

INDIAN CONSTRUCTION EQUIPMENT  
INDUSTRY

# ANNUAL SALES REPORT FY 2022-23

(April 2022 - March 2023)



# CE INDUSTRY ANNUAL SALES REPORT : FY23

# Equipment Coverage\*

Earthmoving Equipment	Material Handling Equipment	Road Construction Equipment	Material Processing Equipment	Concrete Equipment
Backhoe loaders	Pick & Carry Cranes (Hydra Cranes)	Tracked Pavers	Compressors (Automatic/Diesel/Electric Portable; Diesel Skid)	Batching Plants
Skid Steer loaders	Pick & Carry Cranes (Hydraulic Cranes)	Wheeled Pavers	Static Crushers	Self Loading Concrete Mixers
Track Loaders	Pick & Carry Cranes (Next Gen Cranes)	Single Drum Rollers (Soil Compactors)	Track Crushers	Concrete Mixers (Transit Mixers)
Wheeled Loaders	Lorry Loader Cranes	Double Drum Rollers (Tandem Compactors)	Wheeled Crushers	Stationary Concrete Pumps
Track Type Tractors/ Crawler Dozers	Truck Cranes	Pneumatic Tyre Rollers	Roll Crusher	Mobile Line Pumps
Wheeled Dozers	Crawler Cranes	Asphalt Batching Plants	Screeners (Static/Track mounted/Vibrating)	Boom Pumps
Crawler Excavators	All Terrain Cranes	Asphalt Finishers	Air Classifiers	Shotcrete
Wheeled Excavators	Rough Terrain Cranes	Milling Track	Wet Classifiers / Washing System	Slipform Pavers
Motor Graders	Fixed Tower Cranes	Milling Wheel	Grizzly Feeder	Fixed Form Pavers
Off Highway Dump Trucks	Mobile Tower Cranes		Pan Feeder	
Pipe Layers	Tele Handlers			
	Reach Stackers			



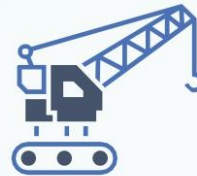
## EXECUTIVE SUMMARY

The Construction Equipment industry recorded an overall growth of 26% in sales volumes in the fiscal year 2022-23. Total equipment sales crossed the 1 lakh mark for the first time to touch 1,07,779 units in FY23. The growth has been powered by 29% rise in domestic sales and 3% growth in exports. All equipment segments showed significant growth during the year except Road Construction Equipment, which registered de-growth of 3%.



**26%**

YoY growth in overall equipment sales



**3%**

YoY growth in export sales



**72%**

contribution in sales units by the Earthmoving segment



**47%**

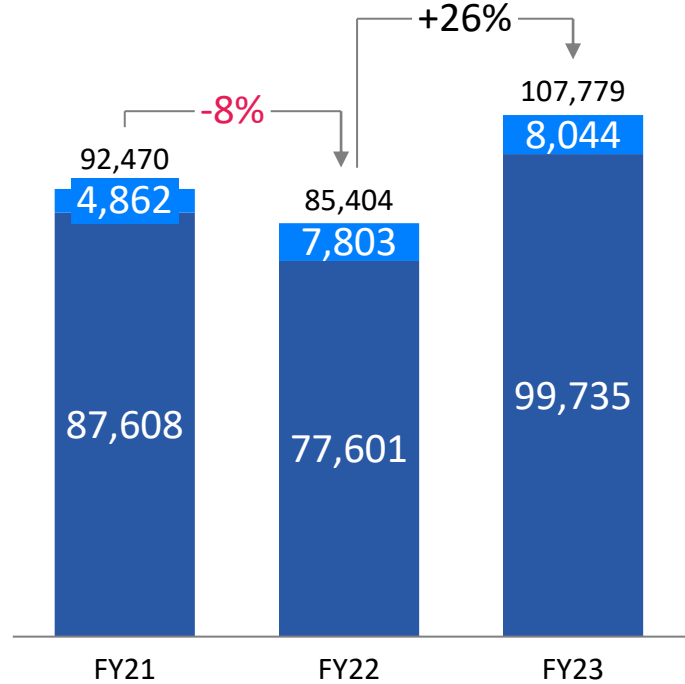
YoY growth in Material handling



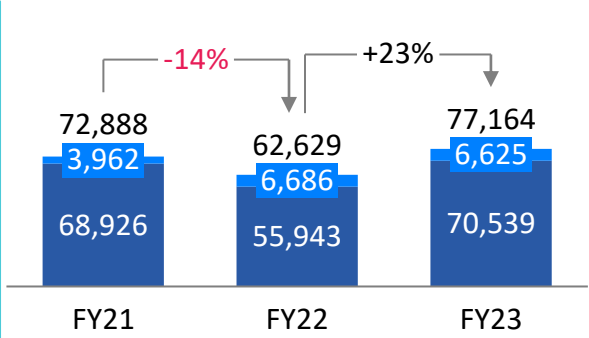
# CE Industry grew by 26% in FY23 led by Strong Domestic Growth

