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Mr. Dimitrov Krishnan

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Q-1. What are the special preparations being undertaken for the bauma conexpo India event? Any likely launches?

Ans. For **bauma CONEXPO**, Volvo CE India will focus on construction equipments for road & retail segments. On display will be the **Volvo EC210D Crawler Excavator** with **Quick Coupler** plus **HB22 breaker**. Versatility and complete ease in operations are hallmarks of this product.

Also on display would be **EC300DBH, custom-built for the quarry**. It is armed with heavy-duty lower frame and toughened undercarriage components and powered by Volvo D7E engine. The

EC300DL BH is designed to deliver best-in-class productivity while ensuring lower operating costs and overall operator comfort and safety.

Our exhibit of Road Machine Products will include the **Volvo P7320D Track Paver** is most recent paver range to be launched in India. The unit offers a winning combination of power, production capacity and precision for excellent paving quality with perfectly smooth mats. With a Volvo fixed screed, this Paver is proven to be effective when paving up to 700 tons per hour at 9 meters width. This level of throughput makes it versatile enough for a range of applications, including city roads, highways, and waste storage

areas.

Not to forget, we have an exciting launch awaiting everyone, and it gives me great pleasure to invite all to our stall O.C10 on the afternoon of 31st Jan, for the surprise reveal.

Q-2. With many brands across the industry how has the brand acted to differentiate itself from its peers?

Ans. Over the decades, brand Volvo has come to symbolise the fountainhead of innovative technology in the construction equipment industry. Be it safety, reliability, productivity, versatility, fuel efficiency, quality or sustainability, brand Volvo has always been first off the block pioneering the changes that set

benchmarks for others in the business to follow.

Q-3. Apart from expanding your sales through first time buyers, what would be your strategy to retain your existing customers?

Ans. Total solutions are part and parcel of every Volvo CE product. In fact, our relationship with customers actually commences after the sale has concluded. We offer comprehensive package that goes way beyond equipment purchase including customised RMAs, productivity services, consultancy services, fuel efficiency services, uptime services, financial services, training services and more. It

perhaps explains why Volvo Customers remain Volvo Customers for generations.

Q-4. Where do you foresee the Company in the coming next three years?

Ans. These are exciting times for the Indian CE industry thanks to massive public investments in modern infrastructure and overpowering spirit of Atmanirbhar Bharat and Make in India pervading across the length and breadth of India. Volvo CE India is well poised to tap into this enormous unfolding opportunity and register robust growth numbers over next three years – both in terms of value and volume.