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Construction Cos Need Enabling Environment



Gurjeet Singh Johar,
Chairman,
C & C Constructions

“All we need from any government agency or a local body is to provide an enabling environment. That is to say: adequate security, clarity and consistency in regulations and timely payments”, says Gurjeet Singh Johar, Chairman, C & C Constructions in an interaction with Subhajit Roy.

C & C Constructions is one of the fastest growing construction companies in India. Please brief us about the business activities of your company.

C&C Constructions Ltd was formed in 1996 by a group of professionals. The Board of Directors is assisted by over 6000 employees. The company has projects in roads, railways, buildings, water and sewage and power transmission segments. We also have four BOT projects under construction.

The ability to execute within time and cost lines in challenging terrains is the unique specialty of C&C Constructions. We have successfully executed projects in North-East and Port Blair in India and have a significant presence in Afghanistan.

The company has recently entered into a Memorandum of Understanding (MoU) with Isolux Corsan of Spain. This arrangement is for construction contracts in all verticals in the infrastructure space across India, Middle East, Afghanistan, East European Countries and select countries of Africa.

What are the main areas the Company is focusing on? And where do you find maximum potential for your business?

We have projects in roads, railways, buildings, water & sewage, and power transmission segments. All these sectors are booming. We focus where there is maximum profitability and not necessarily only on maximum business.

What is your opinion about the recent trend in construction industry of India?

The construction industry is booming and therefore attracting many new players from other sectors. It will be interesting to observe how they cope with the challenges inherent in this industry.

As the Govt. of India is taking giant steps in infrastructural development, what trend will shape industry evolution in the coming years?

This industry is presently on a high. I firmly believe that what goes up will come down. History tells us that every industry has its highs and lows. It is when the chips are down that we will

know the actual strengths of the participants. Mergers and acquisitions will be a natural consequence.

What about availability of quality construction equipment in Indian market?

With liberalization, availability of equipment is not an issue at all. There are enough world-class manufacturers who have set up shop in India. There is wide choice of suppliers from whom you can procure equipment at reasonable costs.

Are these technologically competent to accomplish large world-class projects?

The equipment themselves are world class. They are good for any world-class projects

Can you name few of the equipment players that supply products to C&C in India and in Afghanistan?

Some of the International suppliers are Schwing Stetter and Metso Mineral. Amongst the Indian names there is Escorts Ltd.

Your company has completed more

than 30 projects across India and Afghanistan. Which is the most challenging project accomplished by C&C and why?

As I said earlier our specialty is to successfully execute projects in challenging circumstances. These challenges could be terrain linked or logistics issues or even political conditions. It will be difficult to isolate a single project out of so many.

What are the prime differences between working in India and in Afghanistan?

In India, we take everything for granted. We can work anytime of the day and night. In Afghanistan we have to give our work schedule in advance to the security forces. Only after they give the clearance, we can start work. Also the timings are fixed which we cannot change.

What kind of support you expect from the Indian Govt and local bodies in Afghanistan?

All we need from any government agency or a local body is to provide an enabling environment. That is to say: adequate security, clarity and consistency in regulations and timely payments.

What are the total market size and your market share?

The government planned expenditure in the 11th 5 year plan is in excess of US\$500 billion. Compared to that we have a very small share.

What is your order booking?

Our pending order book would be around Rs 2800 crores as on date.

Which are the few upcoming projects of your company?

The Mohali Interstate Bus Terminal, Yamuna Expressway and the two new BOT road projects in Bihar are some among many that I would like to mention.

And, what's next?

More verticals and more geographies. ■



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