



JUNE 2025

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The background of the image shows the silhouettes of three construction workers wearing hard hats and safety vests, standing on a dark horizon. To their left is the large, dark silhouette of a piece of heavy machinery, likely an excavator. The sky is a gradient of orange and yellow, suggesting a sunset or sunrise. The text is overlaid on the left side of the image.

# RIDING THE WAVE OF INDIA'S MINING & CONSTRUCTION EQUIPMENT REVOLUTION



## From the Chairman's Desk

Dear Gainwell Family,

We stand at a defining moment in the history of India's Mining and Construction Equipment (MCED) industry. Never before in our history did we witness such unprecedented alignment of government intent, policy frameworks, financial resources, and institutional drive towards transforming our sector into a global powerhouse.

### The Growth Trajectory: Numbers That Tell Our Story

The momentum we have built is nothing short of remarkable. India's mining and construction equipment sector is set to grow from Rs. 1,36,480 crore (US\$ 16 billion) to Rs. 3,83,850 crore (US\$ 45 billion) by 2030, representing a nearly threefold expansion that positions us to become a global manufacturing hub. Our industry has demonstrated exceptional resilience and growth, with consistent double-digit expansion over several consecutive years.

The sector experienced **robust growth of 25-26% in 2023**, followed by similar momentum in 2024. While 2025 saw moderation due to electoral cycles across more than half of India's states, federal elections, and heavy monsoons, these headwinds were temporary. We remain confident that this is merely a short pause, not a reversal, in our growth trajectory.

The mining equipment market in India is **expected to reach a projected revenue of US\$ 8,485.3 million by 2030, with a compound annual growth rate of 6-7% expected from 2025 to 2030**. This sustained growth reflects the fundamental strength of our domestic demand and the government's unwavering commitment to infrastructure development.

### Government as the Catalyst of Change

The post-COVID period has marked an exceptional inflection point. The government has stepped forward with unprecedented financial commitment and policy support, fulfilling promises that many thought were merely aspirational. This resounding demonstration of

commitment has provided the foundation upon which our industry's rapid expansion has been built.

The government's aggressive investment in mining, road construction, airports, and critical infrastructure has created a virtuous cycle of demand that continues to fuel our growth. Their vision extends beyond domestic consumption to positioning India as a global export hub for high-quality mining and construction equipment. I foresee Gainwell playing a significant role in fulfilling this national ambition.

### **The Global Opportunity: India's Moment**

We are witnessing what many describe as India's **"China moment of the 1980s."** The geopolitical landscape has shifted dramatically in our favour. As manufacturing costs in Europe and the United States become increasingly prohibitive, and supply chain dependencies on countries like China, Indonesia, and Thailand create added vulnerabilities, India emerges as the natural alternative.

The global North requires high-quality equipment at competitive prices that their local manufacturers find increasingly challenging to match due to their cost structure. This represents an extraordinary opportunity for Indian companies to scale up the value addition domestically and become significant net exporters. The demand is coming not just from developing nations but increasingly from advanced economies seeking cost-effective solutions.

Our industry possesses all the fundamental components necessary for this transformation – technical expertise, manufacturing capabilities, cost advantages, and increasingly, global quality standards.

### **The Skills Crisis: Our Most Pressing Challenge**

Despite being a nation of 1.4 billion people, we face an acute and paradoxical shortage of skilled labour. In 2024, employability among Indian engineering graduates was only about 64 percent, which means more than one-third of our engineering graduates lack the practical skills required by industry.

The statistics are sobering. Many engineering graduates lack the practical skills and industry-specific knowledge required to meet the demands of employers, with reports suggesting that only a fraction of our 1.5 million annual engineering graduates secure meaningful employment in their fields.

This skills challenge extends beyond our borders. **A UN report projects that by 2047, when India celebrates 100 years of independence, approximately 22% of the world's workforce will be Indian.** This means we must not only meet our domestic requirements but also prepare to supply skilled professionals globally. Countries like the United States and Australia already face critical shortages of mining operators, with inadequate training systems to address these gaps.

The responsibility is immense. We are witnessing significant skill migration from India to other geographies, while simultaneously needing to build capacity for both domestic and global demand.

## **The Innovation Imperative: Bridging the R&D Gap**

Our industry has reached a concerning plateau in **cutting-edge research and development**. While we have achieved scale and cost competitiveness, we must now focus on innovation leadership. The future belongs to companies that can develop high-capacity, better-designed, more digitized, and sustainable machines.

