year

In a significant development for the fiscal year, the PM Gati Shakti initiative has recommended the approval of 100 major infrastructure projects across various ministries, amounting to a total investment of Rs 5.89 lakh crore. Launched in October 2021, this initiative operates through the Network Planning Group (NPG), which has successfully appraised these projects in 54 meetings. The NPG convenes regularly to ensure multi-modal, synchronized, and comprehensive development in and around project locations. This initiative aims to create integrated infrastructure to reduce logistics costs, covering all logistics and connectivity projects with investments exceeding Rs 500 crore. Approval from the NPG is a prerequisite before clearance by the Public Investment Board (PIB) or the Department of Expenditure under the finance ministry.

The majority of projects recommended by the NPG fall within the domains of roads, railways, and urban development. Specifically, 40 road projects with an

investment of Rs 3.65 lakh crore, 40 railway projects valued at Rs 95,704 crore, and 8 urban development projects worth Rs 79,016 crore have received approval. The initiative is enhanced by the National Multi-Modal Connectivity Portal (NMP), which consolidates various layers of geospatial data, including physical and social infrastructure, land records, and more, into a single platform. This technology expedites planning and design processes, allowing for more effective and impactful investments.

For instance, in the case of the Ministry of Petroleum and Natural Gas, Detailed Route Surveys (DRS) that once took 6-9 months to complete manually can now be generated electronically within moments using the NMP. The portal offers access to over 1,400 layers of data, covering aspects such as land, ports, forests, and highways. Various ministries, including those in the social sector, as well as state governments, are increasingly utilizing the portal, which greatly contributes to improved project planning and execution. ■



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Infrastructure Boost in Arunachal Pradesh: Rajnath Singh Inaugurates Nechipu Tunnel and More Projects Worth Rs 2,941 Crore

A significant milestone in the region's infrastructure development was marked as Defense Minister Rajnath Singh inaugurated approximately 90 projects, collectively valued at Rs 2,941 crore, in a ceremony held at Devak Bridge in Jammu. These projects, meticulously executed by the Border Road Organization (BRO), are strategically positioned across 10 border states and union territories in Northern and North-Eastern India.

Key Highlights of the Infrastructure Projects:

Nechipu Tunnel: Among the notable projects, the 500-meter-long Nechipu Tunnel on the Balipara-Charduar-Tawang road in Arunachal Pradesh stands out. This tunnel, coupled with the under-construction Sela Tunnel, promises year-round connectivity to the strategically crucial Tawang region, benefiting both the armed forces deployed in the area and tourists exploring the scenic Tawang.

Roads, Bridges, and More: The inauguration encompassed 22 roads and 63 bridges, boosting connectivity in challenging terrains. Additionally, West Bengal saw the unveiling of two airfields and two helipads, enhancing both defense and civil aviation capabilities.

Swift Execution: The BRO accomplished these critical projects within remarkably short timeframes, thanks

to advanced technology and efficient execution. Many projects were completed in a single working season.

Wide Geographical Coverage: The projects spanned various border states and union territories, with significant numbers in Jammu and Kashmir, Ladakh, Arunachal Pradesh, Mizoram, Himachal Pradesh, Sikkim, Uttarakhand, West Bengal, Nagaland, Rajasthan, and the Andaman and Nicobar Islands.

The infrastructure development drive continues to bolster India's defense preparedness and improve civilian access to remote regions. In 2021, the nation celebrated the dedication of 102 BRO infrastructure projects, valued at Rs 2,229 crore, to the nation.

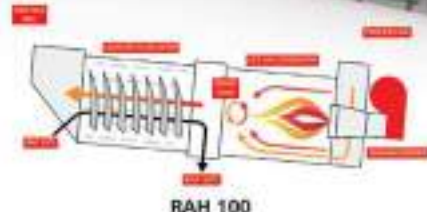
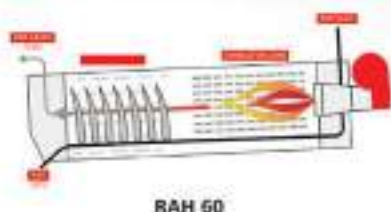
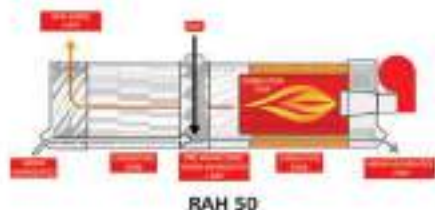
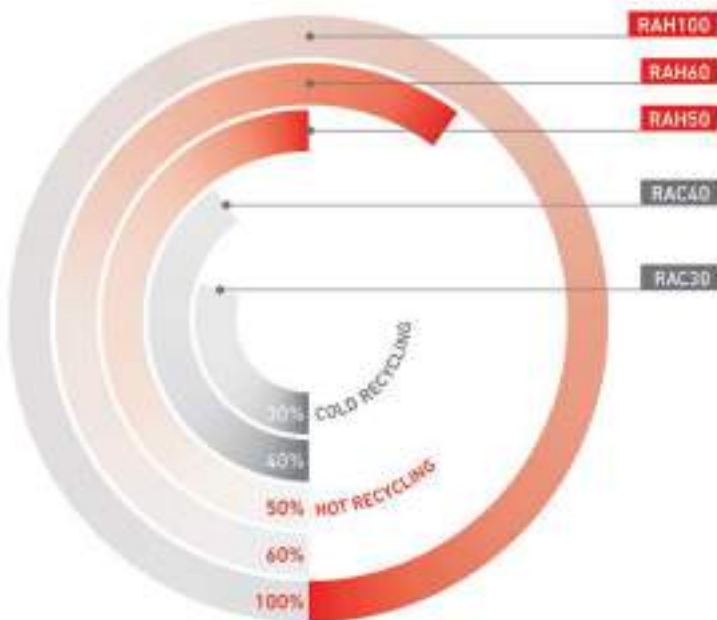
Furthermore, the ceremony witnessed the formal opening of the reconstructed and upgraded Bagdogra and Barrackpore Airfields in West Bengal. These airfields, refurbished at a cost of Rs 529 crore, will enhance the Indian Air Force's capabilities in the Northern Borders and support commercial flight operations.

The event also marked the foundation stone-laying (e-Shilanyashi) ceremony for the Nyoma Airfield in Ladakh. This strategic project, valued at Rs 218 crore, will significantly bolster air infrastructure in Ladakh and augment the Indian Air Force's capabilities along the Northern Borders. ■



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15 YEARS OF LEADERSHIP

LOOKING BACK, LEAPING FORWARD

Leading through Turbulence: A Visionary Leadership - CEO's Special Cover Story in C & A Magazine's 15th Annual Issue, Unveiling the Remarkable Journey of CEO's at the Helm

Introduction

In an ever-evolving business landscape, where challenges seem to multiply and opportunities are often fleeting, the role of a CEO has never been more crucial. As C & A Magazine celebrates its 15th Annual Issue, we bring you an exclusive glimpse into the extraordinary journey of visionary leadership, as a CEO navigated an organization through a decade of transformative change and innovation.

A Vision that Ignites Transformation

Behind every successful enterprise is a leader with a compelling vision. The CEO took the reins a decade ago, armed with an audacious vision that would set the

course for an era of unprecedented growth. Faced with a rapidly shifting market landscape and increasing demands from consumers, the CEO harnessed this vision as a guiding light, propelling the organization to new heights.

Navigating Challenges with Resilience

The past decade has witnessed its fair share of economic downturns, technological disruptions, and global crises. In the face of these challenges, the CEO exhibited remarkable resilience, transforming obstacles into opportunities. The ability to foresee market trends, adapt swiftly to change, and inspire the workforce to excel has been the hallmark of their leadership.



Innovating for a Sustainable Future

As sustainability moved to the forefront of corporate agendas, the CEO recognized the imperative to play a pivotal role in shaping a more sustainable future. Through innovative practices and eco-friendly initiatives, the organization not only reduced its carbon footprint but also inspired other industry players to follow suit. The CEO's commitment to sustainability underscores the alignment of ethical values with business success.

Empowering the Workforce

A CEO's impact extends far beyond the boardroom. The CEO's people-centric approach transformed the organization into a hub of creativity and collaboration. By nurturing a culture that encourages employee growth and celebrates diversity, the CEO elevated the organization's reputation as an employer of choice. The result? A motivated and engaged workforce that propels the organization forward with passion and dedication.

Forging Strategic Alliances

In an era of interconnected economies, forging strategic alliances has become an art form. The CEO strategically cultivated partnerships and collaborations that not only expanded the organization's market reach but also enriched its product offerings. These alliances not only unlocked new revenue streams but also showcased a commitment to driving industry-wide innovation.

Digital Transformation: A Game-Changer

The digital revolution has disrupted industries, leaving in its wake those who failed to adapt. The CEO seized this moment of reckoning to lead the organization through a comprehensive digital transformation. From streamlining operations to enhancing customer experiences, the organization's digital metamorphosis has set the stage for sustained success in the digital age.

Fostering a Customer-Centric Ecosystem

In an era of empowered consumers, a customer-centric approach is non-negotiable. The CEO's emphasis on understanding customer needs, preferences, and pain points paved the way for tailored solutions that resonate. By placing the customer at the heart of every decision, the organization has forged lasting connections and built an army of brand advocates.

A Decade of Achievements: Looking Back, Leaping Forward

Reflecting on the achievements of the past decade, it is evident that the CEO has not only steered the organization through stormy waters but has also positioned it for a future filled with promise. As they stand at the threshold of a new era, the lessons of the past serve as stepping stones to even greater accomplishments.

In the 15th Annual Issue of C & A Magazine, we pay tribute to visionary CEO leadership that has shaped a trajectory over the past decade. The CEO's unwavering commitment to innovation, sustainability, and empowerment has not only propelled the organization to the forefront of its industry but has also set a new standard for leadership excellence. As the CEO continues to lead into the future, the legacy of a transformative decade stands as a testament to the power of visionary leadership in an ever-evolving business landscape. ■



STRATEGIES FOR BUILDING SUCCESSFUL MULTI- VERTICAL BUSINESSES

"Entrepreneurs and leaders, such as Anuj Puri, Chairman of ANAROCK Group, excel in various sectors by addressing customer needs, nurturing culture, focusing on product-market fit, using data, fostering innovation, seeking partnerships, and aligning values with profit. This guides scalable, multi-vertical success."



ANUJ PURI
Chairman
ANAROCK Group

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Focus on solving real customer problems, build a great team and culture, obsess over product-market fit before scaling, implement systems and processes early on, constantly collect data and optimize based on insights, nurture innovation and encourage experimentation, seek partnerships and acquisition opportunities to accelerate growth, maintain lean operations and cashflow discipline, lead with purpose and values beyond profits, empower employees at all levels, and never lose sight of the vision while executing step-by-step.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

Uncertain economies require entrepreneurs and leaders to be more nimble, frugal and adaptive in their strategies. While growth at all costs may work in prosperous times, slowing or uncertain economies demand tight cost controls, reduced spending, and focusing only on the most essential growth drivers. Leaders should protect their downside by boosting liquidity, managing cashflow, and



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keeping operations lean. At the same time, they must experiment through uncertainty, making small bets in promising areas and being willing to fail fast and shift gears. Leaders need to inspire morale and productivity despite belt-tightening. Transparent communication, empathy and care for employees, and rallying people around a common mission become crucial. Unlocking creativity, innovation and new opportunities during downturns can position companies for the next upcycle. Leaders must have the courage to make difficult choices, while exercising patience and foresight to withstand near-term challenges. Adapting their leadership style and strategies without compromising the core business or values is key.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Leaders must make tough calls on resource allocation between growth investments versus optimizing for profitability. Investing too little in growth leaves the company vulnerable long-term. But excessive growth pursuit can eat into profits unsustainably. Leaders need to take a portfolio approach - selectively growing the most promising areas while proactively cutting unprofitable products or initiatives. Saying "no" more often to marginal growth options preserves resources for the bets most likely to pay off. Setting growth hurdle rates can help shift resources to higher ROI initiatives. Leaders must also have the courage to make deep cuts in people or spend during demanding times to maintain profit horizons, even if temporarily slowing growth.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline

ANAROCK Group will expand spatially into new geographies, and into new real estate verticals. The common denominators will be technology and innovation, focus on profitability, and sustaining an environment where all our stakeholders, be they investors, staff, or customers, have a consistently rewarding experience. ■



LEADERS MUST HAVE THE COURAGE TO MAKE DIFFICULT CHOICES, WHILE EXERCISING PATIENCE AND FORESIGHT TO WITHSTAND NEAR-TERM CHALLENGES. ADAPTING THEIR LEADERSHIP STYLE AND STRATEGIES WITHOUT COMPROMISING THE CORE BUSINESS OR VALUES IS KEY.

