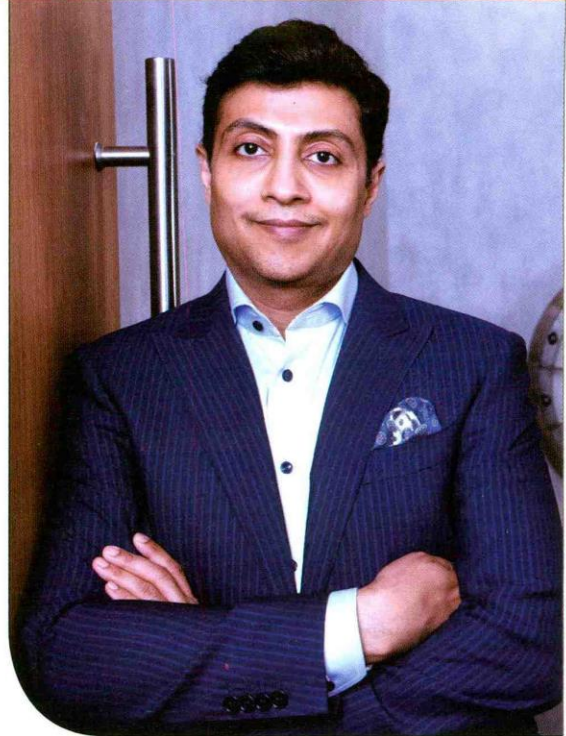


We have shaped up to be a complete mobility solutions provider



We shall regularly add on technologies and products under the Make in India program either through Joint Ventures or suitable tie-ups, says **VIVEK LOHIA**, Managing Director, Jupiter Wagons

Your views on the developments taking place in the high-speed rail corridor

India, now the most populated country in the world, has a very high rate of urbanization. The sudden and rapid urbanization has led to a surge in demand for transport. High-speed rail is needed to stimulate better interconnectivity in the country to ease further transport costs. We observed that last year under the National Rail Plan, Indian Railways planned on adding four new bullet train corridors to the eight corridors that were under construction with a vision to connect all the major Indian cities via a high-speed rail network to boost connectivity. Recently, the much-anticipated Mumbai-Ahmedabad Bullet Train, the mega-venture, the country's first Bullet Train, has achieved just 30.15 percent overall physical progress till March 31, as per official figures. This clearly shows that the developments in the high-speed rail corridor are not only going in the right direction but has accelerated in the past few years. It may be known to the most that the average speed of the freight on rail in India has been 25 kmph and that of the passenger traffic has been 45-60 kmph. It is obvious that for a

country of 140 billion population and the 4th largest railway-system in the world, such speeds are neither productive nor profitable. In fact, without implementing adequate developments to drive the situation towards a sustainable one, it is rather imperative that the Indian Railways start improving upon one of the foremost criteria which is "Speed". It is the key factor that has yielded multiple affecting parameters like poor signaling systems, tracks not upgraded for long, networks requiring second, third or fourth track so as to clean up congestions resulting in long travel time. Therefore a 360-degree strategic approach is required for clearing up the constraints in order to achieve higher speed. In that context, relevant survey conducted deliver appropriate segmentation of the railway network like High Density Network (HDN), Highly Utilized Network (HUN), Long Distance AC Passenger (LDAC) and Long-Distance Non-AC (LDNA) so on and so forth. The high-speed corridors are being sanctioned according to such in depth survey report and are definitely going to rewrite success stories for the Indian Railway.

Just to give you an example, removal of

congestion, installing efficient signaling, if the freight traffic can be moved at an average speed of 50-kmph, the benefit will be around 30 percent.

How ready are we in incorporating metros and high-speed bullet train projects effectively in the Indian terrain?

In India, where there is a large population and vast land, public transport is essential. One of the most effective and affordable means of moving people and goods is the railway. It is safe to say that metros and bullet trains will effectively fit in the Indian terrain as they save time, energy and bring efficient connectivity across the state and nation. We want to applaud the government, which consciously avoided a one-size-fits-all approach in providing infrastructure and connectivity. Instead, they have been actively exploring different metro systems to enhance the ease of living in cities across the country. One such innovative approach was the water metro, recently inaugurated by PM Narendra Modi in Thiruvananthapuram, Kerala. As mentioned earlier, the much-anticipated Mumbai-Ahmedabad Bullet Train is also under construction and about 30% of the project is completed so far. Also, the technological advancement that the metro and high-speed bullet train brings makes the entire process seamless, making the operations safe and profitable. Hence, India is ready to incorporate metros and high-speed bullet trains.

As has been explained earlier, Indian Railway terrain has multiple characteristics with regards to freight and passenger movement and with the growth of economic activities, metro and mini-metros are expanding at a very fast rate requiring people to move more and more day-by-day.