We call upon the government to create an ecosystem that fosters deeper R&D capabilities. India has all the intellectual and industrial components necessary for breakthrough innovation – we need the right policy environment and institutional support to unleash this potential.

The shift towards digital innovation, sustainable technologies, and autonomous equipment represents the next frontier. Indian companies must lead, not follow, in these critical areas.

## **Looking Forward: Sustaining Our Incredible Growth**

The foundation for sustained growth has been laid. Government policies, infrastructure investment, and the global market dynamics - all align in our favour. However, our success will ultimately depend on how effectively we address the twin challenges of skills development and innovation capacity.

We must work collectively – industry, government, and academia – to create world-class training programs that produce job-ready graduates. We need to upgrade not just ITIs but also engineering curricula to match industry requirements. The focus should be on practical skills, industry exposure, and continuous learning.

On the innovation front, we must invest in R&D centres, forge partnerships with global technology leaders, and create an ecosystem where startups and established companies can collaborate on breakthrough technologies.

## **Our Commitment**

As leaders in this industry, we commit to being part of the solution. We will invest in skill development programs, partner with educational institutions, and contribute to the creation of a talent pipeline that can support not just India's growth but global demand.

We will continue to push the boundaries of innovation, sustainability, and quality. Our vision is clear: **to make India not just a manufacturing hub but a global leader in mining and construction equipment technology**.

The winds are in our sails. The question is not whether we will succeed, but how magnificently we will rise to meet this unprecedented opportunity.

The future of India's mining and construction equipment industry has never looked brighter. Let us seize this moment and build something truly extraordinary.