ANUJ PURI

Chairman, ANAROCK Group

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STEERING TOWARDS A PROSPEROUS FUTURE: VALUABLE INSIGHTS

"CREDAI-MCHI stands as a cornerstone of India's real estate sector, poised at a pivotal juncture of growth and transformation. As we delve into the strategies for building successful and scalable businesses across multiple verticals, it's essential to glean wisdom from an industry stalwart, the Co-Founder & Director of Tridhaatu Realty."



PRITAM CHIVUKULA
Vice President,
CREDAI-MCHI and
Co-Founder &
Director, Tridhaatu
Realty

What strategies can entrepreneurs and leaders employ to build successful and scalable Businesses across multiple verticals?

In order to build successful and scalable businesses across multiple verticals, entrepreneurs and leaders should carry out proper research on market trends, customer requirements and keep an eye on the competition. This knowledge will help them in identifying opportunities and gaps in the market that they can capitalize on. In order to attract and retain top talent, a strong corporate culture is necessary that will foster innovation, and increase employee engagement. This can be achieved by articulating the company's mission, values, and goals. Entrepreneurs should prioritize customer experience by creating products and services that meet specific customer needs. This is in addition to providing excellent customer service by acting on customer feedback. It is also important to collaborate with other business verticals that will expand your reach and leverage the strength of both.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

Entrepreneurs are often known for their ability to quickly pivot and adapt to changing circumstances. In uncertain economic times, industry leaders should also embrace



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adaptability and agility. They should closely monitor market trends, consumer behaviour, and industry shifts, and be prepared to make strategic adjustments to their business models and strategies as needed in the interest of the company. Financial care becomes crucial during uncertain economic times. They should focus on optimizing costs, reducing wastage, and improving operational efficiency. This may involve evaluating investments, renegotiating contracts, and implementing cost-saving measures. It is vital to prioritize risk management, adaptability, cost optimization, collaboration, employee engagement, and have a customer-centric approach. By adopting these approaches, leaders can effectively navigate through periods of economic uncertainty and position their businesses for long-term success.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Leaders should allocate resources in innovative product development, scaling operations and entering new markets. These investments will drive growth and keep the business competitive. Expansion into new markets will diversify revenue sources and increase growth potential. Acquiring new customers can drive growth, but retaining loyal customers can lead to higher profitability over the long term. An accurate understanding of the industry, market conditions, and the business's financial health is crucial. Open communication with stakeholders and continuous monitoring of key performance indicators will help leaders strike the right balance and achieve sustainable success over the long term.

How do you envision CREDAI-MCHI evolving in the next few years, and what new features or enhancements are in the pipeline?

We at CREDAI-MCHI believe that the real estate sector is at its watershed moment now, as we embark on a new path of growth and prosperity. We envision the realty sector to be adopting more user friendly and comprehensive digital platforms for property and transaction management. These platforms can



AN ACCURATE UNDERSTANDING OF THE INDUSTRY, MARKET CONDITIONS, AND THE BUSINESS'S FINANCIAL HEALTH IS CRUCIAL.

PRITAM CHIVUKULA

Vice President,
CREDAI-MCHI and Co-Founder & Director,
Tridhaatu Realty

provide real time data, recommendations and efficient communications between all stakeholders. We are actively initiating sustainable living practices that will incorporate energy management solutions that will improve the environmental concerns and offer incentives for sustainable living. We at CREDAI-MCHI look forward to working closely with various government bodies and all stakeholders associated with the real estate industry, so as to make it a win-win situation for all. ■



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PIONEERING THE FUTURE: SPRE'S VISION AND INNOVATIONS AHEAD

"In the ever-evolving business landscape, Shapoorji Pallonji Real Estate (SPRE) explore strategies used by entrepreneurs and leaders to build successful and scalable enterprises across diverse verticals. We also delve into navigating uncertain economies, balancing growth and profitability, and the company's future vision. Join us as we uncover the keys to multifaceted success and innovation."

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Successful entrepreneurs and leaders looking to expand across multiple verticals should prioritise building a strong foundation in their core business before diversifying. This includes thorough market research, understanding customer needs, and refining products or services. Maintaining a cohesive brand identity and vision is crucial, ensuring that each venture aligns with the overarching mission. Leveraging existing resources and forming strategic partnerships can provide a competitive advantage and reduce risks. Effective delegation, a capable leadership team, and a culture of innovation and solution orientation are essential for managing diverse ventures. Lastly, data-driven decision-making and adaptability are key to staying ahead in ever-evolving markets.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

Entrepreneurship and leadership face unique challenges during uncertain economic times. Entrepreneurs often thrive on disruption, seizing new opportunities, while leaders in established organizations must ensure stability.



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To navigate effectively, leaders should emphasize clear communication, transparency, and employee engagement, fostering a sense of security. Adaptability becomes paramount, as leaders must swiftly adjust strategies and resources. Financial prudence and risk management are crucial for all. Collaboration and seeking innovative solutions can help entrepreneurs pivot, while leaders focus on preserving core operations. Ultimately, both roles require resilience, empathy, and a forward-thinking mindset to not only survive but also emerge stronger from economic uncertainty.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Leaders often grapple with the challenge of balancing growth and profitability for sustainable success. Tough decisions include determining the pace of expansion, allocating resources, and managing risk. They must assess whether rapid growth will yield long-term profitability or if a slower, more controlled approach is prudent. Leaders also need to evaluate which markets or products are most lucrative and divest from those that drain resources. Striking this balance requires a keen understanding of market dynamics, a commitment to optimizing efficiency, and a willingness to adjust strategies as conditions evolve. Ultimately, the right decision hinges on a company's unique circumstances and long-term vision.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline?

An unwavering commitment to innovation and customer-centricity marks the evolution of our company in the next few years. We foresee a range of exciting developments and improvements related to upcoming projects, all designed to adapt to the changing preferences of our home buyers. Our strategy revolves around providing a seamless and user-friendly home-buying experience, achieved through upgrades to our interfaces and enhanced accessibility features.



TOUGH DECISIONS INCLUDE DETERMINING THE PACE OF EXPANSION, ALLOCATING RESOURCES, AND MANAGING RISK.

VENKATESH GOPALAKRISHNAN

Director Group Promoter's Office, MD & CEO -
Shapoorji Pallonji Real Estate (SPRE)

Furthermore, we will harness the power of advanced AI and data analytics to offer personalised recommendations and services, ultimately elevating customer satisfaction and fostering stronger engagement. In the realm of sustainability, our dedication remains steadfast as we persist in implementing eco-friendly practices within our project developments. These efforts align seamlessly with our commitment to environmental and social responsibility objectives. ■



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ADAPTATION AND INNOVATION: A JOURNEY THROUGH DIVERSE VERTICALS

"Amidst the Evolution of Entrepreneurship, we explore strategies used by leaders to build successful, scalable businesses across industries. This discussion delves into the roles of entrepreneurship and leadership during economic uncertainty and the challenging decisions leaders make to balance growth and profitability. Additionally, we provide insights into our organization's future and upcoming innovations."

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Entrepreneurship and leadership demand more adaptation and resilience in difficult economic circumstances. Leaders have to be ready to act on quick judgements while weighing the risks and benefits. Communications gets even more crucial - bringing everyone involved up to date on the shifting circumstances along with the solutions in place is critical for sustaining confidence and consistency. Staying adaptable and willing to pivot the company model if necessary, may serve as an approach to survival. Another option is to reduce costs without sacrificing key principles. Leaders' ought to emphasise key strengths and firm continuity while investigating new possibilities that match with altering market needs. An inverted pyramid approach may be adopted to delegate both responsibility and authority thereby making people involved and responsible for performance.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

In instances of economic uncertainty, the responsibilities of leadership and entrepreneurship take up fresh facets that need more resilience and the ability to adjust. Entrepreneurs must not only recognize possibilities, additionally navigate possible dangers strategically. Leadership, on the contrary,



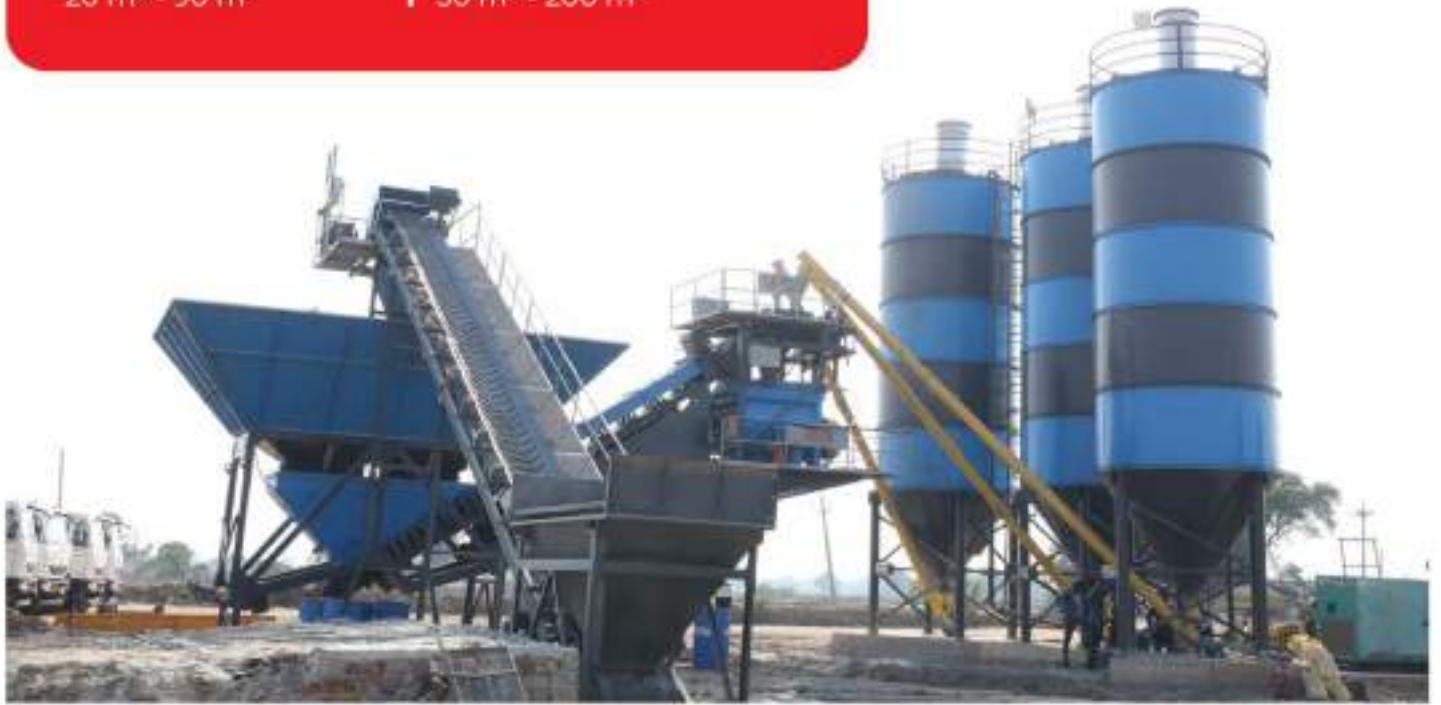
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becomes of greater significance when navigating your ship through challenging waves. Leaders can use numerous tactics for successfully getting results during challenging economic circumstances. To begin, they ought to emphasize openness by freely expressing team issues and possibilities. This promotes teamwork and facilitates a sense of collaboration and solves issues. Secondly, leaders should diversify sources of revenue to reduce the detrimental effect of economic changes. Examining several different markets or geographies can assist in reducing dependency on one market.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Finding the right equilibrium among growth and profitability is a constant challenge for CEOs pursuing long-term success. This delicate equilibrium necessitates executives making difficult choices that accord with their company's long-term goal and aspirations. Leaders must make decisions on how to allocate resources effectively. Investing in expansion efforts like as emerging markets or technology might have a short-term impact on profitability, however important for long term. It is critical to weigh possible profits against hazards. Leaders must decide how to allocate resources - personnel, monetary resources, and time. Extending staff or putting money into training can boost growth but have a short-term impact on profitability. Companies additionally have to decide how to strike a balance between consumer retention and acquisition. Growth may need the acquisition of new clients, while maintaining existing ones ensures to achieve more profitability.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline

Stepping into the future, the Indian Plumbing Association anticipates a revolutionary path in the water and wastewater sector that promotes innovation, sustainability, and development. Our approach covers numerous significant fields of evolution over the course of the following few decades, with the goal of elevating India's water landscape. To begin, we are devoted to using



GROWTH MAY NEED THE ACQUISITION OF NEW CLIENTS, WHILE MAINTAINING EXISTING ONES ENSURES TO ACHIEVE MORE PROFITABILITY.

