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# UMEX™

## USED MACHINERY EXPO

11-13 November 2016  
Chennai Trade Centre, Chennai, India



**Asia's Largest**  
**PRE-OWNED**  
**MACHINERY EXPO**

In co-operation with



Supported by



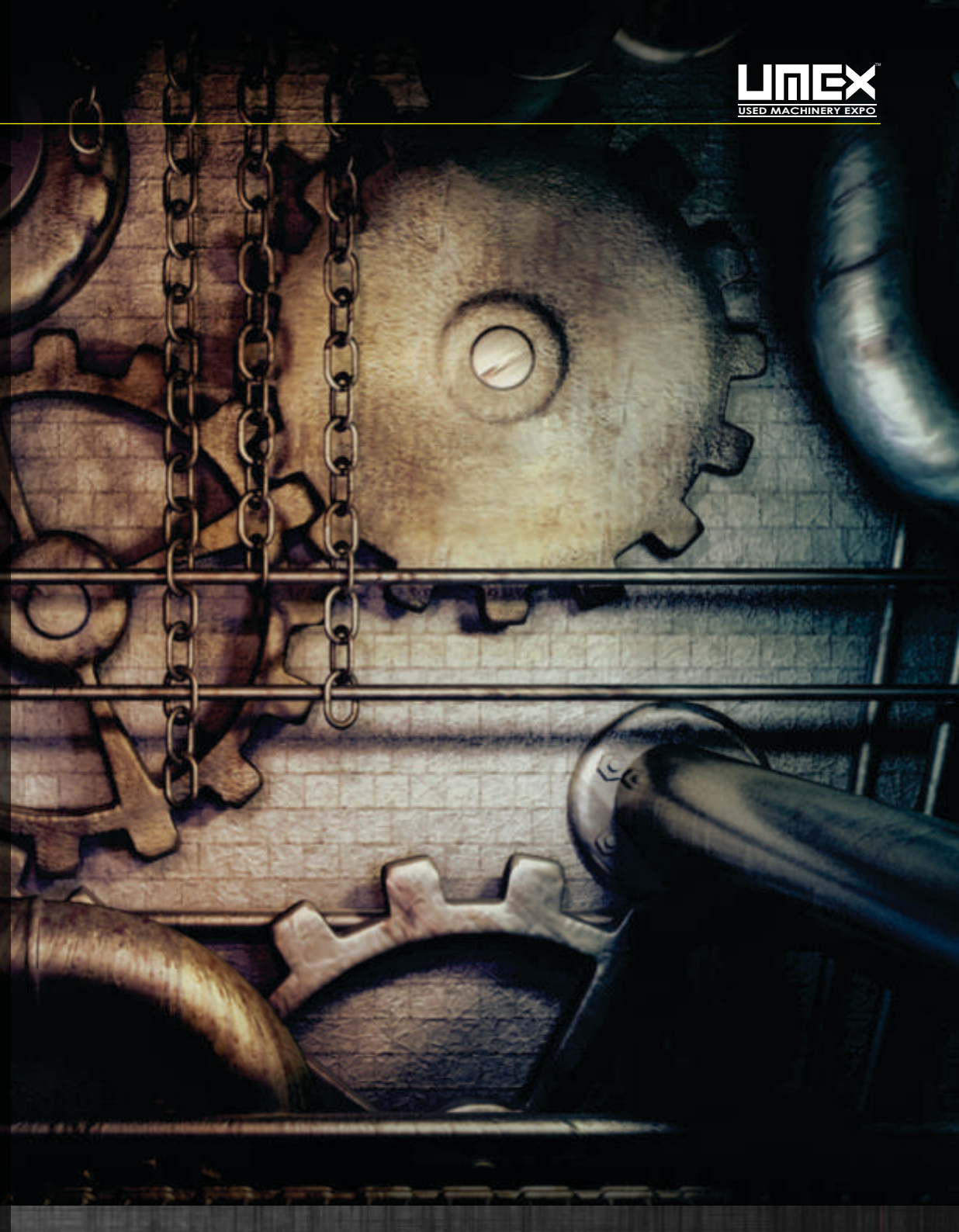


## A Brief Introduction

UMEX, the leading trade fair for used equipment is being organized from 11th - 13th November 2016 at Chennai Trade Centre, Chennai - India.