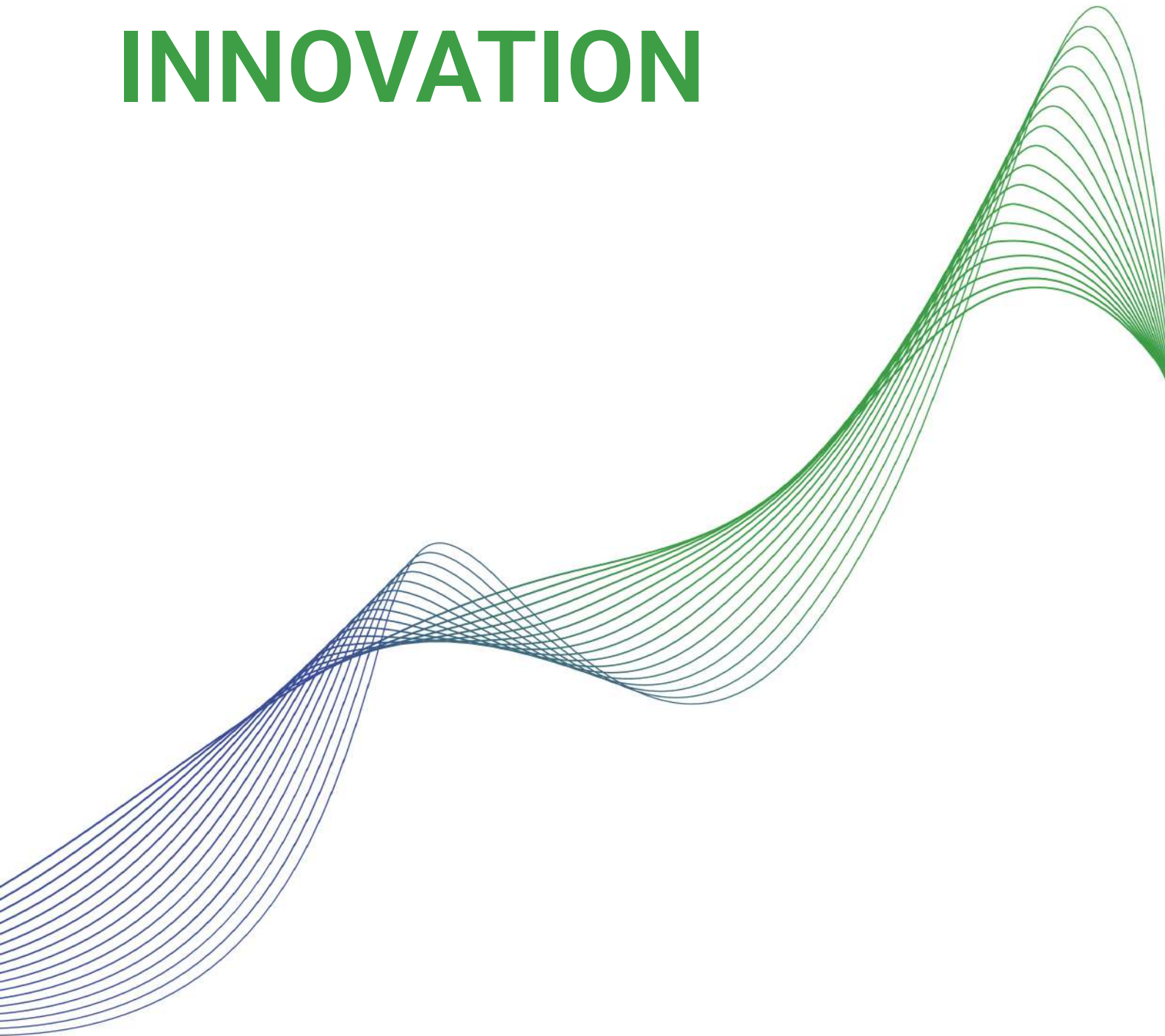
*Warm regards,*

**Sunil Chaturvedi**

Chairman and Managing Director



# EVENTS & INNOVATION



# Mining Industry Leaders Chart Sustainable Future at CII Summit

The 2nd Edition of the CII Eastern Region's Mining and Construction Equipment Division Summit focused on revolutionizing mining for a sustainable future, bringing together key industry stakeholders to address environmental challenges.

Mr. Manav Kohli, Chairman of CII's Northern Region Mining & Construction Equipment Division and Executive Director & CEO of Gainwell Commosales Pvt Ltd, hosted a sustainability panel emphasizing the need to integrate clean energy practices, carbon credit systems, and strategic capital investments into core mining operations. He stressed [balancing operational efficiency with environmental responsibility](#).

The panel included industry leaders from Greenline Logistics, Shree Cement, Caterpillar India, Sany Group, and TataHitachi Construction Machinery, representing diverse perspectives across the mining ecosystem.



As India approaches its [\\$5 trillion GDP target](#), the nation stands as the [world's third-largest energy generator and second-largest mining producer in coal, cement, and steel](#). However, climate change risks pose serious financial and safety challenges.

The discussion centered on [India's COP 26 commitments](#): achieving net-zero emissions by 2070 and reducing emissions by 50% from 2005 levels by 2030. Meeting these targets requires coordinated efforts across all mining stakeholders.

The summit explored critical areas including greenhouse gas reduction readiness, industry motivators for environmental initiatives, carbon credit trading developments, and technological innovations supporting sustainability. The panel also addressed the importance of gender representation in creating a supportive industry ecosystem.

## Toward Responsible Resource Stewardship

The summit concluded with a powerful message that sustainability in mining requires a fundamental ethical shift. Success depends on collaborative efforts between government, industries, and communities to ensure that mining transcends mere extraction to embrace regeneration.

The vision articulated by industry leaders emphasized creating long-term value that supports livelihoods while leaving a legacy of responsible resource stewardship. This transformative approach positions mining not just as an economic activity, but as a catalyst for sustainable development that benefits present and future generations.

This summit reinforced the mining industry's commitment to responsible growth, demonstrating that **economic development and environmental stewardship can successfully coexist**.



## Gainwell SITECH & Trimble Hosts “Tech Infra – 2025” Roadshow in Lucknow

On May 14, 2025, Gainwell SITECH, in partnership with Trimble, successfully conducted the “Tech Infra – 2025” Roadshow at Hotel Novotel, Lucknow. The event brought together industry leaders, government authorities including NHAI delegates, and technology enthusiasts to explore the transformative impact of digital solutions on India's civil infrastructure, with the core theme being **“Technology at the core of tomorrow's Infrastructure.”**

The roadshow focused on two breakthrough innovations reshaping the infrastructure