GURMIT SINGH ARORA

National President, Indian Plumbing Association

technology to revolutionize plumbing and water. We envisage the use of digital technologies that will expedite plumbing procedures, increase water efficiency, and raise standards of water use efficiency. These technological developments will not just enhance plumbers' job but will also lead to a water positive India.

With 17.65% of the world's population and only 4% of the freshwater, the importance of sustainability cannot be overstated. Environmentally friendly plumbing practices as environmental concerns develop. Climate change plays havoc with our resources.

My vision as National President of the Indian Plumbing Association encompasses all of these areas. We are dedicated to improving the plumbing profession's social status and encouraging behavioral change in the water sector to make our country water positive. Over the next several years, our progress will be distinguished by innovation, sustainability, as well as public cooperation and participation, all towards a final goal of improving our country's future. ■

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NAVIGATING THE COMPLEX TERRAIN OF BUSINESS EXPANSION

"Patel Integrated Logistics Limited is emblematic of adaptability and strategic diversification in today's business world. This conversation delves into their strategies for building scalable businesses across diverse sectors, their resilience in uncertain economic times, balancing growth with profitability, and their forward-looking vision. Join us as on our journey through the complex landscape of business expansion."



**MAHESH
FOGLA**
Executive
Director, Patel
Integrated
Logistics Limited

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

To achieve success and prosperity, a business must have the capability to expand across various sectors. Consequently, it is essential for leaders not only to seek growth in a single business sector but in multiple sectors. It's entirely possible that not all these sectors will thrive simultaneously. Therefore, leaders should assess the scalability of any business before pursuing it. Ultimately, only scalable enterprises can attain long-term success and growth. Prominent business conglomerates incorporate diverse verticals to ensure prolonged financial stability and group sustainability.

In the pursuit of a fruitful business, the primary strategy is to boost revenue. In the current era, technology is paramount for achieving scalability. Additionally, brand building is crucial for creating a brand identity synonymous with the company's values. Effective financial management is equally vital, as finance serves as the lifeblood of a business. Proper financial management is indispensable for sustaining the business. In today's landscape, success can only be achieved through the synergy of technology, brand development, and sound financial practices.

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How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

We currently inhabit a world characterized by volatility, uncertainty, complexity, and ambiguity (VUCA). Navigating these periods effectively hinges on the ability to identify opportunities within adversity and generate innovative solutions. Leaders must maintain a vigilant eye on short, medium, and long-term goals to ensure contingency plans are in place if the original strategy encounters obstacles.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Achieving the right equilibrium often requires entrepreneurs being willing to temporarily sacrifice short-term profitability in favor of long-term business growth. While the key objective of any business is to generate profits, reckless and unchecked growth without profitability is unsustainable in the medium to long term. To attain enduring business, eyeing profitable growth is a must.

Ultimately, the key to success is flexibility and adaptability. The right balance between growth and profitability may shift over time, depending on market conditions, industry trends, and the company's stage of development. Effective leadership involves making tough decisions while staying focused on the long-term vision and sustainability of the business. It often requires a deep understanding of the business, industry, and the ability to analyze and manage risk effectively.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline.

Businesses must continuously adapt to changing times, and our company is no exception. We're undergoing a transformation, leaving behind old practices to embrace new ones. Our company's future prospects



THE RIGHT BALANCE BETWEEN GROWTH AND PROFITABILITY MAY SHIFT OVER TIME, DEPENDING ON MARKET CONDITIONS, INDUSTRY TRENDS, AND THE COMPANY'S STAGE OF DEVELOPMENT.

MAHESH FOGLA

Executive Director, Patel Integrated Logistics Limited

will be entirely centered on digital operations and will adopt a more asset-light approach. Our primary aim at Patel Integrated Logistics Ltd. is to elevate the customer experience while also ensuring that our operations are environmentally friendly to safeguard future generations from any adverse impact ■



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MAPPING A SUSTAINABLE GROWTH PATH TO THE FUTURE

"In the vibrant world of real estate, Kolte-Patil Developers leads with adaptability, teamwork, and strategic alliances. This interview explores their strategies for building scalable businesses, navigating economic uncertainty, balancing growth and profitability, and their vision for the future. Explore how they chart a path to a prosperous future."

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Entrepreneurs and leaders can foster successful and scalable businesses across multiple verticals by emphasizing adaptability, strong team-building, and strategic partnerships. Adopting a flexible mindset allows them to pivot as markets evolve. Forming diverse, skilled teams enables comprehensive problem-solving and innovation. Leveraging strategic partnerships facilitates resource-sharing and market access. Furthermore, streamlined operations, customer-centricity, and continuous learning enhance resilience and growth, enabling ventures in diverse sectors to flourish.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

Entrepreneurship and leadership, often confused, differ fundamentally. Entrepreneurship involves launching ventures and seizing opportunities, while leadership guides teams to goals. Amid uncertainty, entrepreneurs innovate and adapt, forming new paths. These times need robust leaders, inspiring teams and projecting stability. Effective communication fosters collaboration and adaptability is vital for success. A long-term view while addressing immediate challenges is crucial. Investing in



**RAHUL
TALELE**

Group CEO,
Kolte-Patil
Developers

research, talent, and strategy is key for future growth.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Leaders must navigate the intricate balance between growth and profitability to achieve sustainable success. They grapple with choices like investing in expansion or optimizing current operations, deciding between short-term gains and long-term stability, and managing resources for innovation and efficiency. Striking this equilibrium requires astute judgment, strategic foresight, and a willingness to prioritize profitability when growth risks compromising financial health. A careful assessment of market conditions, competitive landscape, and internal capabilities helps leaders make tough decisions that foster both growth and profitability, ensuring enduring success for the organization.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline

Over the last decade, company's presence has significantly evolved, establishing a notable and expanding footprint in Pune, Mumbai, and Bangalore. We have been able to do so through progressive and responsible risk taking without compromising the quality of the Balance Sheet. The transformation strategy involves strengthening our foothold in existing micro-markets, focusing on customer preferences, and seamlessly integrating them into our upcoming projects. Doubling sales in two years to reach Rs. 2,232 crore in FY23, achieving sales value exceeding Rs. 700 crore for three consecutive quarters including Q1FY24 underscores our performance. This fiscal year, we've already introduced 2.73 million square feet of space, including premium 24K brand projects in Baner, Pimple Nilakh, and Life Republic, totalling 1.52 million square feet. Through our business development efforts we have also secured projects worth around Rs. 3,450 crore in Mumbai and Pune. Kolte-Patil has a promising multi-year growth story with ~35 million square feet



STRIKING THIS EQUILIBRIUM REQUIRES ASTUTE JUDGMENT, STRATEGIC FORESIGHT, AND A WILLINGNESS TO PRIORITIZE PROFITABILITY WHEN GROWTH RISKS COMPROMISING FINANCIAL HEALTH.

RAHUL TALELE

Group CEO, Kolte-Patil Developers

project portfolio with a top line potential of Rs. ~26,000 crore. With a strong brand synonymous with trust and customer fulfilment, Kolte-Patil is attractively placed to capitalise on the economic, sectorial and corporate opportunities, expect to achieve 25% CAGR in pre-sales over the next few years. Our future plans involve further strengthening the human capital, enhancing customer experience, re-committing to environmental responsibility, and deepening our governance commitment. ■

CASE
CONSTRUCTION

TRANSFORMING THE CONSTRUCTION LANDSCAPE: VISION FOR THE FUTURE

"In the ever-evolving landscape of construction equipment and machinery, CASE Construction Equipment has positioned itself as a frontrunner, continually pushing the boundaries of innovation and adaptation. The dynamic nature of this industry demands a strategic blend of entrepreneurial spirit and unwavering leadership."

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Entrepreneurs and leaders must foster a culture of innovation, enabling teams to embrace change and uncover new opportunities. Rigorous market research and strategic planning are crucial, tailoring approaches to each vertical while maintaining an overarching vision for cohesion. Collaborative partnerships within and beyond industries can accelerate growth and expertise. One of the core strategy that we at CASE employ is the FOCUSED 5, a unique set of cultural beliefs in line with our parent company, CNH Industrial. The first driver of this strategy - "Customer First" encourages the team to understand the needs and wants of the customer. Secondly, "Grow Together", seeks feedback to promote trust and inclusivity, along with "One Team", that encourages collaboration across and beyond the organization. Furthermore, "Make it Simple" and "Be the Best" has helped us drive speed and foster growth to realize the best versions. Aligned with the FOCUSED 5, rigorous market research enabled us to tailor our machinery and services to distinct verticals' demands. Embracing a customer-centric mind-set, data-driven decisions, and adaptable strategies allowed us to resonate with diverse sets of customers and stakeholders. Through streamlined operations, technological innovation, and strategic collaborations, we optimized efficiency and growth.



**SHALABH
CHATURVEDI**

Managing Director,
CASE Construction
Equipment - India
& SAARC

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

During economic uncertainty, leaders must excel in agile decision-making, adapting to market shifts. At CASE Construction Equipment, resilience is core. We rigorously assess risks, foster innovation, and prioritize operational flexibility, enabling us not only to weather uncertainty but also uncover opportunities. Leadership in turbulent times requires effective communication, transparency, and a 'Customer first' and 'One team' ethos. These principles boost morale, align teams, and encourage collective responsibility. At CASE Construction Equipment, we maintain open channels for dialogue, ensuring informed and empowered team members. Our 'Customer first' approach centers on understanding customer needs and delivering value, vital during economic challenges. Simultaneously, our 'One team' philosophy emphasizes collaboration. It recognizes that success is collective and hinges on seamless teamwork. By embracing uncertainty as a catalyst for innovation and growth, leaders steer their organizations toward sustainable success while upholding customer-centricity and teamwork.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Leaders often face the dilemma of allocating resources between expansion and maintaining profitability. Aggressive growth might involve substantial investments in R&D, marketing, and infrastructure, potentially impacting short-term profits. Whereas, well-timed expansion measures, such as broadening product lines and entering new markets, may result in enduring success. By identifying growth opportunities that align with the company's strengths, leaders can make informed decisions that foster both expansion and profitability. Leaders must also decide when and how to scale their workforce. Rapid growth might demand hiring more employees, but this can strain resources. Conversely, focusing on profitability might require leaner operations, potentially affecting service quality. With experience and insights, companies and leaders must work on striking the balance between the two.

CONVERSELY, FOCUSING ON PROFITABILITY MIGHT REQUIRE LEANER OPERATIONS, POTENTIALLY AFFECTING SERVICE QUALITY. WITH EXPERIENCE AND INSIGHTS, COMPANIES AND LEADERS MUST WORK ON STRIKING THE BALANCE BETWEEN THE TWO

SHALABH CHATURVEDI

Managing Director,

CASE Construction Equipment - India & SAARC



How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline?

