



13th Edition  
**EXCON**

9 - 13 December 2025  
 BIEC, Bengaluru, India

LARGEST CONSTRUCTION  
 EQUIPMENT EVENT IN SOUTH ASIA



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DAY 4

Official Newsletter of the 13th Edition of EXCON

12 December 2025

# EXCON REFLECTS INDIA'S INDUSTRIAL STRENGTH

Mr Vimal Anand, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India, addressed industry leaders, policy makers and global experts at the Manufacturing Excellence Council meeting at EXCON. Mr Vimal oversees the engineering goods sector in the Department of Commerce, Ministry of Commerce and Industry.

Marking the 13th successful edition of EXCON, he extended his congratulations to CII and ICEMA for their outstanding efforts. The smooth conduct of the event, the meticulous planning, and the strong response from the entire construction equipment sector, he noted, speak volumes about their dedication.

After visiting the various stalls and interacting with participants, he expressed that he was truly amazed. The sheer magnitude of the event, the extensive range of exhibitors, the diversity of technologies on display, and the high standard of organization all reflected an excellence that he found both commendable and inspiring.

Mr Anand added that EXCON is not only a matter of pride for the



construction equipment industry and its entire value chain, but also a matter of pride for the nation.

On behalf of the Ministry of Commerce and Industry, he conveyed his congratulations to the organizers and all the participants for their contribution to this remarkable platform, and he wished the event continued success in the years to come.

## Jonty Rhodes Brings His Spirit of Teamwork and Precision



EXCON witnessed an extraordinary moment as cricketing icon Jonty Rhodes stepped into the role of brand ambassador for Putzmeister, bringing with him the same energy, teamwork and precision that transformed modern cricket.

Known for redefining agility and fielding excellence, Jonty immediately connected with the crowd, speaking about how high performance whether on the field or in an engineering environment is built on discipline, collaboration and a shared commitment to excellence.

What resonated most with attendees was Jonty's ability to draw meaningful parallels between cricket and India's rapidly growing construction landscape.

## CII CEOs Roundtable on Infrastructure, Construction and Equipment Manufacturing

The CII CEOs Roundtable on Infrastructure, Construction and Equipment Manufacturing brought together nearly 30 participants, including over 20 senior leaders from construction equipment, infrastructure development, mobility, railways, and financing institutions.

The objective was to consolidate industry perspectives ahead of the policy and pre-Budget cycle.

Discussions focused on three priority themes: enhancing manufacturing competitiveness and identifying potential policy support; strengthening PPP models through improved risk-sharing frameworks and lifecycle-based contracting; and addressing financing challenges in the infra-CE ecosystem.



# JCB INDIA UNVEILS LANDMARK PORTFOLIO AND ITS LARGEST EXCAVATOR AT EXCON

JCB India delivered one of the most anticipated showcases at EXCON, revealing a powerful new product line led by its 52-tonne excavator and a suite of digital and sustainable solutions for India’s rapidly advancing infrastructure sector.



JCB India made a commanding statement at EXCON with the launch of more than ten next-generation machines and technologies, headlined by the 52-tonne JCB 520X LC, the largest excavator the company has ever manufactured in India.

This milestone reflects JCB’s commitment to developing world-class products for domestic and international markets.

The display included upgraded backhoe loaders, newly introduced compact excavators, and several advanced engineering solutions designed to deliver higher productivity, enhanced operator comfort and improved fuel efficiency for diverse applications across construction and mining.

Addressing the gathering, Mr Deepak

Shetty, CEO and Managing Director of JCB India, highlighted EXCON as a vital platform that brings together contractors, policymakers, customers and technology partners.

He emphasised that JCB’s product strategy continues to focus on lowering lifecycle costs, improving uptime and strengthening safety, ensuring that every new machine contributes meaningfully to India’s infrastructure goals. He also underlined the importance of sustainable engineering and customer-centric innovation as India enters a new phase of development.

Sustainability featured prominently in JCB’s presentation, with the introduction of a hydrogen-powered genset marking the company’s continued progress in alternative fuel technologies.