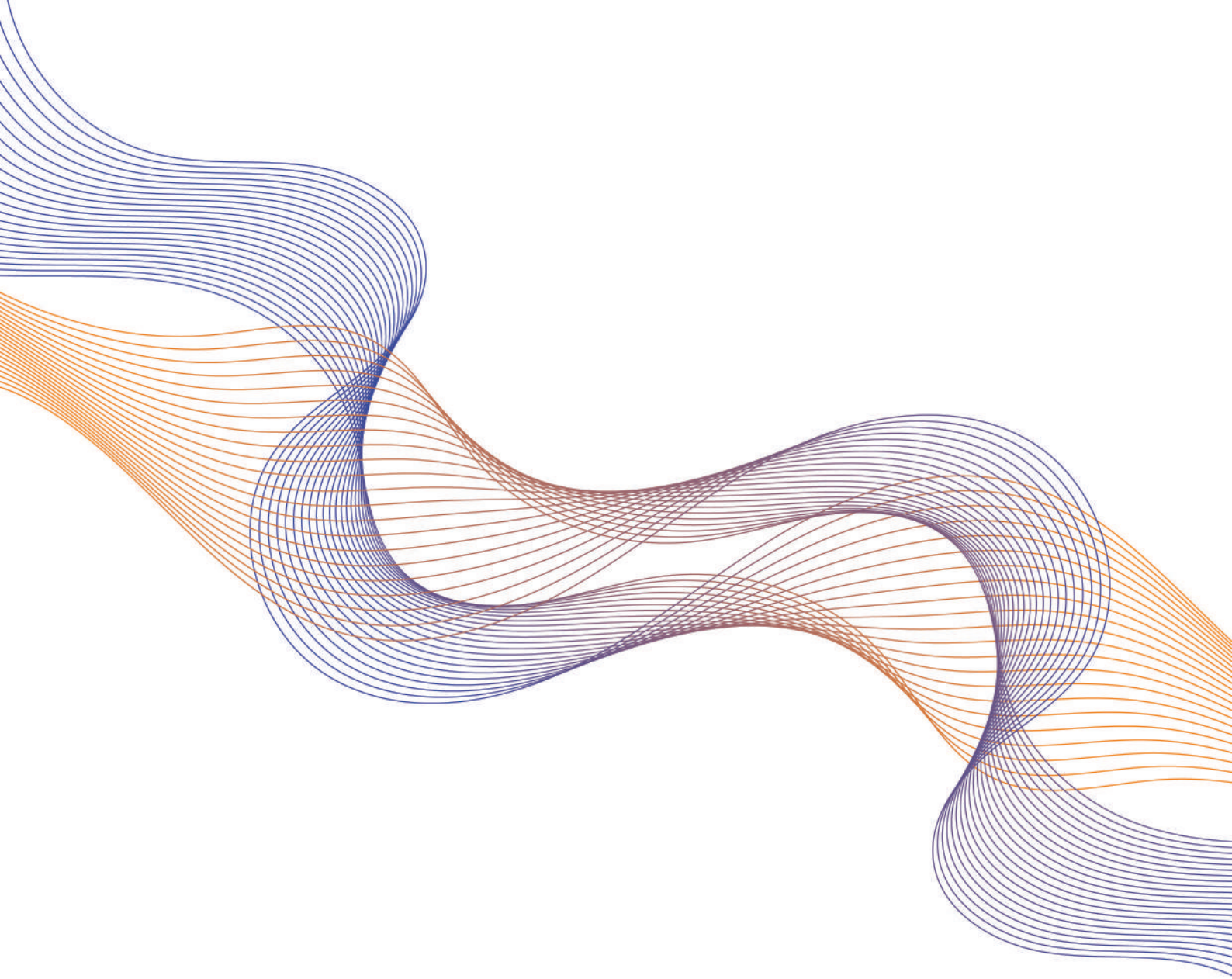
sector: **Model-Based Construction and 3D Automated Machine Guidance & Control Systems**. Live demonstrations showcased how digital modelling transforms traditional construction approaches, enabling precise planning and project management. Participants experienced automated construction technology that enhances accuracy, reduces waste, and improves project timelines through hands-on presentations and insightful discussions.



The successful Tech Infra – 2025 Roadshow reinforces Gainwell SITECH and Trimble's commitment to advancing construction technology in India. This roadshow represents an important step toward technology-driven infrastructure development, positioning India's construction sector for continued growth and global competitiveness while fostering collaboration between industry stakeholders and government bodies.







# TRAILBLAZERS & TRIUMPHS

# Gainwell Leads India's Digital Shift in Construction Machinery Retail

India's construction machinery retail market is growing fast—and going digital is no longer optional. Gainwell is leading this shift with customer-first solutions that are changing the way buyers explore, choose, and manage equipment.