## Annual Sales (Across all segments)

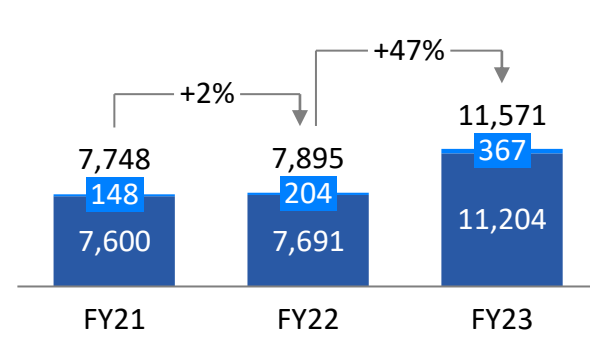
Units sold



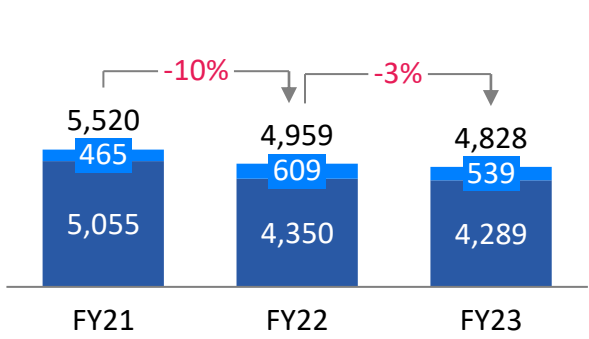
### Earthmoving Equipment



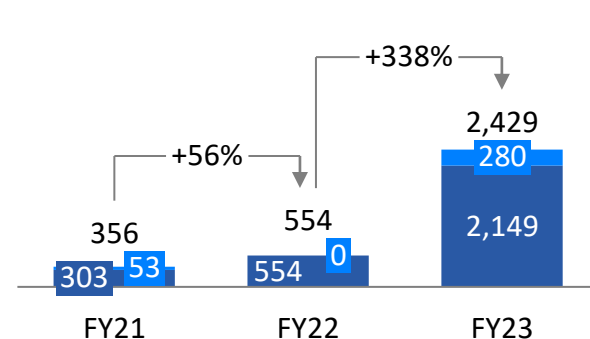
### Material Handling Equipment



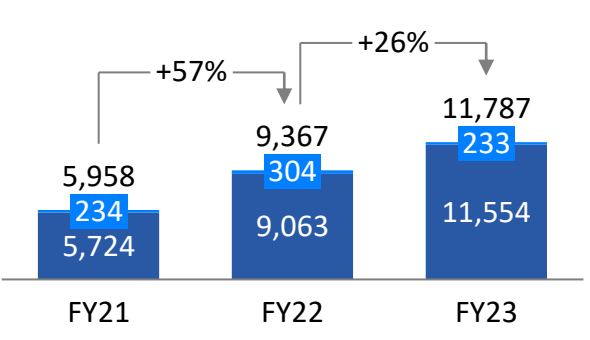
### Road Construction Equipment



### Material Processing Equipment



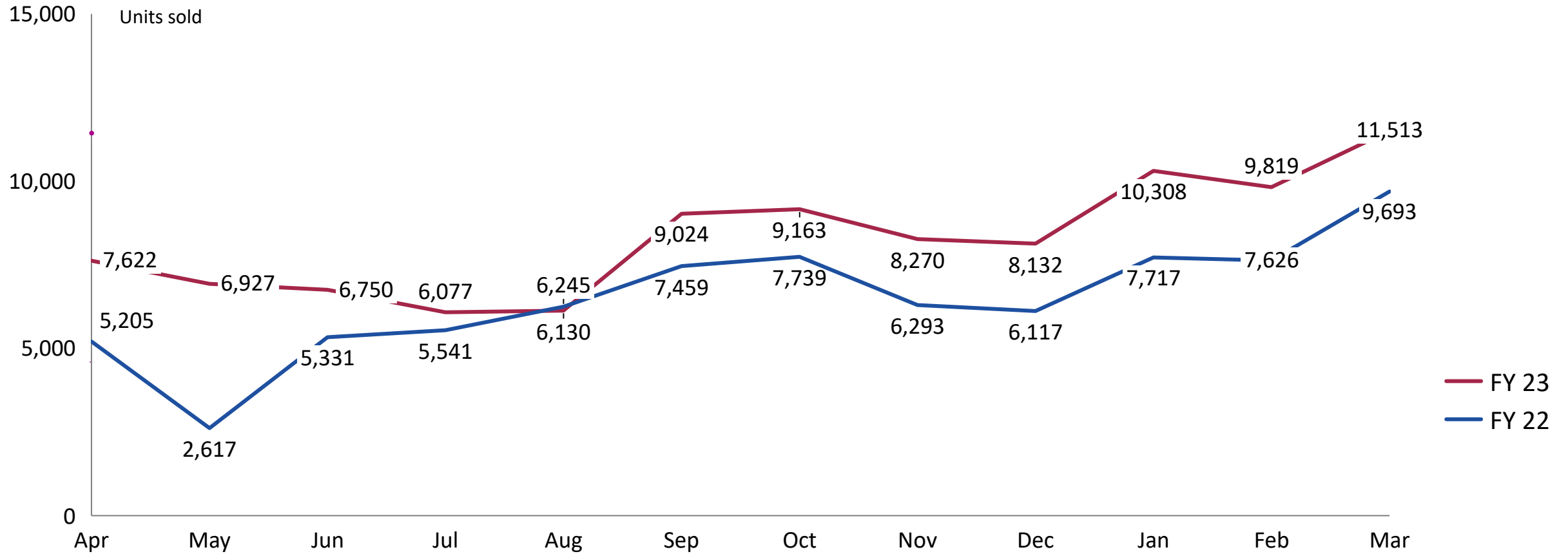
### Concrete Equipment



■ Domestic Sales  
■ Exports

# All Equipment: Historical trend of Domestic Sales

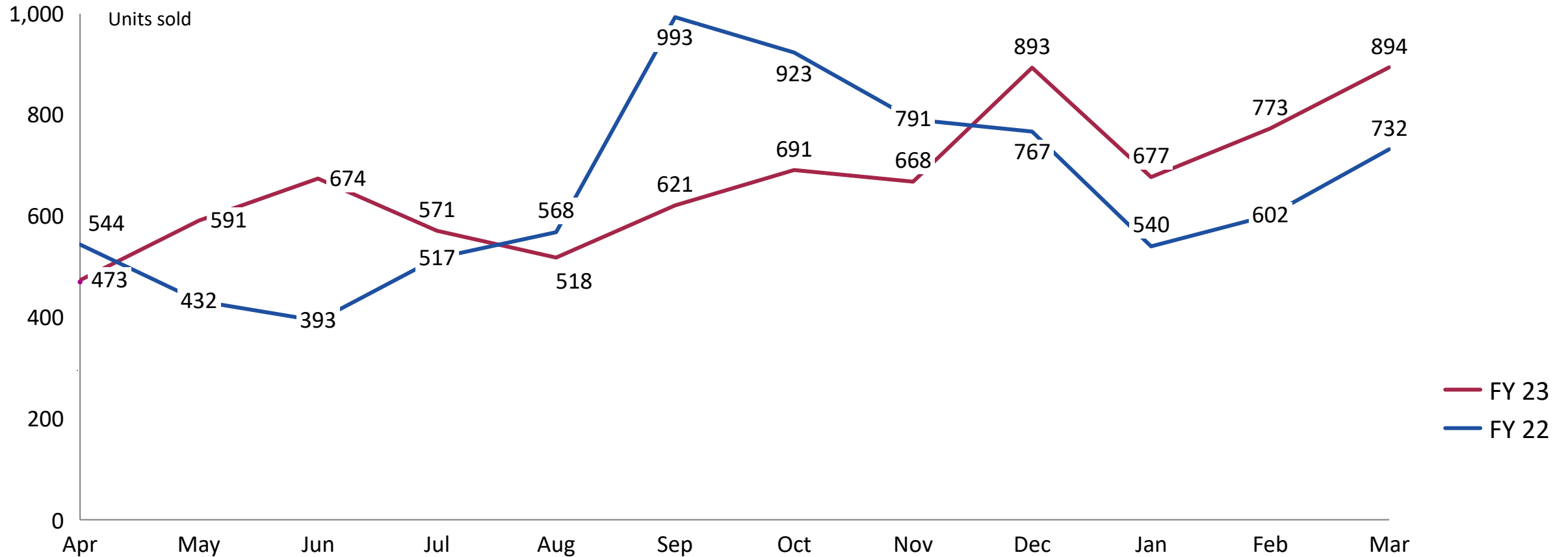
## Domestic Sales



Source: ICEMA

# All Equipment: Historical trend of Export Sales

## Export Sales



# EXECUTIVE SUMMARY

## EARTHMOVING EQUIPMENT

Earthmoving Equipment sales volume increased to 77164 units in FY23, which is 23% higher than 62629 units of sales recorded in FY22. With this growth, the segment contributed 72% of the total construction equipment sales in FY23. The key drivers of growth have been Backhoe loaders and Crawler Excavators which together account for nearly 90% of the sales in the earthmoving equipment segment. While sales of Backhoe loaders increased by 28% to reach 41904 units, sales of crawler excavators showed an increase of 17% to touch 28401 units in FY23.



**26%**

YoY growth in domestic EM sales



**1%**

de-growth in EM export sales

Sales volume of Backhoe Loaders:



**41904**  
units in FY23

VS

**32693**  
units in FY22

Sales volume of Crawler Excavators:



**28401**  
units in FY23

VS

**24226**  
units in FY22

Sales volume of Wheel Loaders:



**3573**  
units in FY23

VS

**3040**  
units in FY22