JCB also showcased notable advancements in fuel efficiency, the result of sustained innovation over the last decade. Complementing its equipment portfolio, the company launched a range of digital solutions including an enhanced telematics platform, an upgraded Operator App and an e-commerce Parts Online portal to improve machine monitoring, service readiness and overall operational efficiency.

With a strong nationwide dealer and support network, JCB India reinforced its long-term commitment to the country’s infrastructure ecosystem.

The company’s presence at EXCON reflected not only new machines but a comprehensive vision that integrates technology, sustainability and service excellence for a future-ready India.



## BAI Focuses on Growth, Collaboration & Industry Roadmap

The Builders Association of India (BAI) convened its leadership interaction at EXCON, bringing together senior members from across its national councils and state chapters.

The discussion centred on strengthening India's construction ecosystem through improved contracting frameworks, enhanced engagement with government agencies, and wider adoption of modern technologies.

Members highlighted the need for consistent policy support, faster dispute resolution mechanisms, and stronger safety and skill-development frameworks across worksites.



## CXOs to Address Funding, Growth & Policy Priorities



The 13th edition of EXCON 2025 hosted a high-energy CXOs Roundtable bringing together senior leaders from ICEMA member companies and India's top financing institutions to discuss the evolving credit, policy, and demand landscape shaping the construction equipment sector.

The session opened with reflections on India's metro-led urban transformation, the urgent need to accelerate green financing and long-tenure support for emerging technologies such as electric and hydrogen-powered equipment and growing interest in MSME financing, improved insurance solutions, and the need to build a more transparent, tech-enabled ecosystem using IoT data and predictive analytics.

The forum reached consensus on initiating high-level engagements with NITI Aayog and the PMO to advocate for increased infrastructure spending and improved contractual frameworks.

## EXCON Brings the Entire Industry Together

**With over a decade of participation at EXCON, Mr Ashok P Chhajer, Senior General Manager - OE Sales, BKT Tires, shares how the exhibition has transformed into a powerful global platform for OEMs, contractors, fleet owners and international partners offering unparalleled networking, visibility and business engagement opportunities**

**You have been associated with EXCON for many years. How do you see the event's growth?**

EXCON has grown tremendously over the years. This is the 13th edition in Bengaluru, and we have been part of the last 12 editions. From the early days at Palace Grounds to the current scale at BIEC, the show keeps expanding. Year after year, the exhibition space grows, and this edition alone has over 1,200 exhibitors, which speaks for itself.

**What stands out to you about this year's exhibition setup?**

The biggest change is the scale of participation. Earlier, halls used to have small and medium booths. Now almost every exhibitor has increased their booth size significantly. This clearly shows the value they see in EXCON and the strong return they get from participating.



**What makes EXCON such an important platform for your business?**

EXCON brings everyone under one roof. We meet all our OE customers, fleet owners, contractors, mine owners and end users here. Even government teams like Karnataka Government and Coal India visit our booth. In these five days, we get immense opportunities for interaction that would otherwise take months to organise.

**Does EXCON help connect with global partners as well?**

Absolutely. EXCON is no longer just an Indian show; it has become an international platform. Today, we hosted OE customers from Italy. It was their first visit, and they said they wished they had come earlier. They were very impressed and plan to spend more time here in the coming years.

*more interviews on page 6...*

# PRODUCT LAUNCH

## Hailstone Innovations unveils HT-45 Track Mounted Jaw Crusher



Hailstone Innovations unveiled the HT-45 Track Mounted Jaw Crusher at EXCON, marking a major step forward in compact, high-impact crushing technology.

Engineered for enhanced capacity and robust performance, the HT-45 delivers efficient crushing even in demanding conditions.

Its eco-efficient design supports reduced C&D waste and increased recycling, aligning with the industry’s sustainability goals. The launch reinforces Hailstone’s commitment to delivering smarter, future-ready solutions for construction and mining needs.

The HT-45 stands as a powerful testament to innovation, reliability, and sustainable engineering.

## Danfoss Power Solutions at Excon



Danfoss Power Solutions is showcasing a complete range of hydraulics electronics, and electrification technologies designed to improve productivity, precision, efficiency, and safety in construction machinery. With deep application expertise and strong engineering capabilities, we partner with OEMs to accelerate machine development and deliver future-ready solutions.