At CASE, we are driven by innovation, continuously enhancing our product line to meet industry demands. We're gearing up to introduce new products tailored for the Indian market and expand our production capacity by 50% with a target of producing 12,000 units annually by 2025. Notably, we've recently launched an assembly line led entirely by an all-women team for Skid Steer Loaders, highlighting our commitment to fostering internal growth and inclusivity. Gender diversity is a priority, and we aim to have 20% representation of women employees across all departments and levels, including 100% women on our new product assembly line. Additionally, we're focused on achieving over 50% year-on-year growth in women manager positions and appointing women as State heads in sales of construction equipment to challenge biases. In terms of sustainability, we're actively developing eco-friendly solutions, including electric machines like the CASE 580 EV and Project TETRA, a Methane-Powered Concept Wheel Loader. We're well-prepared to transition to electrification when the market demands it. As India embarks on numerous mega infrastructure projects, we're poised to play a crucial role with our advanced construction equipment solutions, prioritizing collaboration, innovation, and customer satisfaction. ■



INNOVATIVE LEADERSHIP: PIONEERING GROWTH AND SUSTAINABILITY

"JSW Cement, a global eco-friendly cement leader, is poised for substantial expansion. With operations across 11 Indian states and 3 union territories and a 19 million-ton capacity, they target 50 million tons by 2030. This journey includes projects, strategic acquisitions, and innovations, all driven by their commitment to growth and sustainability."



NILESH NARWEKAR
Whole-time
Director and CEO,
JSW CEMENT
LIMITED

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Entrepreneurs and leaders seeking to establish and expand ventures across diverse sectors must consider several key strategies. Diversifying your business portfolio is paramount, mitigating the risk associated with reliance on a single market and providing access to multiple growth avenues. In-depth market research is pivotal for understanding each vertical's unique dynamics, trends, and customer demands. Fostering adaptability and a commitment to innovation is crucial to maintaining competitiveness in ever-evolving markets. Building specialized teams for each vertical and forming strategic partnerships with industry experts are indispensable steps. Continuous performance evaluation, readiness to pivot, and a long-term growth vision complete the formula for success.

At JSW Cement, we aspire to become a comprehensive destination for all cementitious materials. Alongside traditional OPC cement, we offer a diverse range of blended cements tailored to various customer needs. We've expanded into related sectors like Ready Mix Concrete and Construction Chemicals, with plans for further diversification. Our goal is to be the preferred source for all cementitious building materials and related solutions.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Balancing growth and profitability is an on-going challenge for top companies. Growth offers opportunities but can strain resources, while profitability drives stability and sustainability. At JSW Cement, we pursue growth while maintaining a keen focus on profitability. Our growth decisions rely on robust data, market research, and economic indicators.

For instance, we acquired the Shiva plant in Odisha to enhance profitability in markets served by our Salboni and Jajpur plants. We strategically entered the Northern Indian market after establishing a strong presence in the South, East, and West. Our assets are continually evaluated for operational efficiency and cost management to ensure profitability. Each cement unit aims for financial independence and autonomy.

This approach allows us to pursue ambitious growth while safeguarding profitability, ensuring a sustainable and prosperous future.

How do you envision your company evolving in the next few years, and what growth prospects are in the pipeline?

Our commitment drives cement industry leadership. Globally, we set eco-friendly construction standards with a vast network serving 11 states, 3 union territories, 2 clinkerization, and 5 grinding units. At 19 million tons, we aim for 50 million by 2030, expanding north/central from south, west, and east. Brownfield projects boost capacity. WHRS and AFR reduce environmental impact. Shiva Cement acquisition strengthens the east. Dolvi and Nandyal units expand. Vijaynagar's 2 million ton grinding unit soon opens, and Fujairah's clinkerization capacity grows. Limestone mines acquired in Nagaur, Rajasthan, and Damoh, Madhya Pradesh, fuel further growth. We diversify into Ready-Mix Concrete and construction chemicals, exploring inorganic expansion for a solid Indian cement market presence.



OUR STRATEGIES FOR NET-ZERO EMISSIONS INCLUDE CLINKER SUBSTITUTION, ALTERNATIVE FUELS, AND EXPANDING CLEAN ENERGY.

NILESH NARWEKAR

Whole-time Director and CEO, JSW CEMENT LIMITED

How do you prioritize sustainability and environmental responsibility in operations?

JSW Cement, a part of the \$23 billion JSW Group, is the world's #1 eco-friendly cement company. With a 19 million ton production capacity, we've achieved an emissions intensity of -173 kg/ton (Scope 1) in FY23. As GCCA members, we're committed to net-zero concrete by 2050.

Over nine years, we quadrupled production while halving emissions through clinker substitution, especially with slag. 90% of our products use slag-based materials, and two-thirds of our raw materials come from waste.

Our strategies for net-zero emissions include clinker substitution, alternative fuels, and expanding clean energy. We aim to surpass 30% alternative fuels use by 2030 and achieve 50% renewable energy by 2030.

We're committed to water sustainability, biodiversity preservation, emissions control, and waste management. Socially, we empower communities and prioritize human rights, fair labour practices, and diversity. ■



NAVIGATING UNCERTAIN ECONOMIC TIMES WITH LEADERSHIP

"In the dynamic real estate industry, exemplified by leaders like Aparna Constructions, entrepreneurs must strike a delicate balance between entrepreneurial risk-taking and robust leadership. This entails investing in human capital, fostering innovation, and embracing emerging technologies."

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Aparna Constructions, a leading force in gated community residential projects, continuously exceeds industry standards and drives innovation in real estate. Their commitment to excellence advances architecture, construction, and development, setting new industry benchmarks. With a customer-centric focus, strong engineering, in-house research, ethical practices, timeless values, and transparency, Aparna is the preferred real estate brand. Their innovative, efficient approach extends to various real estate sectors, from luxury homes to commercial spaces. Key differentiators include enhancing the customer experience through innovative strategies and integrating cutting-edge technology for branding, sales, and facility management. Aparna leverages technology advancements in ERP, project management, and customer service, maintaining its customer-centric vision. Strategic Backward Integration insulates the company from market fluctuations, ensuring efficiency and eco-friendly practices. In-house material facilities guarantee cost-effective, sustainable inputs, conserving natural resources and promoting healthier living environments. Aparna Constructions pioneers excellence in every aspect of real estate development.

How does entrepreneurship and leadership differ in uncertain economic times, and what



RAKESH REDDY

Director,

Aparna Constructions

approaches can leaders adopt to navigate through such periods effectively?

The real estate industry, as the second-largest employer in the country, significantly influences the broader economy. Overcoming industry challenges can positively impact over a billion people. Balancing entrepreneurial risk-taking with strong leadership is crucial as the sector grows. Real estate leaders must invest in building human capital to drive growth. Continuous training and up-skilling of the workforce are essential. Adapting to new technological, cognitive, social, and emotional skill sets is vital. Leaders are incorporating personalized micro-learning, gamification, virtual reality, and augmented reality into corporate training. Technology-based systems like e-learning are becoming common. In addition to technical skills, leaders are fostering entrepreneurial mind-sets and cognitive skills for innovation. Enhanced problem-solving and social-emotional skills are crucial in the competitive real estate sector. Empowering the workforce to embrace innovation and emerging technologies is key to sustaining growth. Implementing best practices for efficiency and risk mitigation is vital for on-going success in real estate.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Aparna Constructions, founded on the principles of world-class construction, customer delight, and environmental responsibility, thrives in the luxury real estate sector where sustainability is paramount. Despite challenges like unpredictable supply chains and inflation, we've not only sustained growth but also set sustainability benchmarks through innovative projects and Backward Integration. The construction sector's contribution to global carbon emissions necessitates energy-efficient, eco-friendly buildings. Such structures offer healthier environments, enhancing well-being and productivity, despite upfront costs. Fostering an innovative culture may lead to skill gaps, but Aparna Constructions prioritizes workforce development through on-going training and up-skilling. This ensures retention, high morale, satisfied customers, and talent attraction. In essence, our commitment to harmonizing construction



FOSTERING AN INNOVATIVE CULTURE PRESENTS VALUABLE BUSINESS OPPORTUNITIES BUT MAY LEAD TO SKILLS GAPS.

RAKESH REDDY

Director, Aparna Constructions

excellence, customer satisfaction, and environmental responsibility propels Aparna Constructions forward, demonstrating that sustainability can be both profitable and planet-friendly.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline?

Aparna Constructions manages a diverse 77-project portfolio, spanning Telangana, Andhra Pradesh, and Karnataka, covering 30 million sq. ft. Another 25 million sq. ft. is under construction, with plans for 60 million sq. ft. in the next five years. We integrate AI and machine learning across all project phases, emphasizing sustainability. AI-based Building Information Modelling streamlines processes, enhancing efficiency. Our IoT solutions with advanced AI metrics offer autonomous operations, real-time tracking, predictive maintenance, and fuel efficiency analytics, reducing costs. In the affordable housing segment, our tech-driven practices will boost efficiency, reduce wastage, and cut project costs significantly. ■



THE ENTREPRENEUR'S GUIDE TO CROSS- VERTICAL PROSPERITY PATHWAYS

Entrepreneurship in a Rapidly Evolving Environment, Whiteland Corporation stands out as an exemplar of scaling businesses across diverse verticals. Their remarkable journey, marked by resilience and prosperity, offers invaluable insights into strategies for success, leadership during economic uncertainties, balancing growth and profitability, and the future vision of ours. Explore the wisdom of this visionary entrepreneur as we delve into their remarkable journey.”



NAVDEEP JP
SARDANA

Founder & Chairman,
Whiteland Corporation

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Building Successful and Scalable Businesses Across Verticals:

To succeed in scaling across multiple verticals, entrepreneurs and leaders must employ a few core strategies. First, maintain a strong core identity and values that can transcend these verticals. For us, it's all about sustainable luxury real estate. Next, choose your verticals strategically. Look for opportunities that align with your expertise and values, ensuring that each new venture enhances your brand's reputation. Technology plays a significant role; invest in innovative construction methods and smart home solutions that can be applied universally. Lastly, assemble a versatile team with expertise in different areas. This team will be crucial in adapting and excelling in various sectors while maintaining the high standards that define your brand.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate

through such periods effectively?

Entrepreneurship and Leadership in Uncertain Economic Times:

Entrepreneurship in uncertain times demands a different mindset. It's about cautious risk management. Start by conducting thorough market research and scenario planning to anticipate economic fluctuations. Leadership in such periods requires adaptability, transparent communication, and a steadfast commitment to your brand's values. Transparency with stakeholders is vital; they need to understand your strategy and be assured of your resilience. Additionally, strengthen financial controls and maintain a contingency fund to navigate uncertainties. Leadership during uncertainty involves a careful balance of caution, innovation, and clear communication with all stakeholders.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Balancing Growth vs. Profitability:

Balancing growth and profitability is a constant challenge. Leaders often face tough decisions. Our approach prioritizes sustainable growth over rapid expansion. This may mean turning down projects that don't align with our values or that could compromise our reputation for quality. We firmly believe that staying true to our values leads to long-term profitability. We're focused on building a legacy rather than chasing short-term gains.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline?

The Future of Our Company:

Over the next few years, we envision our company setting new standards in sustainable luxury real estate. Our commitment to green building practices remains unwavering. We will continue to integrate the latest



A COMPREHENSIVE EVALUATION OF MARKET DYNAMICS, CLIENT REQUISITES, AND COMPETITIVE PRESSURES IS ESSENTIAL TO STRIKE AN OPTIMAL EQUILIBRIUM.