# EXECUTIVE SUMMARY

## ROAD CONSTRUCTION EQUIPMENT

Road Construction Equipment is the only segment that recorded a negative growth in FY23, partly due to the fluctuating pace of road construction, along with steep increases in material cost, supply chain constraints and inadequate financing. Despite a 4% growth in sales of Soil Compactors, accounting for about 45% of total sales volume in the segment, 14% de-growth in sales of Double Drum Rollers was instrumental in the overall 3% fall in sales of Road Construction Equipment.



**1%**

YoY de-growth in domestic RE sales



**11%**

de-growth in RE export sales

Sales volume of Tandem Compactors:



**1868**

units in FY23

VS

**2162**

units in FY22

Sales volume of Soil Compactors:



**2178**

units in FY23

VS

**2086**

units in FY22



## EXECUTIVE SUMMARY

### MATERIAL PROCESSING EQUIPMENT

Material Processing Equipment sales touched 2429 units in FY23 and subsequently its share in the total equipment mix of the Indian CE industry increased to more than 2% in FY23. The growth in sales volumes for the segment was primarily driven by an increase in sales of Screeners, which touched 680 units during the year, followed by Cone Crushers with 627 sales of units, Jaw Crushers with sales of 593 units, and Impact Crushers with 525 units.



**338%**  
 YoY growth in  
 domestic MPE sales

Sales volume  
 of Screeners:



**680**  
 units in FY23  
**VS**  
**228**  
 units in FY22

Sales volume  
 Jaw Crushers:



**593**  
 units in FY23  
**VS**  
**91**  
 units in FY22

Sales volume of  
 Impact Crushers:



**525**  
 units in FY23  
**VS**  
**74**  
 units in FY22

Sales volume of  
 Cone Crushers:



**627**  
 units in FY23  
**VS**  
**74**  
 units in FY22