At Excon, visitors can explore our latest innovations across propel, work function, connect & control, electrification, fluid conveyance, and industrial hydraulics - including several new product introductions tailored for India’s growing construction market. Our theme, “Set your vision in motion. From idea to reality,” reflects our commitment to helping customers build smarter, cleaner, and more efficient machines.



## New OEM-Focused Lubricants Introduced at EXCON

At EXCON, Abhijit Kulkarni, Chief Commercial Officer, Gulf Oil Lubricants India Limited, announced the launch of 7-8 new products, each engineered for specific OEM requirements across the construction equipment sector. These products include next-generation lubricants and advanced formulations designed for high-performance, complex machinery used in tunnelling, foundation work, heavy lifting, and other demanding applications.

Kulkarni emphasised that these launches align with

Gulf’s focus on premium synthetic solutions and co-engineered products developed in close collaboration with OEMs. This expanded portfolio strengthens Gulf’s role as a technology partner providing reliability, durability, and efficiency - especially as India’s CE market shifts toward sophisticated, high-end equipment.

The new products mark an important step in Gulf’s ongoing strategy to innovate, localise, and meet the evolving needs of India’s infrastructure growth story.



## Gates Unveils High-Performance Hydraulic Solutions at EXCON



Gates introduced its latest high-pressure, high-impulse hydraulic range featuring spiral wire hoses, couplings and assemblies engineered for demanding construction and mining environments. With six layers of spiral reinforcement, the hoses deliver superior kink resistance, abrasion protection and long-lasting durability for heavy-duty applications.

The company also launched two specialised additions: the CM2T Dual-

Line hose, designed for telehandlers, forklifts and high-pressure return lines with compact dimensions for easier routing; and the NEXT Generation PILOT hose, built for precise signal response in confined spaces with enhanced tube strength, wire durability and burst pressure performance. Together, they offer robust, efficient solutions for modern hydraulic systems.

## MTANDT Launches New Access and Lighting Solutions

MTANDT introduced a refined lineup of next-generation access and lighting equipment at EXCON, including the new Static Boom Lift designed for demanding Indian worksites. The company also unveiled its MLiT battery-powered mobile light towers and

portable power systems, offering cleaner, quieter and more efficient alternatives to diesel-based lighting. MTANDT further expanded its electric access portfolio with the AC+ and Oil-Free MEWP series, which eliminate hydraulic contamination, reduce

maintenance and deliver near-silent operation. Together, these launches reflect MTANDT’s move toward integrated, sustainable and operator-friendly solutions for safer, more efficient project execution across India’s infrastructure sector.



## Caterpillar Unveils Three New Cat® Excavators at EXCON, Reinforcing India’s Sustainable Infrastructure Push



Caterpillar unveiled three new Cat® excavator models at EXCON, marking a significant addition to its next-generation construction equipment portfolio.

Designed for higher productivity, fuel efficiency and versatility, the new machines reflect Caterpillar’s commitment to supporting India’s rapidly expanding infrastructure landscape with advanced, durable and future-ready solutions.

Alongside the product introductions, Caterpillar announced an enhanced Cat® Customer Value Agreement (CVA) Services Commitment featuring Next-Day Parts and Two-Day Repair Commitments. This strengthened service promise ensures maximised uptime and reduced operating interruptions for customers across India.

With its latest launches and upgraded support ecosystem, Caterpillar continues to align with India’s transition toward sustainable, resilient and high-performance infrastructure development.

## Komatsu and L&T Unveil New Compact, 20-Tonne and Hybrid Excavators

Komatsu and L&T expanded their product lineup on day three of EXCON with a series of launches across compact, utility and mainstream 20-tonne segments. The new Komatsu PC30MR-3 and PC35MR-3 bring enhanced agility and comfort to urban and utility applications, offering strong digging performance and precise manoeuvrability in confined spaces. Strengthening the 20-tonne category, the Komatsu PC225LC-10M0 joined the lineup as a higher-stability, heavy-duty option alongside the Komatsu PC205 and PC210, featuring a wider undercarriage, larger bucket and improved lifting capability for demanding infrastructure work.