A recent visit to Gainwell's Mohali facility in Punjab by top Caterpillar executives—Sam Vedhakumar Manoharan, Joe Moscato, Mani Rajan, Amit Bansal, and Mukul Dixit—highlighted the company's role in driving this digital change. The Mohali hub plays a key role in supporting customers across India's rugged terrains, where smart connectivity is vital for smooth operations.



## Digital from Day One

At Gainwell, digital begins on **Day Zero—the moment a machine is billed**. From that point forward, customers are welcomed into a fully connected digital world that supports them every step of the way. **Our Single Point of Contact** system ensures each customer has a dedicated guide for fast, consistent communication.



The two key platforms that power our digital approach are **CAT Central Platform** and **VisionLink Technology**. These tools give customers real-time data, helping them make smart, informed decisions that boost productivity and grow their business.

To make this digital journey simple for everyone, we offer step-by-step video tutorials in both English and Hindi. These videos help customers easily understand and use the tools—no matter where they are in India.



Gainwell's digital onboarding process is not just smooth—it's effective. We've seen steady improvements in our **Net Loyalty Score (NLS)** for purchases, showing that customers trust and value our digital support.

Gainwell's leadership in digital transformation has been recognized at



the highest platform. Caterpillar has acknowledged Gainwell's digital excellence through **Certificates of Achievement for reaching Gold tier status in 2024** within the Parts, Service, and Digital Gold Excellence Programs. This recognition proves that our approach—**affordable, customer-friendly, and tech-driven**—delivers real value.

**Gainwell is not just keeping up with digital trends—we're setting them.** In India's evolving construction equipment market, we're building a future where digital solutions empower every customer.



## Scaling New Summits: Gainwell **Unveils Office** at 3,500m Altitude **in Leh**

Gainwell has achieved a remarkable milestone by establishing the highest altitude office at Choglamser, Leh, at an extraordinary 3,500 meters above sea level. This pioneering venture represents more than just a geographical record—it demonstrates the company's unwavering commitment to reaching clients and supporting infrastructure development in the most challenging and remote locations across the country.

Operating in Ladakh's extreme environment presents unprecedented challenges that few companies would dare to tackle. The office functions in harsh conditions where average **ambient temperatures remain at**







-6.2°C throughout the year, with winter temperatures plummeting to a bone-chilling -31.4°C and summer offering modest relief at 13.9°C. Perhaps even more demanding is the thin mountain air, where atmospheric pressure drops to approximately 669 mmHg, meaning employees and clients breathe air containing only 65% of the oxygen molecules available at sea level. This dramatic reduction in oxygen availability requires careful acclimatization and specialized operational procedures.

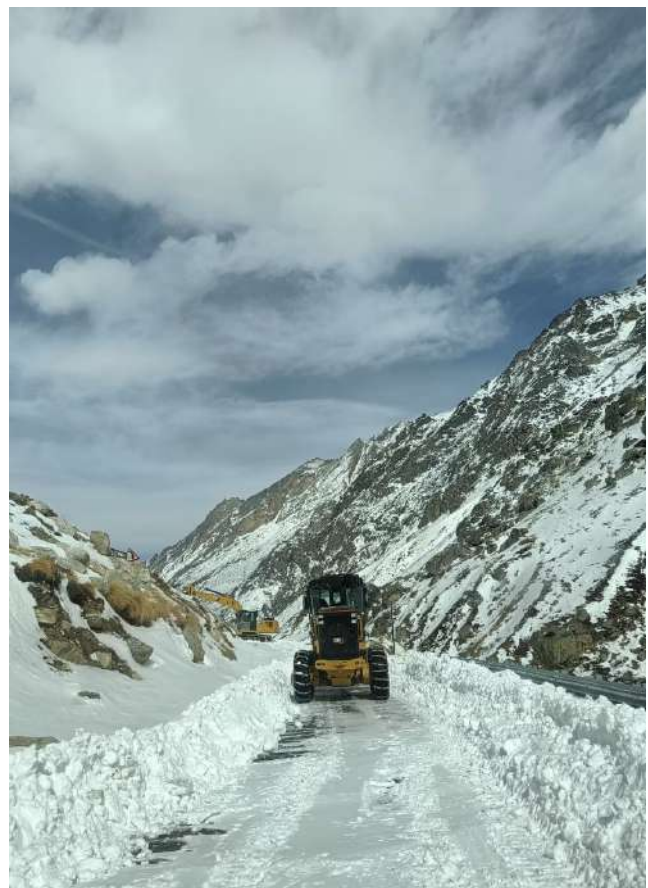
The office's strategic positioning carries significant importance, located just 150 kilometers from the Line of Actual Control (LAC) in a region where national security and infrastructure development intersect. This proximity to one of India's most sensitive border areas underscores Gainwell's role in supporting critical infrastructure projects that are vital to national interests. The facility serves several key construction and infrastructure partners operating in the region, including NH Constructions, Gurbachan Singh Contractor, Dashmesh Construction, and Garg and Garg Co., ensuring these partners receive the technical support and project coordination necessary for executing complex high-altitude construction work.