# EXECUTIVE SUMMARY

## MATERIAL HANDLING EQUIPMENT

Material Handling Equipment recorded an impressive 47% growth in sales volume in FY23. There has been an increase in both domestic sales as well as exports which surged by 46% and 80% respectively during the year. Consequently, the share of the segment in the total construction equipment sales has increased to about 11% in FY23 from ~9% earlier. While domestic sales growth has been primarily owing to Pick and Carry cranes which has been the single most dominant product category in this segment, recording sales growth of 25% to touch 9432 units, exports growth has been mainly due to a sharp increase observed in exports of Tele Handlers which increased from 8 units in FY22 to 227 units in FY23. Overall, sales of Tele Handlers have more than doubled in FY23 to 713 units from 342 units in FY22.



**46%**

YoY growth in domestic MHE sales



**80%**

YoY growth in MHE export sales

Sales volume of Pick & Carry Cranes:



**9432**

units in FY23

VS

**7553**

units in FY22

Sales volume of Tele Handlers:



**713**

units in FY23

VS

**342**

units in FY22



## EXECUTIVE SUMMARY

### CONCRETE EQUIPMENT

Concrete Equipment recorded 26% growth in sales in FY23, at par with the overall increase in sales volumes of Construction Equipment during this period. The increase in sales to 11554 units from 9045 units in FY22, has been the result of a 28% rise observed in domestic sales, while exports showed a decline of 23%, albeit on a low base, from 303 to 233 units in FY23. Concrete Mixers (including Self Loading Concrete Mixers), which accounted for nearly 69% of the total concrete equipment sales, recorded a 26% increase in sales during the year, followed by Stationary Concrete Pumps and Batching Plants with 11% and 10% growth in sales volume respectively.



