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CII

EXCON

THE RISE OF SMARTER MACHINES

Get ready to be amazed by the technology innovations emerging in the world of Construction and mining equipment. Also witness cost-effective options for builders and contractors with an emphasis on quality, safety, and sustainability.

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Vivek Hajela
Vice President – Construction
Equipment Business,
Larsen & Toubro



L&T will showcase cutting-edge technologies such as virtual and augmented reality-powered simulators that provide real-life work settings and digitalised solutions.

Increasing capital investment will fuel demand for construction equipment

What products and technologies are you planning to display at Excon?

In line with L & T's focus on sustainable technologies, L&T Construction & Mining Machinery (L&T CMB) and its principals, Komatsu and Scania, will showcase unique product experiences at Excon. The latest technologies will be displayed, including virtual and augmented reality-backed simulators that offer real-life work conditions and digitalised solutions.

At Excon, Komatsu, the market leader in the premium segment, will offer its entire range of excavators for customers to see and experience. A heavy tipper from Scania will also be available for customers to assess its suitability for different mining applications.

L & T will display its range of road machinery. These would be Vibratory Compactors, Wheel Loaders, Skid Steer Loaders and Pneumatic Tyred Rollers, offering customers the opportunity to experience premium-quality machines under the "Atmanirbhar Bharat" mission. The whole range of attachments for Construction Equipment, from Crusher Bucket, Slope Compactor, Rock Breaker, Piling Solution, Rock Splitter and Cutter Attachments, will be displayed for the first time.

Tell us about the most recent technologies and solutions you've implemented.

Komatsu excavators are now equipped with advanced ecot3 (Ecology, Economy, Technology, Engine Technology) With total control systems and components developed in-house, these advanced excavators consume less fuel, are versatile and deliver superior productivity, reducing production costs.

The latest version of Komtrax provides a revolutionary way to monitor Komatsu

equipment anytime, anywhere on the web. Komtrax provides optimal machine control and monitors health and performance. It also provides economical operation guidance for operators. We are also working with our principals to offer equipment that would run on alternate fuels and use more green power and fewer fossil fuels.

Please share what makes your products the most preferred in the segment. How is your organisation responding to the changing client requirements?

L & T pioneered the introduction of hydraulic excavators in India. Our products are benchmarked against global standards. Our sales and after-sales teams regularly contact customers to understand changing market trends and preferences, and what updates are required on existing models.

Our application engineering team also visits customer sites to study machine applications, duty cycle performed, productivity, and fuel consumption. They then submit reports with recommendations to enhance product performance, adopt best practices, and follow maintenance protocols to optimise operating parameters such that operating costs and downtime are minimised. The after-sales support we offer is the best in the industry.

What are your projections for the construction and mining equipment in India?

Budget 2022-23 was a growth-oriented plan for the construction industry. It focused on sustainability, the environment, and job creation with a strong emphasis on capital expenditure and sustainable infrastructure development while laying a clear roadmap toward global standards. An increased Capex outlay will provide the necessary impetus to drive the demand for CE in the future. As a result, we anticipate that various segments of CE will grow by 15 – 25 percent in the current fiscal year.