NAVDEEP JP SARDANA

Founder & Chairman, Whiteland Corporation

advancements in sustainable technology, emphasizing smart and eco-friendly homes to enhance energy efficiency and overall quality of life for our residents. We're exploring mixed-use developments that create vibrant, sustainable communities. Our goal is to lead in eco-conscious luxury real estate, with plans for energy-efficient HVAC systems, solar integration, and sustainable landscaping practices to reduce our carbon footprint further. We aim to elevate the luxury living experience while contributing to a more sustainable future. ■

SHYAMTM
METALICS
ORE TO METAL

IRONIC SUCCESS: A JOURNEY FROM RESILIENCE TO PROSPERITY

"In today's vigorous business landscape, Shyam Metalics stands as a testament to effective strategies for building prosperous and scalable enterprises across diverse verticals. This discussion explores the essential approaches employed by entrepreneurs and leaders to navigate uncertain economic times, strike a harmonious balance between growth and profitability, and envisions the company's evolution in the coming years."

What strategies can entrepreneurs and leader's employees use to build successful and scalable businesses across multiple verticals?

There are different approaches that Entrepreneurs and leaders can use to create profitable and scalable businesses across various industries. Firstly, prioritizing a solid base with a defined mission, and having excellent leadership attributes and core values should be in top priorities. It is essential to embrace innovation and flexibility because they allow for immediate responses to competitive developments. Secondly, creating diverse and highly skilled employees while cultivating a culture of continual learning supports long-term progress. Also, scalability can be increased by implementing effective operational procedures, utilizing technology, and maximizing resources. Furthermore, maintaining success across sectors also requires carefully assessing expansion opportunities in various verticals and creating strategic alliances.

**BRIJ BHUSHAN
AGARWAL**

VCMD, Shyam Metalics

How do entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

Amid economic uncertainty, effective leadership, and entrepreneurship require distinct strategies. Leaders must display agility, swiftly adapting to evolving situations, while fostering inspiration through transparent communication and a compelling vision. Managing risks becomes paramount, necessitating a blend of calculated innovation and prudent steps. Prioritizing resilience, aligning with customer needs, and enhancing operational efficiency are vital. Collaboration and strategic partnerships can tackle challenges. Overall, conquering uncertainty demands flexible leadership, a calculated risk appetite, and a customer-focused approach.

When it comes to Growth vs. Profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Leaders often navigate intricate decisions when harmonizing growth and profitability. While upholding the company's fiscal steadiness, they grapple with determining the extent of investments in expansion. Confronting such quandaries involves scrutinizing potential hazards, weighing short-term gains against long-term progress, and adeptly managing cash flow. A comprehensive evaluation of market dynamics, client requisites, and competitive pressures is essential to strike an optimal equilibrium. These leaders may necessitate making concessions, such as deferring expansion initiatives for immediate profitability or committing to growth despite near-future financial constraints. A profound comprehension of the enterprise's financial well-being, strategic aims, and ability to adapt decisions to evolving circumstances are pivotal for attaining success.

How do you envision your company evolving in the next few years and what new features or enhancements are in the pipeline?

We at Shyam Metalics aim to prioritize innovation,



A COMPREHENSIVE EVALUATION OF MARKET DYNAMICS, CLIENT REQUISITES, AND COMPETITIVE PRESSURES IS ESSENTIAL TO STRIKE AN OPTIMAL EQUILIBRIUM.

BRIJ BHUSHAN AGARWAL

VCMD, Shyam Metalics

sustainability, market growth, and expansion. We're considering investments about investing in cutting-edge manufacturing technologies to boost productivity and product quality. Our emphasis on innovation might lead to the development of high-performance alloys for specialized applications, eco-friendly construction materials, and enhanced steel recycling technologies. Our focus. Furthermore, Shyam Metalics is also looking into strategic alliances and global collaborations to broaden our product offerings and increase brand recognition. ■



RISING ABOVE ECONOMIC UNCERTAINTY: LEADERSHIP INSIGHTS

"In the dynamic landscape of uncertain economies, MPL Steel exemplifies resilient leadership. This resilience, guided by core principles and a commitment to innovation, underscores our ability to adapt, thrive, and ensure future success."



HITESH AGARWAL
CEO, MPL GROUP

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

Creating multi-vertical success demands strategic vision. As MPL Steel Pipes' CEO, our essential strategies begin with diversification aligned with core values. Cultivating adept leaders per vertical, investing in R&D, and adapting to market dynamics drive efficiency. Customizing products, using data analytics, and robust risk management are keys. Unified branding and strategic partnerships, coupled with industry trends monitoring, foster continual growth and innovation for scalable success. These strategies, combining adaptability and planning, enable resilience in dynamic markets, enhancing your prospects for triumph across diverse sectors.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

In uncertain economies, entrepreneurs and leaders face distinct challenges demanding tailored strategies. Resilience, adaptability, and change readiness are vital. Core leadership principles like effective communication, prudent financial management, and customer focus remain constant. Entrepreneurs, known for innovation, may explore new ventures or pivot existing ones. Established leaders prioritize risk management, contingency planning, and efficiency. Both groups embrace innovation, but

entrepreneurs use it for agility, while leaders foster innovation cultures. Market research intensifies. Balancing short-term results with long-term sustainability is crucial. Effective leadership, whether in startups or corporations, hinges on adaptability, core principles, and nuanced decisions, ensuring resilience and future success.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Balancing growth and profitability presents an ongoing leadership challenge. Leaders must decide between prioritizing growth or profitability, carefully assessing returns and risks within their long-term strategy. Expanding into new markets demands a delicate balance between rapid growth and profitability, taking readiness and competition into account. Constantly evaluating the product portfolio means weighing growth-driving products against profitability. Pricing strategies require finesse, striking a balance between gaining market share through competitive pricing and ensuring profitability with premium pricing. Cost management decisions can be challenging, often involving cost-cutting while preserving investments in growth. Balancing investments in customer acquisition and retention depends on long-term profitability goals. Financing choices, whether debt or equity, require thoughtful consideration. Employee compensation should align with profitability objectives. Leaders must navigate the short-term vs. long-term dilemma, sometimes favoring sustainable growth over immediate gains, even during crises. Evaluating mergers and acquisitions for growth requires a comprehensive strategic, financial, and integration assessment. While sustainability and CSR investments may not yield immediate profits, they enhance reputation and promote long-term growth. Achieving the growth-profitability equilibrium demands market insight, financial acumen, and alignment with a long-term vision. Effective leaders continuously adapt strategies, monitor metrics, and make informed decisions to ensure sustainable success in dynamic business environments.



WE SEE GROWTH POTENTIAL IN DOMESTIC AND INTERNATIONAL MARKETS, WITH PLANS FOR DISTRIBUTION CENTERS AND PARTNERSHIPS

HITESH AGARWAL

CEO, MPL GROUP

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline?

We're excited to unveil our vision for the company's future and innovative enhancements in store. Our commitment to excellence and innovation in the construction industry drives us to meet evolving customer demands. In the upcoming years, we'll harness cutting-edge technology, focusing on data analytics to optimize inventory management and enhance customer support. Sustainability is central to our mission, as we actively explore eco-friendly materials and production methods. Our digital transformation journey is well underway with a user-friendly website and a mobile app to empower Fabricators. We see growth potential in domestic and international markets, with plans for distribution centers and partnerships. To broaden our customer base, we're manufacturing larger-diameter steel pipes, aiming to become a comprehensive solution. Substantial investments in research and development are driving high-performance steel products, while enhanced safety protocols ensure compliance with industry standards and regulations. ■



SYSTEMS

LEADERSHIP IN TURBULENT TIMES: NAVIGATING UNCERTAINTY WITH ENTREPRENEURIAL FLAIR

"Uncertain economic climates demand distinct approaches from both entrepreneurs and leaders. While entrepreneurs seek opportunities in chaos, leaders prioritize stability and sustainability. This examination explores effective strategies for each group during challenging times."



SUNIL NIHAL
DUGGAL

VO 24 Secure Group

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

As an entrepreneur or leader, several key strategies can lead to success in business. These include investing in research, being proactive and innovative, diversifying income sources, and leveraging your strengths. It's also important to remain flexible and adaptable to changes, work with motivated teams, and build strong customer relationships. Partnerships and joint ventures, as well as technology, can also be valuable assets. To achieve long-term growth across various sectors, it's crucial to minimize risks.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

Individuals who embark on creating new ventures often do so intending to achieve a desired Return on Investment and provide value-added products and services. Meanwhile, those in leadership positions guide already existing organizations towards sustainable growth and the betterment of society. Effective approaches for

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leaders involve wise financial management, and the ability to be agile in adjusting strategies and supporting employees in their endeavors. Stability and sustainability are necessary traits for leaders to possess. Entrepreneurs, however, can take advantage of opportunities arising from economic turbulence, by taking calculated risks and innovating to meet evolving demands. Both leaders and entrepreneurs must stay informed, adapt swiftly, and communicate clearly to navigate through uncertain times successfully.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Successful leaders are faced with the complex task of striking a delicate balance between growth and profitability to achieve sustainable success. They must determine the appropriate rate of expansion while maintaining healthy levels of profitability. This requires careful consideration of short-term gains versus long-term growth investments, as well as a thorough assessment of market conditions, financial stability, team strength, and expense management. Effective leaders must be willing to take calculated risks and make adjustments as necessary to ensure that the organization's vision is upheld. It is important to note that excessive growth without profitability can lead to financial instability, while an excessive focus on profits may hinder future growth potential. As such, finding the right balance is crucial for long-term success.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline

The 24 Secure Group leverages cutting-edge technology to remain at the forefront of the industry and meet the needs of our valued clients. Our arsenal includes AI-driven surveillance, remote monitoring, and data analytics, as well

as sophisticated security cameras and highly trained personnel to proactively identify and address potential threats. We prioritize employee development to ensure that our team remains up-to-date with the latest technological advancements and adheres to rigorous data privacy policies. We continuously adapt to the evolving threat landscape and regulatory landscape to deliver sustainable success and client satisfaction. ■



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SUNIL NIHAAL DUGGAL

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AMBUJ SHUKLA

Managing Director, Cronas Lift Utility and Energytech Solutions (CLUES) Pvt Ltd.

What strategies can entrepreneurs and leaders employ to build successful and scalable businesses across multiple verticals?

To build a successful, scalable elevator business across diverse sectors, entrepreneurs must combine industry expertise, innovation, and strategic leadership. Key strategies include diversifying product offerings by creating tailored elevator solutions and embracing emerging technologies like IoT. Offering comprehensive service contracts, prioritizing safety, and forming strategic partnerships with architects and property developers are crucial. Customer-centricity, data-driven decision-making, talent development, and financial management are essential aspects. A strong brand presence, effective risk management, and a commitment to continuous improvement round out the path to sustainable growth and success.

How does entrepreneurship and leadership differ in uncertain economic times, and what approaches can leaders adopt to navigate through such periods effectively?

Entrepreneurship and leadership in uncertain economic times demand adaptability and resilience. Entrepreneurs

focus on identifying new opportunities, pivoting strategies, and embracing calculated risks. Leaders, on the other hand, guide existing organizations through turbulence, emphasizing stability, cost control, and employee morale. To navigate effectively, leaders must prioritize financial flexibility, diversify revenue streams, and communicate transparently. Both entrepreneurs and leaders benefit from fostering innovation, staying customer-centric, and maintaining a long-term perspective. Collaboration with industry peers and government entities can also provide support during economic uncertainty. Ultimately, a proactive and agile approach is crucial for success in challenging economic conditions.

When it comes to growth vs. profitability, what tough decisions do leaders need to make to strike the right balance and achieve sustainable success?

Leaders often face tough decisions when balancing growth and profitability. They must determine the appropriate pace of expansion, weighing the potential benefits of market share and revenue growth against the costs of scaling too quickly. This involves choosing between reinvesting profits into growth initiatives or prioritizing short-term profitability. Decisions regarding pricing strategies, cost management, and resource allocation become critical. Sustainable success lies in finding the right equilibrium that aligns with the organization's goals, market conditions, and financial health. It requires constant evaluation, adaptability, and a focus on long-term viability rather than short-term gains.