**28%**

YoY growth in domestic CE sales



**23%**

de-growth in CE export sales

Sales volume of Concrete Mixers (including SLCM)



**8091**  
units in FY23

VS

**6435**  
units in FY22

Sales volume of Concrete Pumps:



**2116**  
units in FY23

VS

**1900**  
units in FY22

Sales volume of Batching Plants:



**1117**  
units in FY23

VS

**1013**  
units in FY22





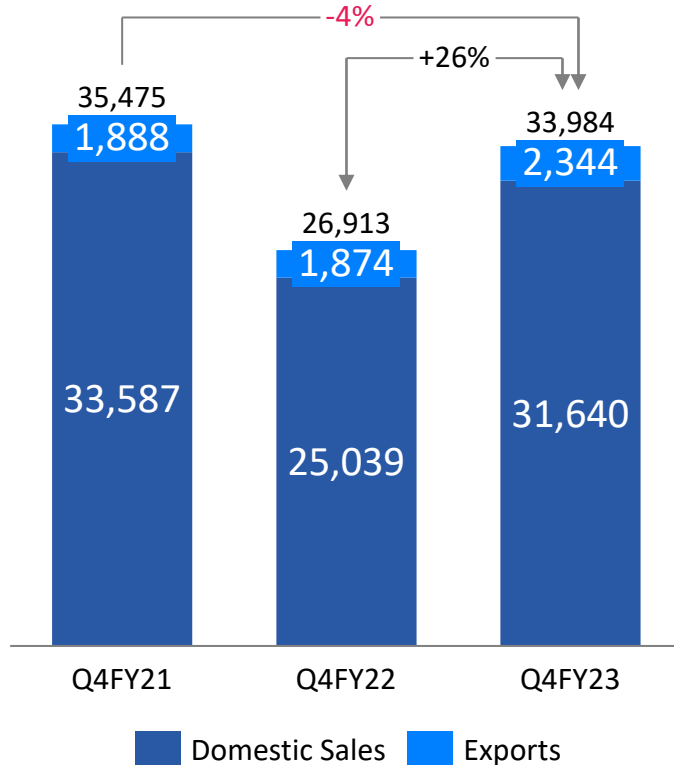


# CE INDUSTRY QUATERLY SALES REPORT : Q4'FY23

# Industry Performance for Q4 FY 2023 (Jan-Mar) as compared to previous year same quarters

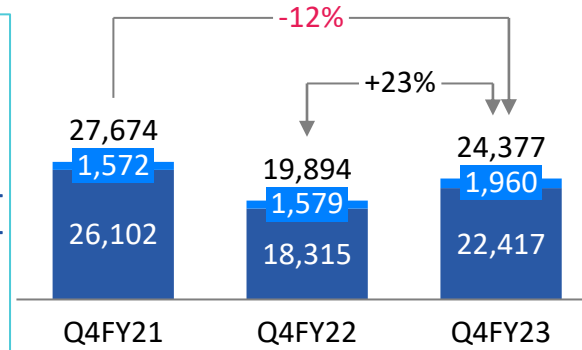
## Quarterly sales across all equipment categories

