

# CONSTRUCTION WEEK

ENGAGING CONSTRUCTIVE READERS

COVER STORY

# CONSTRUCTIVE VISIONARIES



### REAL ESTATE



Abhishek Lodha, MD, Lodha Group

### CRANES

Tushar Mehendale, MD, ElectroMech



### PEB

Arvind Nanda, CEO & founder director, Interarch



### INFRASTRUCTURE

GRK Reddy, CMD, Marg Group



### FINANCE

Hemant Kanoria, CMD, Srei Infrastructure Finance



### TRUCKS

Anurag Bhawalka, MD and CEO, AMW



### EPC

Kishore Avarsekar, CMD, Unity Infraprojects



### FACADE

VS Ravi, president & founder member, Façade Testing India



### EQUIPMENT

Vijay Agarwal, CMD, Action Construction Equipment



### CONCRETE MACHINES

Ranjeet More, exec VC, Universal Construction Machinery



We feature ten unique entrepreneurs who dared to think big and do something new on their own. Their success stories continue to inspire many and shape the future of the construction and infrastructure industry in India

BY SYED AMEEN KADER

# Destined to be in construction business

INFRA MARG GROUP

**GRK REDDY,** chairman and managing director

GRK Reddy is someone who sees opportunity in adversity. Son of a civil engineer, Reddy had spent most of his childhood at construction sites before getting the job of an investment banker in Delhi. Soon he realised that he was

not destined to be a banker, but an entrepreneur. The obvious choice was construction business, due to his background. But to his dismay,

the real estate market went bust, putting his first residential project into jeopardy. Left with no cash flow for the project, Reddy took up a challenging job: 20,000-sq. ft of property, to be built in 110 days flat. In return, the contractor promised him to release Rs1.5 crore every week for the work. On the 110th day, Reddy too kept his promise by delivering the project on time. This made him win another, and his first infrastructure (wind farm) project, from the same contractor. By that time, he had also

completed his own residential project, which gave him enough cash flow.

Reddy has come a long way since then. Today, Marg Group is one of the most diversified and fastest growing infrastructure companies in India. Right from ports and urban infrastructure to real estate and townships, Reddy has spread his business across wide spectrum of the industry. Today, Marg has an enviable order book of over Rs3,800 crore, with a workforce of 1,000 plus people.

₹3,830

ORDER BOOK  
FOR FY12-13

“Spent his childhood at construction sites with his civil engineer father, GRK Reddy today owns a Rs2,000-crore infrastructure company, employing over 1,000 people.”