How do you envision your company evolving in the next few years, and what new features or enhancements are in the pipeline

In the coming years, we envision our elevator company undergoing a significant transformation driven by innovation and sustainability. Our focus is on developing cutting-edge features and enhancements to meet the evolving needs of our clients. This includes the integration of smart technologies, such as IoT sensors and predictive maintenance systems, to ensure maximum efficiency and minimal downtime.



WE ARE COMMITTED TO ECO-FRIENDLY SOLUTIONS, STRIVING TO REDUCE ENERGY CONSUMPTION AND CARBON FOOTPRINT ACROSS OUR PRODUCT LINE.

AMBUJ SHUKLA

Managing Director, Cronas Lift Utility and Energytech Solutions (CLUES) Pvt Ltd

We are committed to eco-friendly solutions, striving to reduce energy consumption and carbon footprint across our product line. Additionally, we plan to expand our footprint, establishing strategic partnerships to facilitate market penetration. Our vision is to lead the industry in providing safe, efficient, and sustainable vertical transportation solutions. ■



Putzmeister Expands its Stationary Concrete Pump Range, Introducing BSA 1407 D Classic

Putzmeister is proud to announce the launch of its latest product, the BSA 1407 D Classic Stationary Concrete Pump. Engineered to perfection, this concrete pump is set to deliver value with its simple high-performance pumping.

High Performance Pumping

Designed to handle difficult and abrasive concrete with the S-Valve technology, this machine is ideal choice for high-rise construction and long-distance pumping. Equipped with hydraulic controls, it delivers high-performance pumping with unmatched ease.

Simple Operations

One of the standout features of the BSA 1407 D Classic is it's easy to master hydraulic controls. Thanks to its simple design, operators will find it easy to operate the machine. The variable output control further makes it convenient to adjust output according to the project's needs.

Easy Maintenance

At Putzmeister, we understand the value of keeping your operations running smoothly. That's why the

BSA 1407 D Classic has been engineered with easy maintenance in mind. Convenient access to machine parts with fewer, easy to replace components, makes servicing quick and efficient.

Lifelong Savings

Investing in the BSA 1407 D Classic is a commitment to lifelong savings. Its long wear life of parts and long service intervals ensures cost-effectiveness and delivers savings.

Long Machine Life

This machine is designed to withstand long periods of intensive use. The robust build of the machine ensures long machine life and highest in class resale value ■



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BharatBenz Expands Sales and Service Network Across India



BharatBenz accelerates sales and service network expansion in the North, Northeast and South India.

Daimler India Commercial Vehicles (DICV), a wholly-owned subsidiary of Daimler Truck AG, has announced the expansion of its BharatBenz sales and service network in North, Northeast, and South India with the addition of five new 3S dealerships. This expansion brings the total number of BharatBenz sales and service locations to over 320 across India.

The new BharatBenz network locations are strategically located near National and State highways to provide quick and reliable

service to customers. These state-of-the-art facilities offer comprehensive solutions for sales, service, and spare parts for BharatBenz's entire range of commercial vehicles, enhancing the customer experience.

Sreeram Venkateswaran, President and CBO of Daimler India Commercial Vehicles, stated that India's infrastructure development is driving the commercial vehicle industry's growth. The company aims to achieve 350 network locations by the end of 2023 to ensure accessibility to BharatBenz sales and service for customers in key fleet operation locations.

The expansion includes a 3S dealership in Moradabad, Uttar Pradesh, capable of serving approximately 2400 vehicles annually. BharatBenz also opened its 10th sales and service location in Haryana, and it has strengthened its presence in the Northeast with network locations in Mizoram and Nagaland. In Tamil Nadu, BharatBenz now boasts 32 sales and service locations, with a new facility in Trichy offering a large customer lounge and enhanced convenience for truck drivers.

These BharatBenz dealerships are strategically situated on major national and state highways, ensuring easy access for customers across India. Each location is selected to be within 2.5 hours of customer reach, covering the North-South and East-West corridors.

This expansion demonstrates DICV's commitment to providing top-notch service and support to BharatBenz customers and reflects the company's optimistic outlook on the commercial vehicle industry in India. ■



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BKT Joins IME 2023 in Kolkata as Gold Sponsor

Balkrishna Industries Ltd. (BKT), the Indian multinational Group and a leading global player in the Off-Highway tire market will participate in the 10th edition of the International Mining Exhibition (IME) in Kolkata, organized by the MGMI and TAFCON. The event will be held between November 6th and 9th, 2023 at Eco Park, Rajarhat in Kolkata, India. The trade fair will provide an excellent opportunity to connect and interact with the BKT team at booth no. MO 21.

Balkrishna Industries Ltd. (BKT), the Indian multinational Group and a leading global player in the Off-Highway tire market With over 30 years of building a global presence in the off-highway tires segment, BKT is an agile company with a strong focus on building cutting-edge technology tires. As a global company, BKT pays a great deal of attention to developing products as a response to each territory's most specific needs.

BKT, known for its wide range of high-quality tires, will be displaying a selection of products including the latest Giant 57" EARTHMAX SR 468 TL tire, an All Steel radial



tire specially designed for 240-ton rigid dump trucks; and EARTHMAX SR 53 TL tire, created for ultra-large loaders, operating in severe rocky conditions along with EARTHMAX SR 34.

40.00R 57 EARTHMAX SR 468 is an All-Steel radial tire specially designed for rigid haul trucks. Its unique tread design with special tread compounds makes it perfect for

hard, rocky, and tough mining conditions. Its tread lug blocks with circumferential grooves and intertwined blocks ensure effective heat dissipation. Also, the sturdy square shoulder assists in ejecting loose stones to protect the tire from injury. EARTHMAX SR 468 is developed using BKT's cutting-edge technology to carry heavy loads, deliver longer service life, and provide resistance to rock cuts and punctures.



50/65R51 EARTHMAX SR 53 is an All-Steel radial tire specially designed for loaders, dozers, and low profile dump trucks (LPDT) operating in severe rocky conditions, including underground operations and scrap yards. The deep L-5 tread and the cut-resistant compound provide an extended wear life in addition to excellent traction and stability

16.00R25 EARTHMAX SR 34 is an All Steel radial tire specially engineered and designed for rigid dump trucks working in several operations like mining, quarry, logging and haulage. The non-directional block tread pattern provides excellent traction and stability on any type of terrain. EARTHMAX SR 34 is ideal for handling heavy loads. The strong All Steel casing features excellent wear and resistance to any snag and punctures. Its reinforced bead and the shoulder design contribute to an extended tire life-cycle even under the most heavy-duty service conditions.





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Avians Loading Bay Solutions: Elevating Efficiency and Safety

In today's rapidly evolving logistics landscape, optimizing loading and unloading processes is indispensable for swift dispatch and streamlined vehicle turnaround times. Avians, a prominent provider of loading bay solutions, offers a comprehensive array of equipment tailored specifically for Indian conditions, ensuring seamless operations with a focus on safety and performance.

Dock Levelers: Avians Dock Levelers are intelligently designed to simplify loading and unloading operations. Compliant with the latest European standard EN 1398 and CE Certified, they reduce vehicle dispatch times and labour requirements with a single push-button operation. Their benefits include smooth loading and unloading, adaptable height for various vehicles, safety features for enhanced stability, increased productivity, improved worker safety, and adaptability to different loading bay setups.

Dock Shelters and Seals: Avians' Dock Shelters, adhering to European standards EN 1398 and CE Certified, protect loading bays from external elements. They offer retractable and inflatable options, effectively creating a weather-proof seal around trucks. Retractable dock shelters feature flexible curtain walls, while inflatable dock shelters use airbags to mold to vehicle shapes, providing an airtight seal and

temperature control. Both options cater to various truck sizes, ensuring efficient and secure loading bay operations.

Dock House: Avians offers customizable dock houses that enhance protection and functionality. They shield loading bays from adverse weather, improve security, reduce noise, and augment operational efficiency, fostering a secure and efficient environment for loading and unloading activities.

Accessories: Avians' supplementary accessories include vehicle restraints, guides, wheel chocks, rubber bumpers, traffic lights, interlocking systems, and sensors. These enhance loading bay functionality and safety, from securing trucks and aligning them accurately to preventing unintended vehicle movement and ensuring smooth vehicle flow.

Avians' comprehensive loading bay solutions, including dock levelers, dock shelters, and accessories, simplify operations while curtailing dispatch times and labour. Prioritizing safety and compliance, Avians' solutions adhere to international standards while catering to Indian conditions. Investing in Avians' loading bay solutions empowers businesses to optimize efficiency, ensure worker safety, and foster operational excellence in logistics operations. ■



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Mega Project Showcases the Potential of Precast in India

"In Hyderabad, India, the My Home – GRAVA project is redefining construction with precast technology. This monumental venture comprises Asia's tallest precast towers, set to be the world's largest commercial precast development, covering 3.7 million sqm. My Home Construction chose Elematic as its partner for this pioneering project, signaling a shift from traditional construction in India. With streamlined processes and impressive efficiency, this precast marvel, made possible by Elematic India Pvt. Ltd., is poised to revolutionize the nation's construction industry."

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In Hyderabad, Telangana State, India, an awe-inspiring mega project is taking shape, demonstrating the immense potential of precast construction technology in the country. This ambitious venture, named My Home – GRAVA, is set to become Asia's tallest precast towers, comprising two 43-story, 180-meter landmark buildings. What makes this project truly remarkable is that it represents the world's largest commercial precast development, with a total planned Built-up Area (BUA) of 3.7 million square meters.

My Home Construction, the driving force behind this monumental project, has selected Elematic as its

structural design partner and equipment supplier. The decision to employ precast technology is ground-breaking in India, where traditional construction methods have long been the norm.

The sheer scale of this project is staggering. Each of the two towers occupies a BUA of 241,000 square meters, and when completed, the entire eight-tower development will encompass a staggering 1.9 million square meters. When fully operational in 2050, it is estimated that this project will accommodate approximately 250,000 IT professionals.

This move toward precast technology is driven by the need for efficiency, sustainability, and scalability. India, one of the world's fastest-growing economies, demands innovative construction solutions to keep pace with rapid urbanization and infrastructure development.

Elematic played a pivotal role in the success of this project. With a custom-built precast plant covering 460,000 square meters per year, Elematic delivered all the precast elements required. From shop drawings to production, Elematic ensured a streamlined process that upheld the highest quality standards.





My Home's Senior President, Mr. Sai, commends Elematic's contribution to the project, noting that the equipment is advanced and among the world's best. The reliability of Elematic's technology and their ability to provide future support and spare parts influenced My Home's decision.

The collaboration with Elematic began three years ago when My Home involved them during the project's planning phase. Chander Dutta, Managing Director of Elematic India, considers this engagement a significant achievement in Elematic's history.



Notably, My Home's GRAVA project is designed for repeatability, emphasizing the standardization of design elements. Initially, the project faced challenges with each floor being uniquely designed, causing complexity in structural calculations. However, a new approach streamlined the design process, enabling uniformity across floors, enhancing production efficiency, and ultimately advancing the project ahead of schedule.

This pioneering precast project faces immense pressure to prove the potential of precast technology in India. By showcasing the benefits of quality, speed, and efficiency, My Home's GRAVA project aims to set a precedent for the construction industry in India.

India's booming construction sector, especially in regions like South India, is witnessing a shift towards mechanized technologies to meet tight schedules and overcome labour shortages. The Indian government recognizes precast as an innovative construction technology with tremendous potential.

Despite the growing interest in precast technology in India, there remains a significant demand for end-to-end solutions and expertise. Elematic, with a market share of around 70%, occupies a strong position in India, providing comprehensive precast solutions, structural design services, installation, commissioning, and after-sales support.

The My Home GRAVA project represents a monumental step forward for precast construction in India. As the country continues its rapid growth, innovative solutions like precast construction are poised to play a pivotal role in shaping its urban landscape.