Units sold

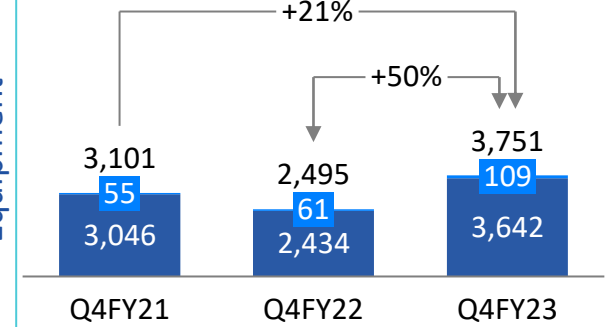


Source: ICEMA

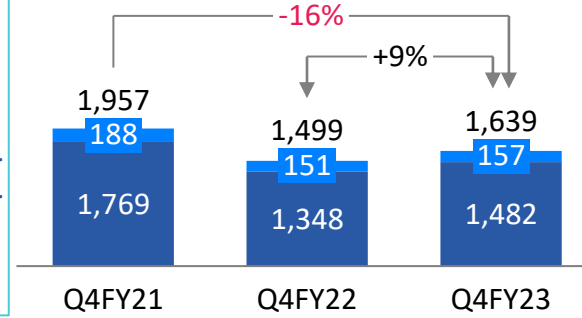
### Earthmoving Equipment



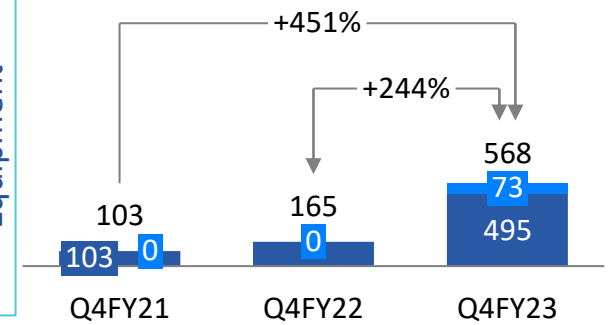
### Material Handling Equipment



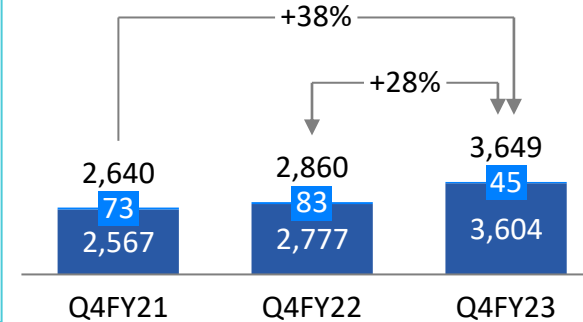
### Road Construction Equipment



### Material Processing Equipment



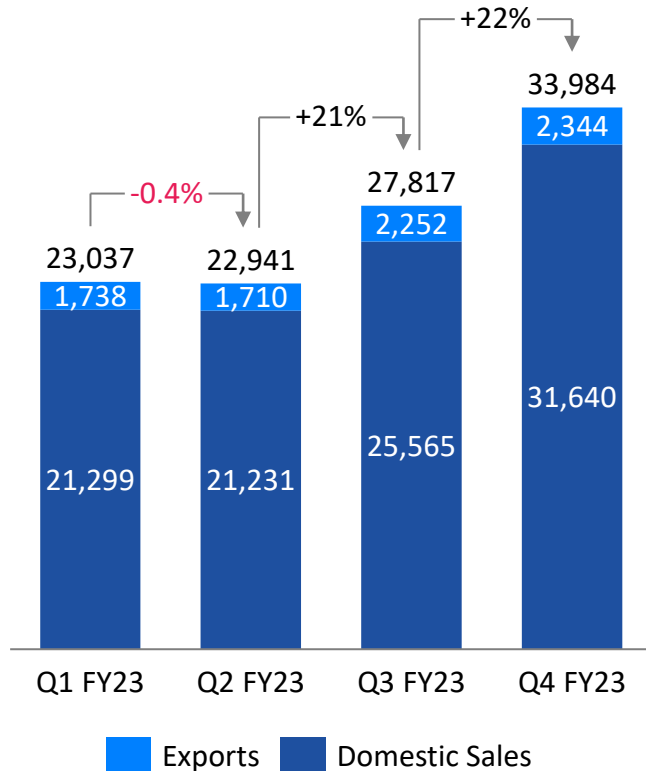
### Concrete Equipment



# Industry Performance – Over the Last 4 quarters

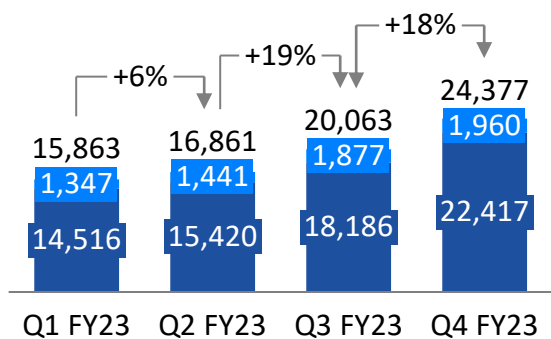
## Quarterly sales across all equipment categories