Reinforcing their sustainability roadmap, the companies introduced the Komatsu HB365LC-1 Hybrid Hydraulic Excavator, which recovers and reuses energy to deliver lower emissions, strong swing performance and up to 20 percent reduced fuel consumption. These additions complement L&T’s extensive showcase across compact, mid-size and mining-class machines, underlining the partners’ commitment to smarter, more efficient and future-ready solutions for India’s fast-growing infrastructure sector.



## Tata Motors Showcases New Compact Genset Line

Tata Motors introduced its new compact genset range from 10 kVA to 35 kVA, engineered for superior fuel efficiency, low operating cost and easy maintenance. The 10 kVA and 15 kVA units, powered by a next-gen 700 cc engine, offer high performance in the most compact footprint, supported by remote monitoring for reliable operation.

The upcoming 20-35 kVA gensets feature a new 1500cc CRDi engine delivering higher power, excellent fuel economy and rugged durability for commercial, industrial and infrastructure applications. With smart serviceability and advanced operability, Tata Motors positions this portfolio as a dependable, future-ready power solution.

## Shell Showcases Automated Lubrication Solutions

At EXCON, Shell Lubricant Solutions highlighted its advanced automatic lubrication and bay lubrication systems designed to deliver consistent, error-free lubrication across critical machine components.

These solutions form part of Shell’s wider industrial lubrication portfolio, engineered to improve equipment reliability, extend component life and reduce overall maintenance costs.

By minimising manual intervention and ensuring precise lubricant delivery, Shell’s systems help customers enhance uptime and operational efficiency across construction, mining and heavy-equipment environments, reinforcing the company’s commitment to smarter, more sustainable maintenance practices.



## Schwing Stetter India Drives Growth and Innovation at EXCON

With 20 new products on display and strong domestic and international participation, CMD V G Sakthikumar reflects on Schwing Stetter India's EXCON experience and the company's focus on sustainability and next-generation solutions.

### How has EXCON 2025 been for Schwing Stetter?

We are very happy to be at EXCON 2025. The exhibition has become stronger, its brand value has increased and we have seen a significantly larger footfall this year. We also expanded our stall size for this edition and showcased 20 new products. We were able to engage with the exact target customers we were looking for.

### How do you view the current market and future potential?

Although the market is going through a correction phase, we have no doubt about the long-term growth potential of the Indian construction equipment industry. We are using this period to prepare with newer products focused on sustainability, new energy solutions and circularity at construction sites. All of these were displayed at EXCON.

### How was the customer response - both domestic and international?

We had strong participation from Indian customers, and we were

pleasantly surprised to see overseas customers as well. Many of them visit EXCON regularly and shared that this edition is particularly strong in terms of infrastructure quality and product displays across companies.

### What is your overall assessment of EXCON 2025?

Overall, we experienced a very successful edition of EXCON. The scale, customer engagement and industry response reinforced EXCON's importance for us.



## SANY India Highlights New Launches and Growth Outlook

At EXCON, SANY Group's India & South Asia MD Deepak Garg highlights a strong product lineup, sustainability-led innovation and the company's move toward greater manufacturing capacity to meet future demand.



### What is SANY showcasing at EXCON this year?

We are once again at EXCON with a wide range of new products across construction and mining segments. This year's focus is on sustainability, green energy and electric equipment, along with new technologies designed to support customer needs.

### How is SANY strengthening its manufacturing footprint in India?

We are expanding our manufacturing capacity from approximately 12,000 units to 18,000 units by 2026, in line with our long-term growth plans and expected demand recovery.

### What is your outlook for the construction equipment market?

Although 2025 saw a softer market with a reduction in equipment volumes, the overall industry expectation is positive. We anticipate market growth of about 5-10 percent next year and potentially 15-20 percent in 2027.

### How has the response been at EXCON this year?

We have seen strong participation from customers, fleet owners and stakeholders across construction, infrastructure and mining. The engagement has been encouraging and reflects continued interest in the solutions we are bringing to the market.

## Gulf Oil Highlights New B2B Positioning and Industry Outlook

Abhijit Kulkarni, Chief Commercial Officer, Gulf Oil Lubricants India, shares insights on the company's new B2B brand positioning, partnerships, product launches and long-term outlook for the construction equipment ecosystem.