This achievement stands as a testament to Gainwell's philosophy of going where our customers need us most, transforming geographical challenges into opportunities for exceptional service delivery while supporting India's broader infrastructure development goals in strategically important border regions.

## Driving National Progress Across All Terrains

In the relentless pursuit of national development, modern heavy equipment stands as the backbone of infrastructure projects that connect remote communities, enhance strategic security, and foster economic growth. From the snow-capped peaks of the Himalayas to coastal plains and desert landscapes, advanced machinery continues to push the boundaries of what's possible, ensuring that geographic challenges never impede the march of progress.

A striking example of this technological triumph is unfolding in the remote heights of Uttarakhand, where the Border





Roads Organisation (BRO) is **executing a transformative ₹500 crore road project in Mana village**. Located in the Chamoli district at an altitude that tests both human endurance and machine capability, Mana has evolved from being known as “India’s Last Village” to **proudly bearing the title of the “First Indian Village”** – a symbolic shift that reflects the nation’s determination to strengthen its border infrastructure. The ongoing road widening project here demonstrates how modern equipment can operate effectively even in the most challenging conditions.

The Mana project showcases an impressive fleet of specialized equipment that operates in conditions that would challenge even the most robust machinery. The deployment includes **16 units of 320D3 GC excavators, 2 units of 320D3 excavators, 2 Motor Graders and 2 Hindustan 2021E Wheel Loaders**.

This carefully selected equipment combination, operated by contractor Ishar Infratech Pvt Ltd, demonstrates the critical importance of choosing the right tools for extreme conditions. The machines operate under a compressed timeline, functioning effectively for only 5-7 months annually until November, when harsh winter conditions make operations impossible.

One of the most significant factors in the success of high-altitude projects is **operational efficiency**. The equipment deployed at Mana has earned customer satisfaction through critical performance metrics like low fuel consumption and reduced operating costs.

The transformation of Mana to a well-connected gateway village serves as a powerful symbol of how technology, determination, and strategic investment can reshape the geographic limitations that once defined regional development. In the hands of skilled technicians and operators and backed by advanced engineering, we are building the future, one challenging project at a time.



# Gainwell and Patel Infrastructure Pave the Future

Patel Infrastructure has made history by building **34.24 kilometers of road in just 24 hours on UP's Ganga Expressway**. At Gainwell, we're proud to say that our equipment has made this world record possible.

We've been partners with Patel Infrastructure for over 20 years. **During this record-breaking day on May 17-18, 2025, our Linnhoff MSD3000 Asphalt Plant worked non-stop for 24 hours straight**. It produced asphalt at 160 tons per hour, providing a reliable supply of high-quality asphalt without which this record would never have happened.

Our plant didn't just work - it worked perfectly. For 24 hours, it delivered exactly what the construction teams needed, when they needed it. There were no breakdowns, no delays, and no quality issues. This kind of reliability is what separates good equipment from great equipment.

The coordination was incredible. Our technical teams worked closely with Patel Infrastructure's engineers from 5 am on May 17 to 5 am on May 18. Every batch of asphalt was timed perfectly to keep the construction moving smoothly. One small problem could have ruined the entire record attempt, but our equipment performed flawlessly.