In view of environmental protection and safety of the commuters, it is already established that the best mode of intra-city communication is Metro Rail and that for inter-city is very high-speed trains like Vande Bharat. Almost 40 cities are being covered under metro rail systems and the introduction of Vande Bharat trains for

inter-city travels is rising consistently in a number of services. However, Bullet Trains are yet to be operational and we are waiting to see the success. Although it is anticipated that the Bullet Trains shall substitute requirements for high-density air travel sectors.

Please highlight the role & contribution of Jupiter Wagons in contributing towards the benefit of India's railway system?

Over the past few years, Jupiter Wagons (JWL) has experienced some of the fastest growth in the industry. We have procured an extensive pan-India manufacturing footprint, enhancing our capacity and flexibility to respond to the dynamics of a rapidly-growing marketplace with seven strategically located units across the country. We also possess distinctive qualifications, like we are the only sectoral player supplier in India to be accredited with the prestigious American Association of Railways, strengthening our credentials as a respected global manufacturer. Leveraging these strengths, JWL stands at the forefront of cutting-edge technology and contributes to the Indian Railway system by providing products such as high-end brake systems for high-speed trains and metro coaches, freights cars for transportation of loose cement and food grains, among others, Top-of-the-line fire-fighting vehicles, Solid waste management vehicles to meet the growing urban needs and Trains sets/MEMU/EMU for mass rapid transit system.

What are your offerings for India's Railways?

Jupiter Group is a premier manufacturer of railway wagons, passenger coaches, wagon components, and castings in India and is counted among the most respected manufacturers of advanced railway transportation equipment worldwide. Over the last decades, we have emerged as a one-stop solutions provider within our sector. We are respected for the highest standards of quality and our robust technology

foundation underpins our status as one of the fastest-growing within our industry. With about 40+ years of experience, the company's extensive product portfolio spans across Wagons, Coupler, Draft Gear, Bogie, CMS Crossings, Passenger Coach (LHB), Metro Coach, and Loco.

Jupiter Wagons has shaped up to be a Complete Mobility Solutions provider by way of manufacturing wagons, track work, components and accessories for both freight and high-speed passenger trains. With their joint venture projects with the leading manufacturers of EU, Jupiter Wagons Limited are in a position to offer advanced braking systems and brake discs. Jupiter Wagons will also supply high speed track solution in the form of Flash Butt Welded Crossings.

Jupiter Group is also ready with metro coaches under tie-ups with the global leader CAF of Spain.

Please take us through your various tie-ups and joint ventures and how it has benefitted your organization?

Jupiter Group entered into alliances with some of the most technologically-respected manufacturers in the world, like Tatravagonka Poprad (CSG group, Czech Republic and Budamar Logistics, Slovakia), Budamar Logistics, DAKO-CZ (Czech Republic), Kovis Proizvodna (Slovenia), Talleres Alegria S A (Spain), Frimatrail Frenoplast S.A (Poland) and more. Sharing details of a few - As a part of our JV with DAKO named JWLDako-CZ India, Jupiter and Dako collaborate in design to manufacture brake systems for high-speed coaches and Metro Coaches Freight wagons. Another that we would like to highlight is with KOVIS D.O.O. of Slovenia, known as JWLD KOVIS India. The company manufactures brake discs for LHB Coaches and other rolling stocks. Additionally, the company manufactures axle box and gearbox for railway applications to cater to both Indian and Export markets. The manufacturing unit is situated in Jabalpur. Our third joint

venture is with Talleres Alegria, s.a. of Spain. We have established a company in JWLTalegria India. This company manufactures Flash Butt Welded CMS Crossing for Indian Railway Tracks in Bandel, West Bengal, and also exports to European Countries. Jupiter Wagons has partnered with the US-based Greenpower Motor Company to establish a joint venture in India for the production of small-size electric freight/commercial vehicles weighing between 3 and 20 tons.

What is the rationale behind acquiring Stone India? Are there plans to acquire or enter into joint ventures in FY2023-24?

Jupiter Wagons has a comprehensive product portfolio, providing complete mobility solutions with a rich legacy of over four decades. Acquiring Stone India was a strategic move to strengthen offerings for railways, including braking systems and other engineering products while accelerating our development plans. As I have narrated earlier that Jupiter Wagons will continue to augment the product offerings to the mobility sector, we shall regularly add on technologies and products under the Make in India program either through Joint Ventures or suitable tie-ups.

What are your growth plans for your organization in the next three years?

Jupiter Wagons have been performing very successfully with an order book of more than 6000 crores and are all set to be the fastest growing Railway Engineering company in the country today. The manufacturing capacities are consistently increased through added infrastructure, facilities, and skilled manpower under expert leadership. Our USP of keeping up timely deliveries at the best price for customers with unmatched qualities is our principal strategy.

We are confident that our growth will be sustainable and the company will build up a solid foundation in their entire operations in general.

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