### How has your EXCON experience been this year?

EXCON has been an eye-opening experience. It is my first time at the event, and the scale, organisation and industry participation have been remarkable. The exhibition brings together the complete construction equipment ecosystem OEMs, suppliers, distributors and customers making it a powerful platform for industry engagement.

### Gulf Oil has introduced a new B2B positioning. What does it represent?

Over the past decade, we have built a strong B2B business alongside our established B2C brand. Through discussions with customers and OEM partners, we identified that Gulf's biggest differentiator is our people and our willingness to go the extra mile. This led to our new creative idea: Dream Beyond. Do Beyond which reflects our commitment to partnering with customers who are pushing boundaries and driving India's infrastructure growth.

### Have you announced new partnerships or products at EXCON?

Yes. EXCON provided the ideal platform to celebrate existing OEM partnerships and announce new ones with Ammann and Bauer. We also introduced around seven to eight new products developed specifically for OEM requirements.



### What is your outlook for the construction equipment industry?

While the market softened recently, the long-term view remains strong. With sustained government push, state-level infrastructure expansion and private investments, we expect steady growth over the next decade. Premiumisation will also increase as complex projects demand high-performance synthetic lubricants a segment we are actively developing.

### How is Gulf supporting the industry's sustainability agenda?

Our sustainability approach spans biodegradable lubricants, oil filtration and recycling services, and leadership in Diesel Exhaust Fluid (DEF) for BS-VI compliance. Additionally, we hold a majority stake in Tirez Transmission, which manufactures electric charging solutions enabling us to support the emerging shift toward electric construction equipment.

# MEGA BUSINESS BUZZ AT EXCON

EXCON continues to serve as a high-value B2B and B2G convergence point, drawing senior industry leadership, global partners and government representatives to Bengaluru for concentrated business engagements. The dedicated B2B platform has facilitated thousands of scheduled meetings, enabling companies

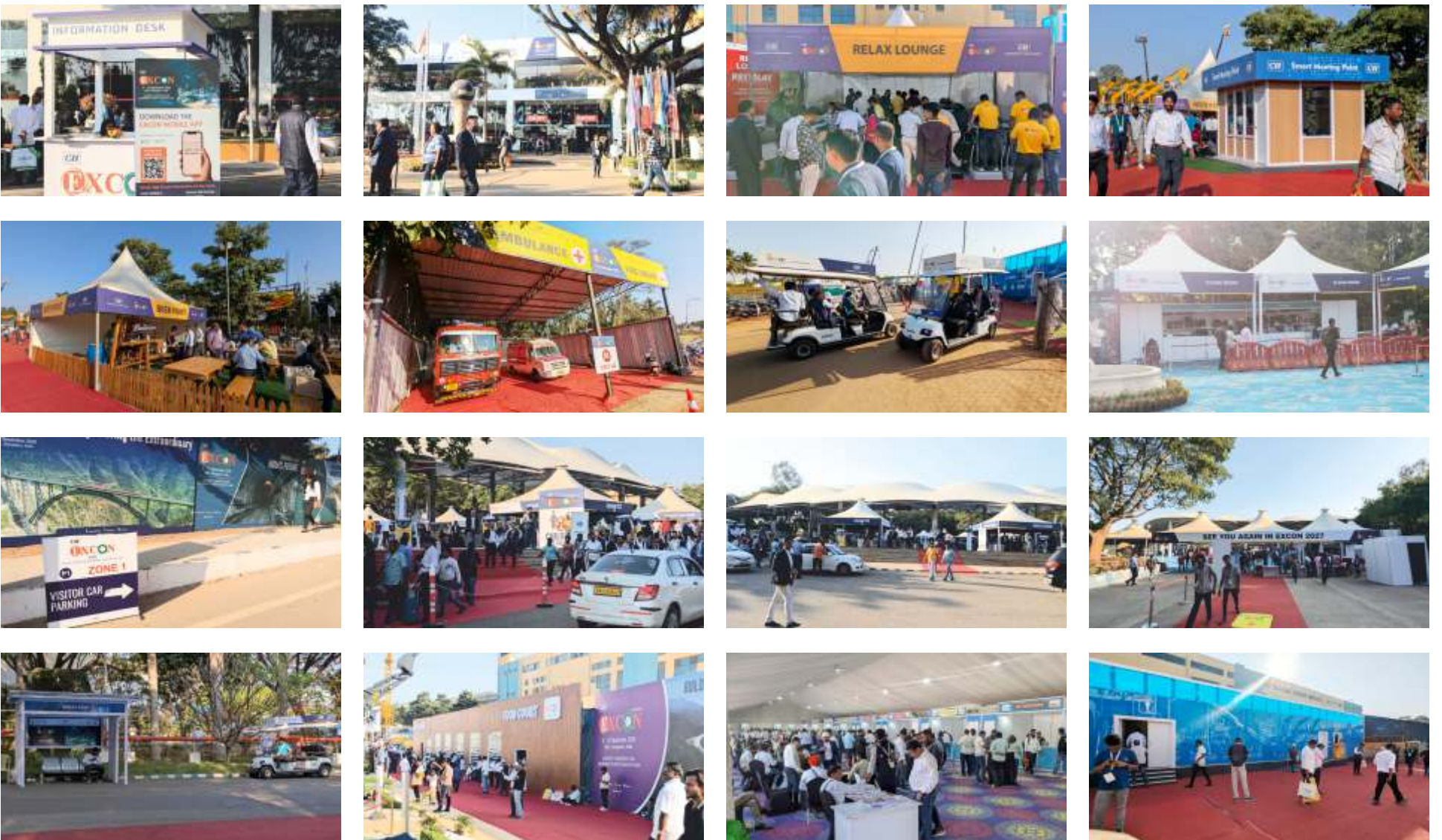
to identify partners, explore market opportunities and advance commercial discussions efficiently.