UMEX has always been well connected to the European market through its partnerships since its inception and has been delivering successful shows. The Event was Organised in co-operation with MTI, the leading magazine on Used Machinery. It is the only Business Event of its kind in Asia which focuses on Used Machinery industry.

The event has already seen 9 successful editions and is primarily targeted at Machine tools, Metal working, Construction, Paper, Textiles and Printing besides other industry sectors. This unique platform has been created with the objective to provide a consistent channel of communication to the members of this industry to come together under one roof and share their knowledge and expertise with fellow members from the industry to partake in discussions on latest products and technology, market trends, policies, codes and standards and challenges faced by the industry today. UMEX 2015 was built on the exceptionally good response of previous editions held in the past, which set new standards in terms of footfalls as well as new serious enquiries and business generation.







**224** Leading Exhibitors from  
**13 Countries**

Belarus, China, Germany, France, India, Italy, Poland, Russia, Spain, Switzerland, UAE, UK & USA

**7000 Sqm**  
 Gross Exhibition Area

**5652** Trade Visitors  
 from **25 Countries**

Including

Africa, China, Ethiopia, Germany, Hong Kong, India, Italy, Japan, Kenya, Korea, Kuwait, Malaysia, Poland, Qatar, Russia, Saudi Arabia, Singapore, Switzerland, UAE, United Kingdom, USA, Vietnam

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सत्यमेव जयते

Ministry of  
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Exclusive Knowledge Partner

FROST & SULLIVAN

Special Technology Pavilion by  
**Liaoning Anshan Municipal Bureau of Foreign Trade and Economic Cooperation China**

Silver Partner

**Mobil**  
 Industrial Lubricants



Launch of White Paper by  
**Frost & Sullivan**



Technical Conference on  
**"Metal Industry: A Basket of Opportunity to Harness"**  
 Organised By  
**Frost & Sullivan**



**Asian Metallurgy Summit**  
 Organised By  
**Steel World & Metal World**



# The Exhibition

13 - 15 September, 2015

Bombay Exhibition Centre  
 Mumbai, India

7,000 Sqm Gross Exhibition Area

224 Leading Exhibitors from  
 13 Countries

5652 Trade Visitors  
 From 25 Countries

## Exhibitor Profile

Pre owned Machinery from the following vertical:

- Metal and Metal Working Machinery
- Machine Tools
- Construction Machinery
- Textile Machinery
- Printing and Paper Processing Machinery
- Wood Working Machinery
- Packaging Machinery
- Food Processing Machinery
- Motive Power Engineering
- Robotics and Automation
- Earth Moving Equipment
- Farm Equipment
- Electro- Discharge Machinery
- Measurement and Testing Equipment
- Power Plant Equipment
- Water Disposal and Recycling Equipment
- Agricultural Machinery



## Visitor Profile

Professionals from the following Industry Sectors

- Automotive
- Pharmaceuticals
- Chemicals
- Construction Machineries
- Agriculture Machineries
- Auto Components
- Railways
- Electrical and Electronics
- Printing Machinery
- Textile Machinery
- Food Processing Equipment
- Industrial Machinery
- Plastics & Rubber
- Pumps and Diesel Engine Industry



