



The niche is our expertise in the customized equipment for drilling, grouting, geotechnical investigation and ground engineering, from selection and supply to the comprehensive after-sales service and consultancy

Mr Pradeep Kumar Divakaran Nair
Managing Director - Terraform Geotechnical Services Private Limited

Q-1. What are the special preparations you are undertaking for Excon? Are there going to be any special launches?

Ans. We are excited to be a part of Excon India, as the event is going to take place after a long time since the pandemic, we all will have the opportunity for a face-to-face meeting.

We will be eagerly waiting for our customers for in-person meetings to demonstrate our product portfolio and their application in the upcoming infrastructure projects.

Q-2. How were your operations affected due to the recent pandemic and what are your bouncing back strategies for the same?

Ans. The Covid-19 pandemic has short term impact of an economic downturn on construction demand. The crisis has also hit long term demand and supply, resulting in lasting shift in the investment patterns. The availability of the manpower and the delays in the supply were the other major issues faced during the pandemic.

The strategies we are

adopting for bouncing back includes increased digitalization, rebalanced supply chain towards resilience, design for sustainability and getting closer to the customers.

Q-3. How has been the performance in the terms of revenue generation for the last quarter of 2021?

Ans. We reported revenue growth of 45 % in the last quarter of 2021. We look forward to growing revenue and earnings in the year ahead.

Q-4. What are the niche

services you provide and which are the core industrial verticals where they are optimally used?

Ans. The niche is our expertise in the customized equipment for drilling, grouting, geotechnical investigation and ground engineering, from selection and supply to the comprehensive after-sales service and consultancy.

The core industrial verticals where they are optimally used are the construction projects viz. high-speed rail projects, metro rail projects, RRTS projects, tunnelling projects, mining projects, hydroelectric projects.

Q-5. Any recent technology in your existing processes which you would like to share with us?



Ans. In this era of digitalization, we are focused

to provide our customers with the equipment capable of automated and remote operations along with the data logging and the live view / control of the ongoing operations through GPS / LAN / WIFI enabled systems.

Tecniwell TWM30 Mixing Plant, Tecniwell GMP822VT Grout Mixing & Pumping Unit, Massenza MI3 Geotechnical Investigation Drill Rig are few examples of compact, customized, highly advanced and automated system.









Q-6. How have you been able to create such a grand legacy of success?

Ans. We believe in “Working Together” as a team. We strive to make customers and employees part of the team, mission, vision and involve them in every phase of the plan and the execution.

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