Project Overview:

- Project Name: My Home – GRAVA
- Location: Hyderabad, Telangana State, India

Timeline:

- Plant installation and project commencement in 2021
- First two towers (Phase 1 of 4) expected to be completed by 2024
- Entire project scheduled for completion by 2050

Buildings:

- Total planned Built-up Area (BUA) of 3.7 million square meters (40 million square feet)
- Commercial buildings for IT offices
- 43-story, 180-meter towers
- Structural design by Elematic in cooperation with Sweco Finland

Precast Plant:

- Custom-built by Elematic for the project
- Manufactures all types of precast elements needed for the project
- Capable of producing prestressed hollow core slabs, prestressed precast beams, precast columns, precast shear walls, and precast stairs
- Designed for flexibility and automation with minimal wastage
- Can be repurposed for future projects
- After-sales service and maintenance (AMC) provided by Elematic





Celebrating 20 Years of Elevating Innovation: The Remarkable Journey of TK Elevator's TWIN

It not only increased passenger capacity by up to 40% but also drastically reduced a building's required floor space compared to conventional elevators, making it a lucrative choice for real estate investments.

TWIN's journey reflects TK Elevator's commitment to revolutionizing human mobility technology. Amidst growing concerns about high energy consumption in buildings, TWIN stands out with its energy-efficient design. It conserves energy by parking one cabin during low passenger traffic, significantly reducing energy consumption. During peak inter-floor traffic, TWIN minimizes congestion and waiting times, showcasing its adaptability across diverse building types.

At the heart of TWIN's functionality lies digital innovation. Passengers can effortlessly select their destination floor through an AGILE Destination Control lobby terminal, driven by an intelligent dispatching algorithm. This not only enhances efficiency but also allows seamless adaptation to evolving building traffic patterns.

TWIN's versatility extends to its compatibility with other elevator types, meeting the demand for coordinated mobility solutions, especially in mixed-use buildings. Even older buildings with constrained elevator shafts can benefit from TWIN's modernization, providing improved mobility and energy efficiency.

Safety remains paramount, with TWIN featuring a TÜV-approved and SIL3-classified safety system, ensuring cabins always maintain a safe distance from each other.

Having left an indelible mark in major cities worldwide, TWIN continues to captivate architects, developers, and planners. Its role is poised to expand further with the surge in high-rise projects and the demand for energy-efficient, intelligent elevators, solidifying TWIN as a key player in shaping the future of vertical transportation. ■

TK Elevator celebrates the 20th anniversary of its revolutionary TWIN elevator system, which redefined vertical transportation. Launched in 2003 and first unveiled at The University of Stuttgart in Germany, TWIN introduced a new era in elevator technology by becoming the world's first system to feature two independently operating cabins within a single shaft. This innovation has continued to offer unmatched benefits.

TWIN transformed the landscape for architects, building owners, and developers.



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- Parking Solutions
- Entrance Access Control Systems
 - Doors - Revolving, Sliding, Collapsible, Swing
 - Barriers - Retractable, Flap, Boom Barriers, Mullions, Turnstiles
 - Security Solutions & Technologies, Surveillance Camera
 - Biometric, RFID, BMS & IoT
 - Lift Components and Accessories
- Personal Safety Gears & Equipments
- Ministry, Quality & Regulatory Bodies
- Accreditation & Standard bodies
- Media, Publications & Associations

VISITOR PROFILE

- Builders & Contractors
- Design & Architects
- Project Management
- Structural Engineers
- Building & Real Estate Consultants
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- Hotels and Hospitality
- Facility Managers
- E & E Companies
- Installers / Integrators, Service Providers
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Worldwide enjoy the comfort of Nibav home elevators.

Vimal Babu, Founder And CEO, NIBAV Lifts

Invented in 1929, home elevators have revolutionized our perception of comfort, accessibility, and luxury. Air-driven elevators are causing a stir in this industry with their space-saving features and energy efficiency. At the heart of this sector are dedicated individuals who ensure elevators run smoothly, safely, and efficiently. Leading the charge is Mr. Vimal Babu, the director of NIBAV Lifts, who is guiding his team to new heights of excellence.

With extensive industry experience, Mr. Vimal Babu is a seasoned professional in creating effective sales and marketing strategies. He possesses a deep passion for learning and innovation, known for his exceptional leadership that has enabled many team members to

advance in their careers. He has fostered a work culture emphasizing equal opportunities for all, earning a devoted following among his team and global peers.

"I believe every individual should have a personal vision to motivate and anchor them. Every significant innovation in this world has emerged from someone's 'deemed impossible' dream," adds Mr. Vimal Babu.

Rooted in core values of continuous learning, stepping out of comfort zones, and a determined attitude, the organization actively cultivates a culture of go-getters who are resolute in their pursuit of excellence. In line with this, the organization has a dedicated anthem to inspire employees to pursue their aspirations.

"Positions are not given; they are taken," is a motto of Mr. Vimal, freely shared among employees and meticulously followed in his organization. He regularly participates in town hall meetings and conducts training for sales executives, emphasizing the importance of mentoring teammates to reach their full potential.

Under Mr. Vimal Babu's steady guidance, Nibav Lifts has experienced remarkable growth, expanding fivefold since its establishment in 2019. Offering innovative vacuum home elevators, Nibav Lifts aims to bring affordable luxury to every home with its compact and modular elevators. In just three years, Nibav Lifts has established a global network in 14 countries with 71 experience centers and offices.

Today, over 2,000 homes worldwide enjoy the comfort of Nibav home elevators. As the only certified TUV SUD home elevator brand in India, NIBAV has received two prestigious awards in 2022: "Most Luxurious Home Elevator Brand" and "Architect's Number One Choice of Home Elevators."

At a time when standard regulations for home lift manufacturers in India are lacking, NIBAV stands out as the only brand with the coveted TUV SUD certification. The organization also holds TUV Nord and CE certifications, ensuring its components meet European standards.

The latest Series III, brimming with innovative features, represents engineering excellence. Conceived and manufactured in India, NIBAV Home Lifts align with India's #MakeInIndia vision.

Regarding this remarkable success, Mr. Vimal adds, "NIBAV is rapidly expanding globally, with experience centers in 14 different countries and significant year-on-year growth. I am pleased to see us all aligned with our ultimate mission."

NIBAV Home Lifts are renowned for their easy installation and space efficiency. They are delivered in a completely knocked-down structure, with installation engineers assembling them for plug-and-play convenience. Minimal civil work is required, reducing



installation time to just 24 hours. Furthermore, these lifts are fully Vastu compliant, adding a refined sense of comfort and luxury to any home.

"We recently launched our experience center at the Express Avenue Mall in Chennai, right in the lobby. What began as an experimental idea has become a functional setup in one of the city's largest malls. It's designed to showcase how easy it is to install a NIBAV Lift in one's home," Mr. Vimal adds.

NIBAV Lifts offer a range of customizable features to seamlessly blend with the home's decor. Recent upgrades include limited-edition color options with bold wooden shades to complement the furniture.

Home lifts have redefined accessibility, and NIBAV Lifts is determined to achieve their vision of becoming the world's #1 selling home elevator company by 2024. ■



CapitaLand Investment's Hyderabad Tech Park Phase I: Fully Leased & Data Center Launch

CapitaLand Investment Limited (CLI) has initiated the operations for Phase I of the redeveloped International Tech Park Hyderabad (ITPH) with Block A achieving a 100% lease commitment from leading global corporations. Located strategically in Hyderabad's IT corridor, the park will undergo complete redevelopment over 7-10 years, providing over 4.9 million square feet of Grade A+ office space. The groundbreaking ceremony for a 40-megawatt data centre within ITPH was also held during the launch.

CLI India Trust (CLINT) will invest in the comprehensive redevelopment project. Notable attendees at the event included Shri K.T. Rama Rao, Hon'ble Minister for Municipal Administration & Urban Development, Industry & Commerce, Information Technology, Electronics & Communication, and Government of Telangana.



CLI management with Shri K.T. Rama Rao at the launch of ITPH

CLI is known for its commitment to world-class business parks and data centers in Hyderabad and currently operates 12 business parks across six Indian cities, with three in Hyderabad. Block A of ITPH has secured leases from companies like Bristol Myers Squibb, Ernst & Young, Tata Consultancy Services, Warner Bros, Discovery, and others.

The office building provides tenants with an array of amenities, including cafeterias, food courts, meeting rooms, a gym, a daycare facility, and flexible office spaces. Sustainability features include LEED Gold certification and WELL Gold Certification pursuit, rooftop solar panels, LED lighting, water conservation measures, and more.

Additionally, the data center at ITPH will have a built-up area of 0.3 million square feet, designed to cater to international hyperscalers and large enterprises. CLI's commitment to Hyderabad's infrastructure and growth reflects the city's status as a preferred destination for global corporations. ■



CapitaLand International Tech Park Hyderabad



Karnataka Government approves 91 investment projects worth INR 7660 crore

The State Level Single Window Clearance Committee (SLSWCC) on Friday cleared 91 industrial investment proposals worth Rs 7,659.52 crore with an employment generation potential of 18,146 within the state.

The SLSWCC committee headed by Shri. M.B. Patil, Honorable Minister for Large and Medium Industries, and Infrastructure Development approved 26 projects involving more than Rs 50 crore investment, totaling Rs 5,750.73 crore. These hold potential to create 13,742 jobs.

Some of the top investors include Maruti Suzuki India, Aequs Consumer, South West Mining and Tata Semiconductor, and Krypton (India) Solutions Private Ltd among others.

Of the total 91 proposals, about 57 investment projects are between Rs 15 crore to Rs 50 crore totaling Rs 1,144.94 crore, promising employment generation potential of 4,404 within Karnataka.

Eight projects with an additional investment of Rs 763.85 crore were also approved by the committee.

Principal Secretary of Commerce and Industries Dr. S. Selvakumar, Gunjan Krishna, Commissioner for Industrial Development, Mohammad Mohsin, Secretary, Department of Labour, Dr. M Mahesh, CEO, KIADB, Darshan H V, Director, Department of IT/BT, Doddabasavaraju, Managing Director of Karnataka Udyog Mitra were present at the meeting. ■



Nitin Gadkari Commences Kargil-Zanskar Road Transformation in Ladakh, Highlighting Significance and Challenges.

Nitin Gadkari has revealed the initiation of a crucial project aimed at upgrading and widening the 230-kilometer-long Kargil-Zanskar Road, a pivotal segment of National Highway 301, in Ladakh. This monumental undertaking is part of the Central Government's comprehensive strategy to enhance connectivity within the state of Jammu and Kashmir, particularly in border regions.

The ambitious Kargil-Zanskar Road upgrade encompasses eight distinct packages, with Package 5 already successfully completed and Packages 6 and 7 scheduled for the current fiscal year. These three packages collectively span an impressive 97.726 kilometers and incorporate an astounding 13 major bridges, 18 minor bridges, and 620 box culverts.

Gadkari acknowledged the formidable challenges posed by the region's terrain during road construction. With a deep gorge on one side and a steep hill on the other, the geographical landscape presents substantial obstacles. The harsh environment characterized by sparse vegetation, low oxygen levels, and extreme cold further compounds the difficulties. Moreover, over half of the route lacks human settlement and network connectivity.

However, the successful completion of this all-weather road is poised to transform it into a crucial infrastructure asset. It will facilitate the seamless movement of troops and heavy artillery, bolstering its strategic significance. Additionally, the project is expected to stimulate economic growth and promote tourism, heralding a new era of progress for the region. ■

India's Bullet Train Project: Mumbai's BKC Station at 32-Meter Depth to Debut in 2028

Construction work for the underground BKC station, a pivotal component of the Mumbai-Ahmedabad bullet train project, has kicked off in the sprawling Bandra Kurla Complex. This ambitious endeavour spans an impressive 48 hectares and is slated for completion by March 2028. Overseeing the construction contract for the BKC terminus is a formidable joint venture known as MEIL-HCC, a partnership forged between Megha Engineering & Infrastructure and Hindustan Construction Company under the auspices of the National High-Speed Rail Corporation Ltd (NHSRCL).

The project's timeline stipulates completion within 54 months, utilizing a bottom-up construction approach. This entails commencing excavation from ground level and initiating concrete work from the foundation. The depth of excavation reaches a remarkable 32 meters, necessitating the removal of approximately 18 lakh cubic meters of soil.