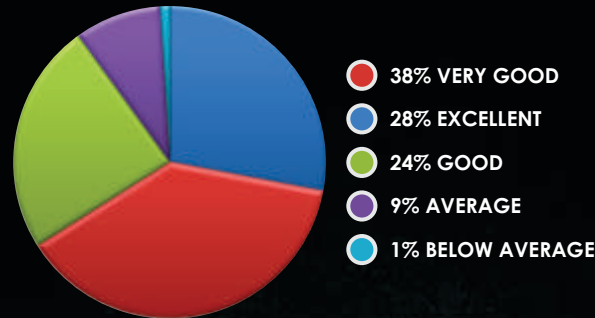


# Visitor Statistics

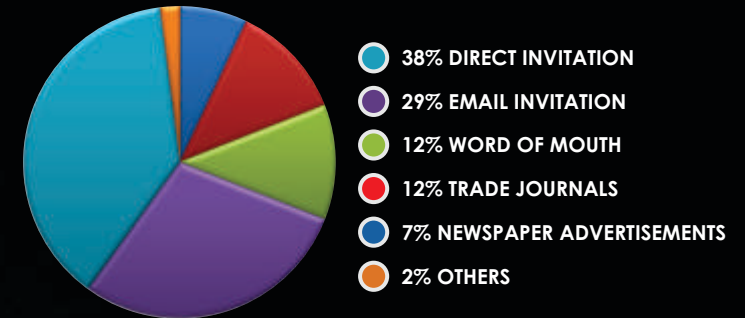
## Visitors Turnout

Day	Show Timing	No. of Visitors
Day 1	10 am - 6 pm	2,002
Day 2	10 am - 6 pm	2,032
Day 3	10 am - 6 pm	1,618
		<b>Total - 5,652</b>

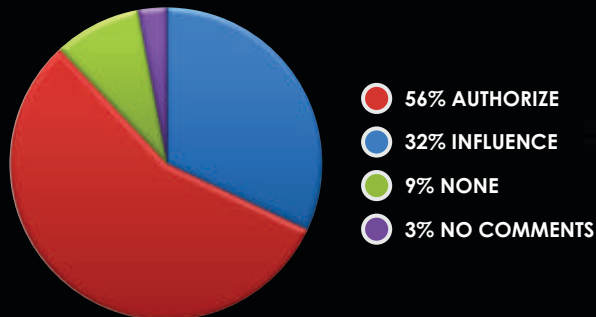
## Rating the Exhibition



## Source of Information About the Show



## Role in decision making process



## Factors which influenced their visit

- Opportunity to Trade Used Machinery
- Variety of Used Machinery on display
- Networking Opportunity with Industry Leaders
- New Suppliers
- To gather general information
- Opportunity to look for Business Opportunity

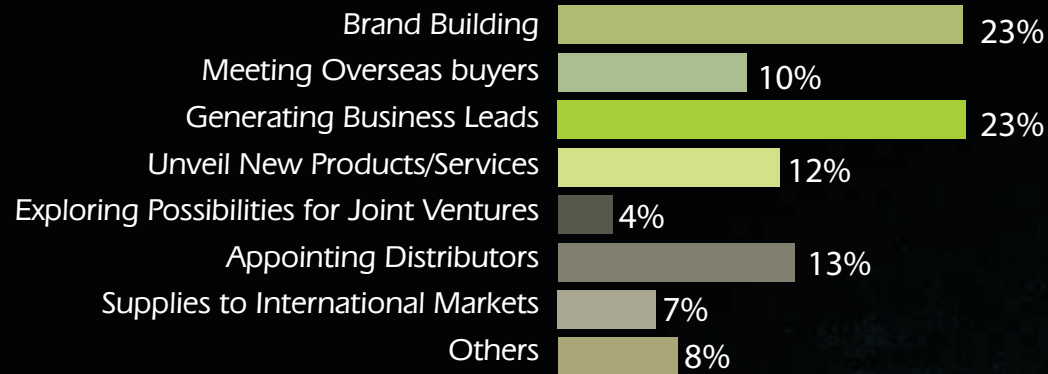
## Key Sectors of Interest

- Metal & Metal Working
- Machine Tools
- Construction Machinery
- Textile Machinery
- Printing and Paper Machinery
- Automation
- Food Processing
- Robotics and Automation
- Packaging
- Others