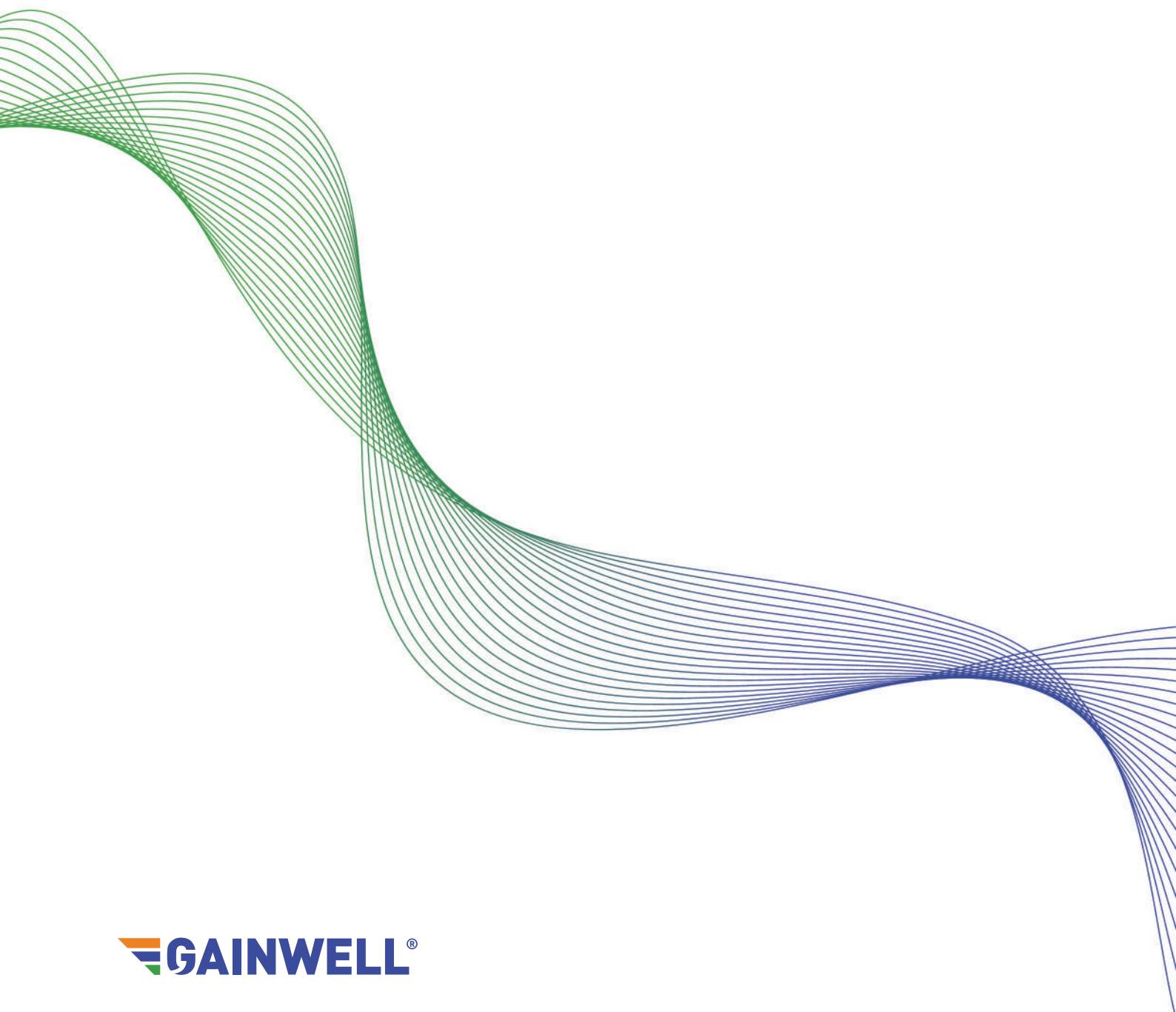
This achievement means a lot for India's infrastructure development. The Ganga Expressway will connect cities across Uttar Pradesh, reduce travel time, and boost economic growth. **By helping Patel Infrastructure build 34.24 kilometers in one day**, we contributed to a project that will benefit millions of people.



The world record has been officially certified by three record books - the Golden Book of World Records, India Book of Records, and Asia Book of Records.

With the right technology and strong partnerships, Indian infrastructure companies can set new standards worldwide. We're excited to continue supporting projects that will transform our country's connectivity and economic growth.

# EMPOWERING POTENTIAL





# Top Talent Takes on CAT Global Operator Challenge Heats

The construction industry's most anticipated competition returns as the Cat® Global Operator Challenge kicks off its 2025-26 season. This June, Gainwell hosted the local qualifying event, offering skilled operators the chance to prove their mettle and claim their spot among the world's elite machine operators.

