

INTERVIEW



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says Mr. S. Sakthi Kumar

Managing Director - Berco Undercarriages (India) Pvt. Ltd., Hyderabad & Thyssenkrupp Engine Components India Pvt. Ltd., Nashik

in an interview to Infrastructure Line

Q - 1. How has the undercarriages and the tracked earthmoving machinery offered by Berco to the Indian market helped it to substantiate its business prospects in India?

Ans. We don't hesitate to evince that we are "one of the biggest supplier base in India". We offer a higher level of differentiation and cost advantages than our peers. Moreover we are supporting the Make in India initiatives in spirit. We have grown up based on our core competencies & planning thus to

becoming more positive for ensuing future. In the top line, We expect CAGR 14%-15% in next 5 years factored with General Elections in India due in 2019.

Q-2. Which are the core industrial segments where your high precision products are highly in demand?

Ans. Construction and Mining : We believe the road construction will be a catalyst for our growth . The recent budget allocation for road transport and highway of Govt. of India is +24% than

2016 allocation. If We analyse more precisely, we see that total NHDP & other NHAI projects are for 48589 Km out of which 25641 Km were completed (as of 31st Jan-2017) so there are enough statistic available those are proving the points.

In regard to mining we see an uptick in the growth momentum. We foresee more growth in coming years which will significantly add our business, above of all we should also consider the vision of Coal India for 2020.

Q-3 What are the prevailing market conditions for your sector and what are your forecasts for the future?

We had seen a phenomenon 50% growth of Excavators last year. The share of Excavators presence & in total construction equipment will increase more in coming years. Next year min. 20% growth we are anticipating and CAGR 14%-15% for next 5 years we envisage .

Q-4. Can you share your success story and where shall we find Berco three years from

now?

Ans. We are still in developing phase but we have kept the upward momentum of our top line since first year of our operations. The undercarriage market is very idiosyncratic despite very unique pressure of cost reduction from Customers and up surging commodity price for supplies we are carving out a successful journey for our business. In coming three years we would like to see to double our sales with much more value added services to our customers.