More than 50 structured B2G interactions were also held with the Ministry of Railways, providing exhibitors with direct access to procurement and project teams.

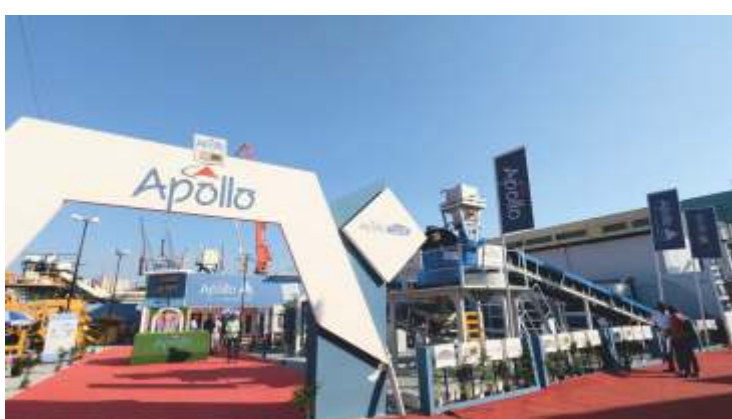
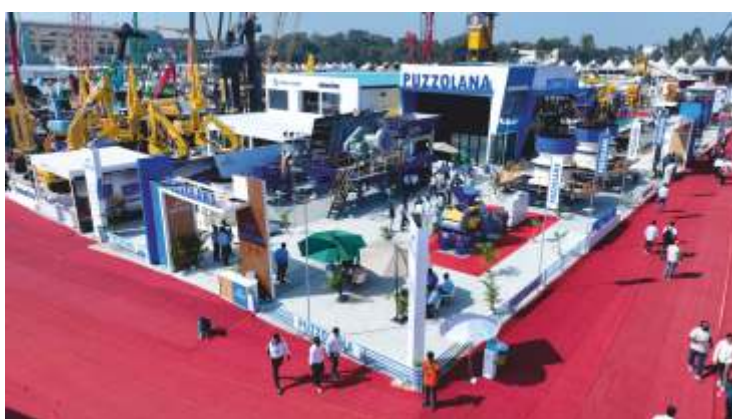
CII's online matchmaking portal ([ciiexcon.b2bmeeting.in](http://ciiexcon.b2bmeeting.in)) supports this activity by allowing participants to shortlist prospects, book meetings and manage agendas, making EXCON a practical networking and deal-enablement hub for the construction, equipment and infrastructure ecosystem.



# FACILITIES AT EXCON



GLIMPSSES OF EXCON 2025



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