The Global Operator Challenge (GOC) represents the pinnacle of international competition for construction professionals, where the world's most accomplished operators battle for the coveted title of World Champion. Under Caterpillar's® prestigious banner, this extraordinary challenge transforms ordinary worksites into competitive arenas, pushing participants to demonstrate exceptional agility, speed, and precision across an impressive array of Cat® machinery—from compact equipment to heavy-duty machines equipped with cutting-edge technology.

Gainwell's local competition this June 2025 featured three distinct challenges across at least three separate pieces of sophisticated equipment. The scoring system evaluated participants on operational skills, safety protocols, efficiency, and their mastery of integrated technology including payload management, grade control, and user-friendly interfaces that enhance machine performance.

The path to glory leads through Japan's Asia Pacific Semi-Final in October 2025, where Gainwell's champion will compete against the region's finest operators. Only the top three performers advance to the ultimate showdown in Las Vegas, March 2026, where the world's most talented operators will battle for the GOC Global Champion title.



This year's champion will claim either \$10,000 USD in prize money or an equally valuable trip for two to any global destination where Caterpillar maintains its presence—a fitting reward for conquering the world of heavy machinery.

As the competition progresses, we extend our best wishes to the skilled operators representing Gainwell in this extraordinary challenge, as they prepare to showcase their expertise on the international stage.



# Our Green Vision in Action

The Gainwell family came together to celebrate **World Environment Day**, demonstrating our unwavering dedication to creating a more sustainable future. This year's celebration showcased the collective passion and responsibility we share toward environmental stewardship.

As we continue our journey toward a greener tomorrow, World Environment Day serves as a powerful reminder that environmental responsibility is woven into the fabric of who we are. Together, we're not just celebrating the planet—we're **actively working to protect and preserve it for future generations.**

Experience the energy and commitment that defined our World Environment Day celebration...



UNNATI



SMPL- KASIA MINES



SILIGURI



PRAGATI



NOAMUNDI



MUZAFFARPUR



MARWAD MUNDA



RANCHI



MOHALI



GWS



JHARSUGUDA



JAMSHEDPUR



GUWAHATI



ECL RAJMAHAL



DHANBAD MINING



DHANBAD HWM



DANKUNI



BHUBANESHWAR

# OFF-CENTRE

Take a break with this fun quiz. Send in the answers to [corpcomm@gainwellindia.com](mailto:corpcomm@gainwellindia.com). The first 3 entries get to win attractive prizes.

1. ISRO partnered with which company to explore sustainable space exploration?
2. What was the name of the South American country that existed from 1819 to 1831 and included present-day Colombia, Venezuela, Ecuador, and Panama?
3. The word “crochet” comes from the French word for what?
4. What were the first words Edison spoke into the phonograph he invented?
5. Known for its bustling trade, which city is often referred to as the “Diamond Capital of the World”?
6. The first-ever IPL match was played between which two teams?

Check out the answers to the last quiz from April 2025 edition –

1. In what present-day country was the first space launch facility located?

Answer: *Kazakhstan*

2. What city was known as and almost permanently named “Batmania”?

Answer: *Melbourne, Australia.*

3. Which two countries are named after the line of zero degrees latitude?

Answer: *Ecuador and Equatorial Guinea.*

4. What is the oldest playable board game in the world?

Answer: *The Royal Game of Ur. It dates back to around 2600-2400 BC.*

5. What was the first live-stream video on the internet?

Answer: *A concert by the garage band Severe Tire Damage on June 24, 1993*

6. What popular cocktail ingredient also glows in the dark?

Answer: *Tonic water. It contains quinine, which absorbs UV light and emits it as a photon of visible light in a soft blue colour.*

## Congratulations to the winners!

Meghana Chandak [meghana.chandak@gainwellindia.com](mailto:meghana.chandak@gainwellindia.com)

Anjali Singh [anjali.singh@gainwellindia.com](mailto:anjali.singh@gainwellindia.com)

Sabitabrata Ghosh [sabitabrata.ghosh@acceleronsolutions.io](mailto:sabitabrata.ghosh@acceleronsolutions.io)

Love the issue? Hate it? Or have a different point to make? We would love to hear from you. Send in your suggestions and let us know how we can make the content interesting for you.

Write to [corpcomm@gainwellindia.com](mailto:corpcomm@gainwellindia.com) and share your thoughts.