

INTERVIEW



We intend to become a key/known player with significant Market share in Mining, Dimensional Stone (DSI) and also in Construction segment

says Mr. G. Sadishkumar

Director - Global Operations - PRD Group / Paranthaman Exporters

in an interview to Infrastructure Line

Q-1. Which are the main segment of Drilling Rigs sold by Paranthaman in India and what are the challenges associated with the same?

- Ans.** ● Water well Drilling Rigs
● Mining & Exploration Rigs
● Construction & Piling Rigs

PRD is providing drilling solutions for all these three segments, integrating high technology standards as per customer needs.

Q-2. Which are the countries of export of your high precision products and how different are the overseas market conditions in comparison to the domestic markets?

Ans. The various countries of export of our high precision products are:

- Our branches are at Ghana, Kenya, Mali, Nigeria, Guinea, Tanzania, Cameroon, and Burkina Faso.
- Our dealership networks are at

Ethiopia, Botswana, Qatar, Oman, and Thailand.

- We have also sold our Rigs to Middle East, South East Asia, SAARC countries, Australia and South America.
- We provide Imported Truck options like MAN, SINO, HINO, Mercedes in both Left hand drive and Right hand drive(LHD&RHD)

Overseas market conditions in comparison to domestic markets

- Customized solution for DTH cum rotary drilling rigs compared to domestic market.

Q-3. What has been the role played by PRD in the overall growth of the mining segment in the Indian market?

Ans. Production - Blast hole drill rig

- PRD EX 65 is on board with two stage compressor first time in India. Value for money and better ROI in the segments like

Coal, Iron ore and other Construction Industries.

- Over burden (OB) removal with blast hole drilling is done in Canal, dam and also in various hydro power projects.

Dimensional Stone Industries (DSI) – (Marble, Sandstone, Granite)

- We contribute PRD DRILL MAX HC 500M, PRD HOLE MATCHER and also PRD T 500 D for various applications of pole matching for Diamond wire saw cutting in granite and also in marble industries

- Customized PRD T 500 D rig model (Tractor drifter attachment)with drill depth of 10meters. Salient features are Anti jamming, digital depth and angle indicator, dust collector, On board screw hydraulic motor driven compressor / reciprocating compressor.

- We provide quick response for non standard requirement in the above segments.

Q-4. What are the prevailing market conditions for your sector and what are your forecasts for the same?

Ans.

Export :

- Government and currency is stable in Kenya, Ghana and growth of GDP in East West African countries

- Business friendly environment with tax holiday / Incentives in Agro industries, Infrastructure division and Community service(providing drinking water)

Domestic:

- PRD introduced excavator attachment (PRD EXC drill 65) which is new concept in coal mining contractors and save huge revenues to the end customers.

- PRD manufactures and supply core drilling and RC drilling machines for geo technical survey.

- Solar is emerging market in India. Since Solar PV is rapidly

becoming an inexpensive, low carbon technology to harness renewable energy from the sun we introduced specialized rig for installing solar panel

Q-5. Can you share with us your success story and where shall we find Paranthaman three years from now?

Ans.

Domestic:

- To become a key /known player with significant Market share in Mining, Dimensional Stone (DSI) and also in Construction segment

Export:

- Ring fencing Market share in established countries in East and West Africa.

Improve Market share and PRD brand name in other Focus regions like GCC/SEA and also in South Central Africa