Units sold

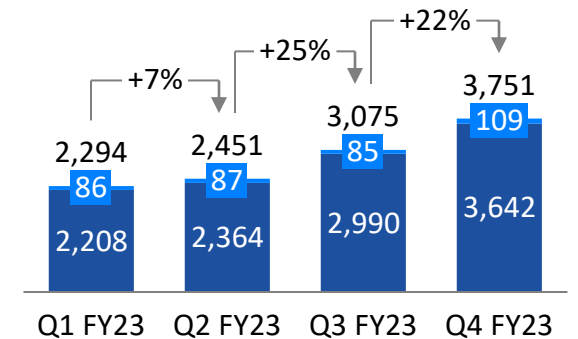


Source: ICEMA

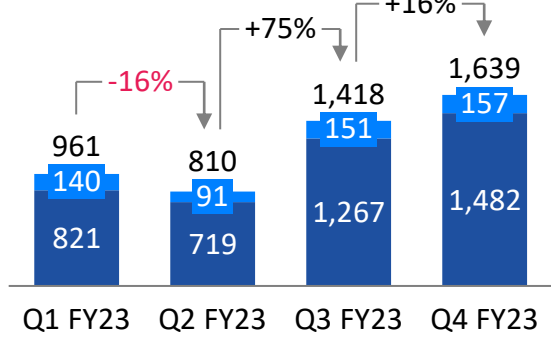
### Earthmoving Equipment



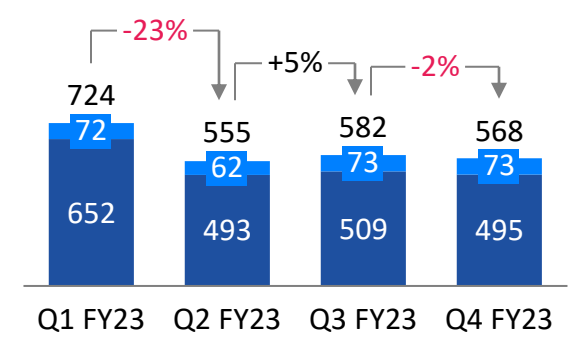
### Material Handling Equipment



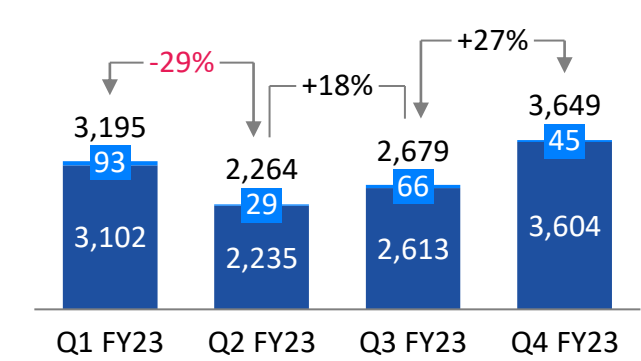
### Road Construction Equipment



### Material Processing Equipment



### Concrete Equipment



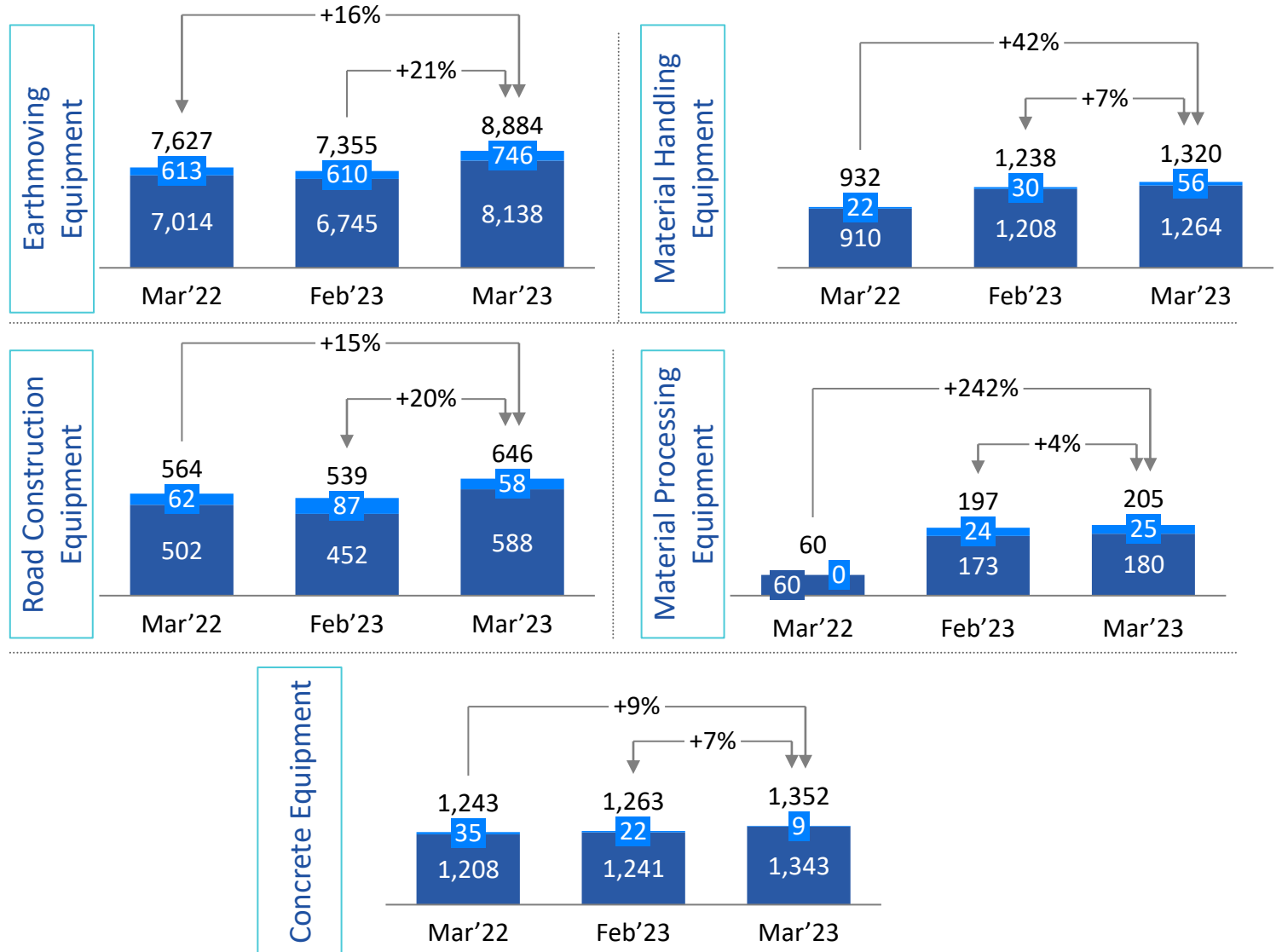
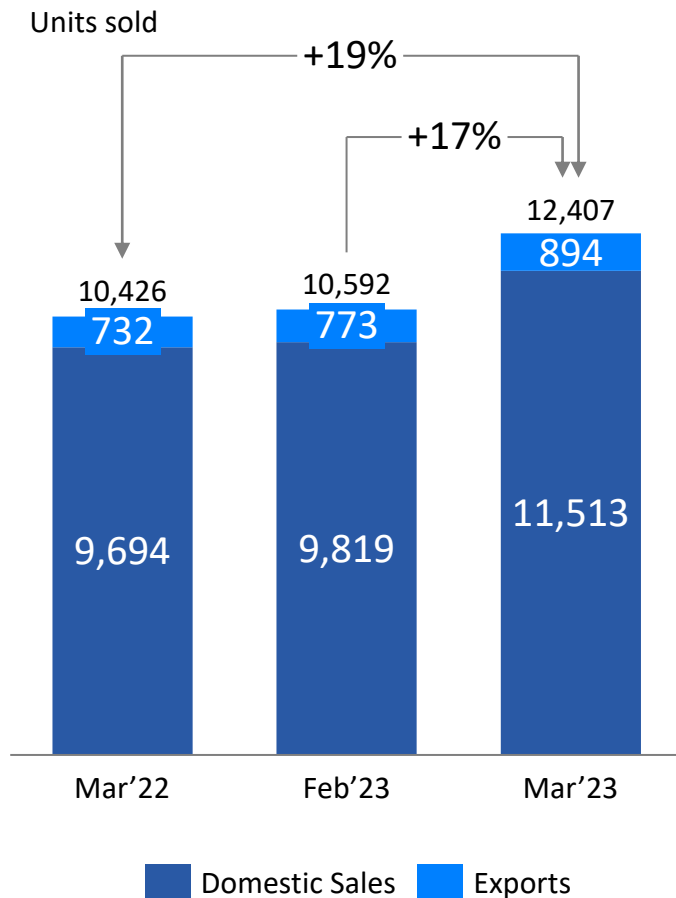


# CE INDUSTRY MONTHLY SALES REPORT : MARCH'23



# Construction Equipment sales registered strong growth in Mar'23 over the previous month

## Monthly sales across all equipment categories



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 NEW FRONTIERS, NEW DREAMS								 Enter a better life	
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Indian Construction Equipment Manufacturers' Association

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