To ensure the safety of this profound excavation, an extensive ground support system is being

meticulously established to prevent soil collapse. This system includes the installation of 3,382 secant piles, each delving to depths of 17-21 meters. Currently, the focal point of construction activities at the site revolves around the installation of these secant piles, with 14 specialized piling rigs dedicated to this endeavour.

The BKC station's layout is designed with three distinct levels: the first dedicated to ticketing and refreshment services, the second facilitating passenger movement between the bullet train terminus and the adjacent Metro station, and the third housing six platforms for seamless train arrivals and departures.

In light of these developments, the Mumbai Traffic Police has issued a traffic advisory, outlining new diversions and restrictions within the Bandra-Kurla Complex (BKC) area. These measures, effective from September 12, 2023, until the end of June next year, involve the temporary closure of sections from Diamond Junction to JSW Office and BKC Road Platina Junction to Motilal Nehru Nagar Trade Center. ■





India's Coastal Shipping Sees Remarkable Growth Amidst Sagarmala Initiatives

Coastal shipping traffic in India has shown consistent growth over the past three years, as reported by Union Minister for Ports, Shipping, and Waterways, Sarbananda Sonowal. The Government of India has implemented several measures to promote freight movement through coastal shipping, primarily under the Sagarmala Programme. This initiative focuses on enhancing the efficiency of the logistics sector by leveraging the country's vast coastline and waterways to reduce infrastructure investments.

Key measures include the Coastal Berth Scheme, relaxation of licensing regulations

under section 407 of the Merchant Shipping Act, incentives offered by major ports, a priority berthing policy for coastal vessels, reduced GST on bunker fuels, expedited clearance procedures, and subsidies for the primary transportation of urea and P&K fertilizers.

Sagarmala's overarching vision is to reduce logistics costs for both domestic and EXIM cargo, leading to substantial annual savings and a decrease of 12.5 MT/annum in carbon emissions from the transportation sector. It serves as the flagship program of the Ministry of Ports, Shipping, and Waterways, aiming to promote port-led development through India's extensive 7,517 km coastline. ■

NTPC's Barh Super Thermal Power Project Unit #2 Set for Commissioning

The commissioning of Unit #2 (Stage-II) at NTPC's Barh Super Thermal Power Project (STPP) is a momentous occasion, showcasing the organization's unwavering commitment to providing India with a stable and cost-effective power supply. With a generating capacity of 660 MW, this unit plays a pivotal role in meeting the growing energy demands of the nation.

Union Minister R K Singh, responsible for Power and New and Renewable Energy, will preside over the official commissioning, highlighting the government's support for initiatives that strengthen the country's energy infrastructure.

This development aligns with NTPC's mission to not only enhance the availability of electricity but also to ensure its affordability. By employing advanced technology and sustainable practices, NTPC is setting a benchmark for efficient and eco-friendly power generation.

The Barh STPP Unit #2 represents a significant stride in India's journey towards energy self-sufficiency, as it contributes to the national goal of reliable and sustainable power generation. As NTPC continues to drive innovation in the energy sector, the commissioning of this unit symbolizes a brighter, more electrified future for the country. ■



L&T Awarded Contract for India's New International Cricket Stadium



In an impressive development, L&T Construction's Buildings & Factories Business has secured substantial contracts valued between Rs 1,000 to Rs 2,500 crore, one of which involves the construction of an international cricket stadium in Varanasi, Uttar Pradesh. This state-of-the-art stadium, boasting a seating capacity of 30,000, is designed to meet the rigorous standards set by the ICC (International Cricket Council).

Larsen & Toubro (L&T) Construction's Buildings & Factories Business clinched these significant orders, including an agreement with the Uttar Pradesh Cricket Association, to build a top-tier cricket stadium in Varanasi, Uttar Pradesh, following the Design & Build Turnkey approach.

Varanasi, India's sacred center, is on the brink of welcoming an international-caliber cricket stadium, set to be completed by the close of the upcoming year. This remarkable stadium will accommodate a maximum of 30,000 enthusiastic spectators.

L&T's responsibilities encompass various aspects, adhering to ICC standards, including the main cricket ground, a prominent scoreboard, advanced floodlight

systems, corporate suites, VIP lounges, administrative spaces, broadcasting facilities, press conference areas, dining and kitchen spaces, along with a dedicated practice ground. The entire development spans an extensive 30.67-acre site.

The project also involves comprehensive finishes, allied MEP (Mechanical, Electrical, Plumbing) services, and external development within the site premises, enhancing the overall infrastructure.

Under a long-term lease agreement, the stadium's operation and management will be overseen by the Board of Control for Cricket in India (BCCI). This marks an exciting addition to India's cricketing landscape, coinciding with the hosting of the ICC ODI World Cup later this year from October to November, featuring matches across the country.

In addition to this significant project, L&T Construction has been awarded another contract by the Bangladesh Hi-Tech Park Authority to develop Hi-Tech IT Parks at four different locations across Bangladesh. The project primarily involves the construction of seven-story structural steel buildings with a combined built-up area of 1.2 million square feet. ■

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AS TOUGH AS... 

Homebuyers look for luxury Independent Floors in Tier II Cities

Panchkula: Luxury living in Tier II cities is no longer just about opulent homes, it signifies a holistic lifestyle upgrade, offering customization and privacy that resonate with the discerning modern homebuyer. The shift in home-buying preferences is reshaping the real estate landscape of these cities. In recent times, there has been a remarkable surge in demand for luxury independent floors in tier II cities. These regions are emerging as prime destinations for this segment due to affordability, the desire for more space and privacy, improved infrastructure, and enhanced quality of life. The trend has been most noticeable in the Tri-City area of Panchkula-Chandigarh-Mohali.

Aakash Ohri, Joint Managing Director and Chief Business Officer, DLF Ltd. shares his insights on this trend, saying, "The Tri-City area has experienced a significant upswing in the demand

for independent housing options. While this change has been evolving, we must also acknowledge the lasting impact that the pandemic has had on homebuyers' preferences. Therefore, we have started catering to this growing demand with our upcoming offering, situated amidst the breathtaking greenery of the Tri-city town. We firmly believe that this demand will continue to rise in the coming years as more homebuyers seek spacious, exclusive, and premium housing options away from the congested metropolises."

Panchkula region has a harmonious blend of urban lifestyle and serene living spaces. Homebuyers are increasingly drawn to the charm of these low-rise, spacious residences that seamlessly blend urban conveniences with tranquil living. The demand is influenced



by a desire for more privacy, security, and the modern amenities offered by independent floors. Developers are creating recreational spaces for a balanced lifestyle. The real estate sector has responded by introducing diverse independent floor projects, ensuring quality construction, contemporary design, eco-friendly features, and smart home technologies. Panchkula, a pristine town with modern amenities and untouched natural beauty, has become a popular destination for the next generation of homebuyers seeking solace away from the city.

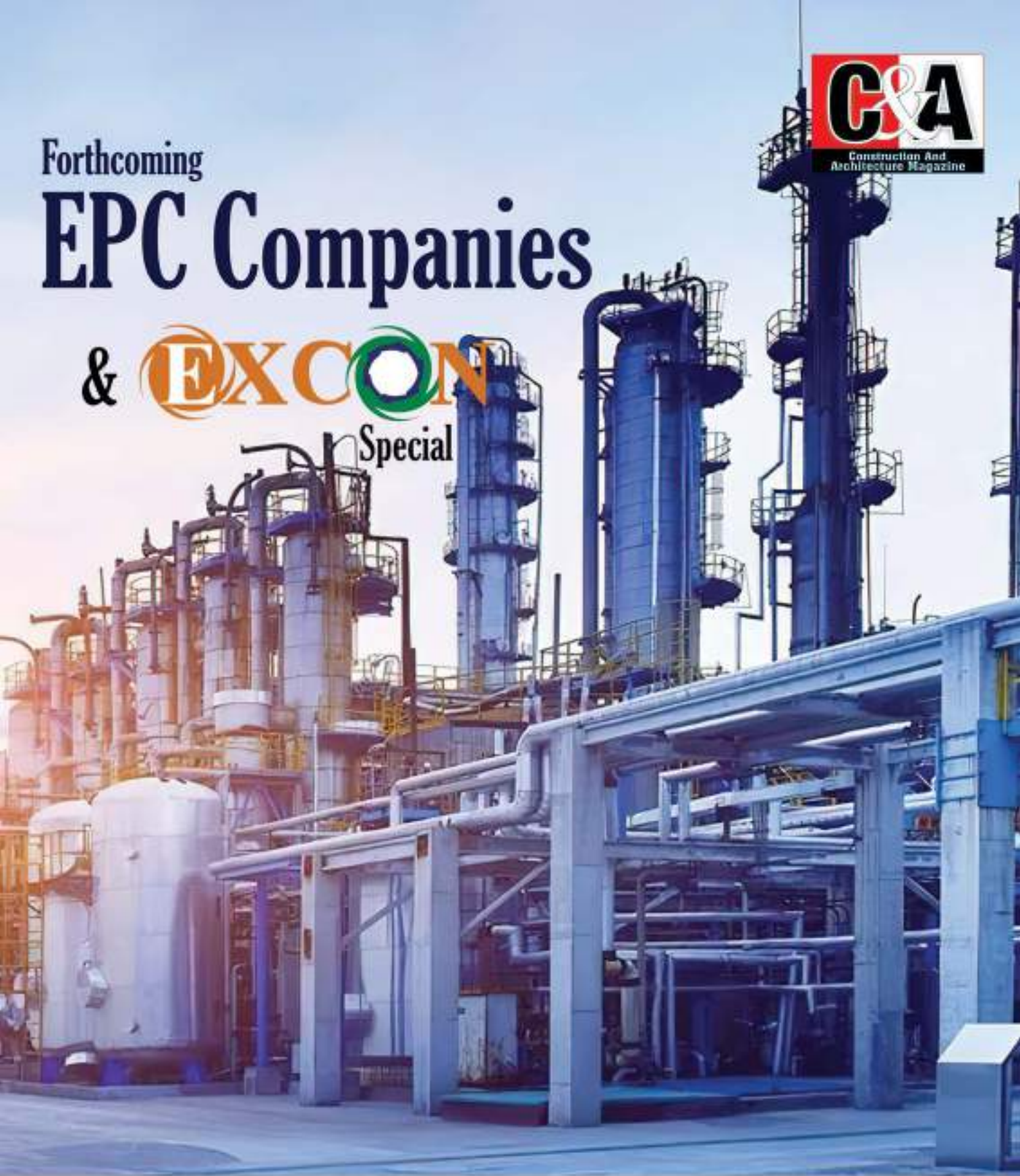
S. K. Narvar, Group Chairman, Trident Realty says, "Amidst the increased housing demand in tier 2 cities, a notable trend witnessed is homebuyers' growing fondness for luxury independent floors. Tri-city region, especially Panchkula, is seeing healthy demand for independent floors. Increased inclination towards low-density, spacious, chaos-free, peaceful living environments ensuring more privacy and security, has fuelled demand for low-rise luxury independent floors in Panchkula. The desire for luxury living isn't just about opulence but also about having larger space, privacy, and modern amenities. Independent floors offer the

luxury of residing in low-rise homes with a feeling of exclusivity, which is highly valued by today's discerning homebuyers. The serene environment of Panchkula (Tri-City), and its proximity to Delhi-NCR & key areas in North India, make it a favorable destination for people wanting to escape the hustle and bustle without being too disconnected. The shift in homebuyers' preferences towards low-rise, peaceful, and low-density areas is transforming the realty landscape in Panchkula. Developers have also recognized the desire for low-rise luxury living with contemporary features & amenities in Panchkula and are crafting their offerings accordingly."

Investors are recognizing the investment potential in Tier II cities, where property prices tend to be more stable and have the potential for appreciation. Independent floors offer a viable investment opportunity, either for rental income or long-term capital gains. This trend is likely to continue as these cities develop and offer a higher quality of life, making them attractive for both residents and investors alike. ■

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