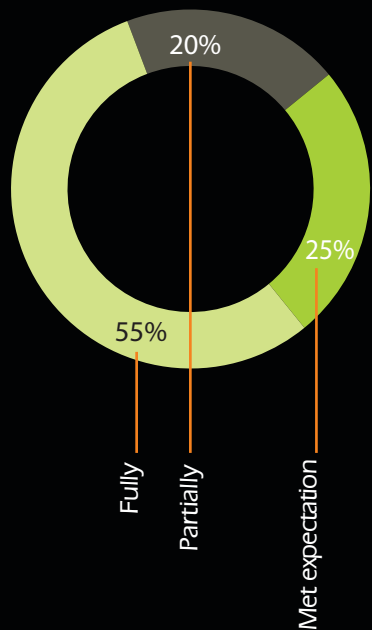


# Exhibitor's Feedback

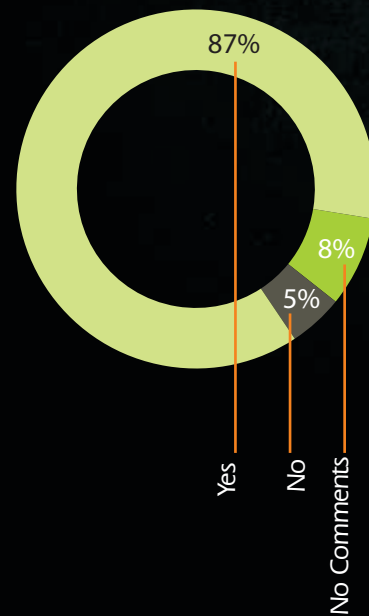
## Objective of Participation



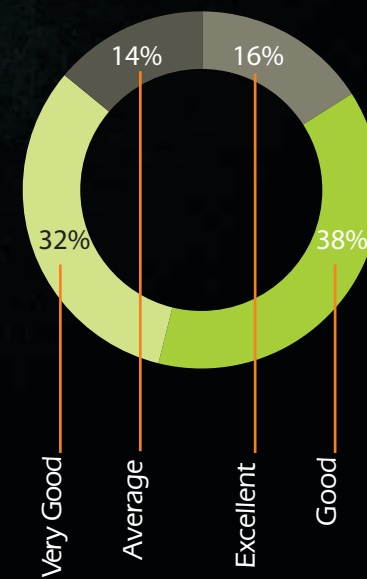
## Accomplishment of Participation Objectives



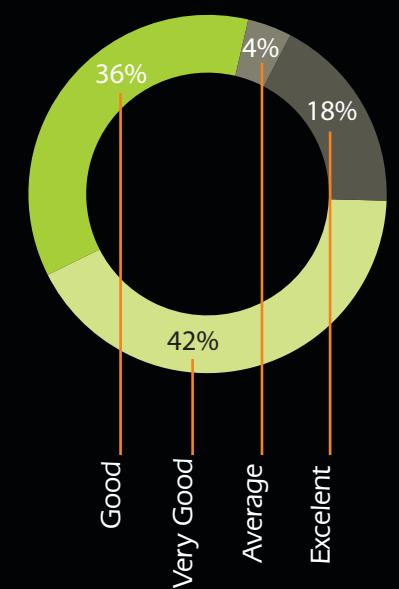
## Cost Effectiveness in Participation



## Exhibition Arrangements



## Quality of Business Visitors





## Metal & Metal Working

As India is a cost sensitive country, the demand for used machinery in Metal and Metal Working Industry in the country is very high. Seeing the potential, international big names like DMG have started giving guarantees on their used machines.

Apart from this, used machines of almost all the international companies are being imported into the country. Used machine tools form a major chunk of the machine tools market of India currently. High import duties coupled with long delivery time are only adding to the demand for used machines.

There are large numbers of retro-fitters and used machine dealers in India who import machines and after some repairs sell them to the local customers. The cost of retro-fitting is very low in India as compared to other countries. This helps in keeping low cost of used machine tools. With the demand for machine tools reaching new heights due to burgeoning economy, the demand for used machine tools is only going to increase.



## Machine Tools

India's total consumption of machine tools amounted to INR 103 billion. About 65 % of total consumption was met by imports of **new and used machine tools**. **As per the industry estimates the share of used machinery in the machine tools industry sector is 40% – 45%.**

The key importing nations are **Germany, Japan, Italy, Spain, Switzerland, South Korea, Taiwan, USA and China**. The key machines consumed in India were **CNC lathes, machining centers, Presses, boring milling machines and special purpose machines**. For machines such as **horizontal machining centers, Gear cutting, machines, press brakes, CNC milling machines and punching machines**, Imports comprising of new and used machinery cater to more than 80 % of the domestic consumption. Domestic production accounted for about 60 % of total consumption of machines such as lathes, EDMs, and VMCs.



# Construction Machinery

Scattered players are more prevalent in the relatively less technology intensive material handling, material preparation and concrete equipment segments of Construction Machinery Industry. The imports market is estimated around € 400 - 450 million. Of these, the earthmoving, excavation and hauling equipment categories command around 25 percent.

**Imported used equipments**, which include high-end hydraulic mobile cranes, excavators, motorgraders, vibratory compactors comprise a negligible 0.4 per cent of the total construction equipment market.

In the Construction Equipment segments such as Cranes the **share of used machinery is as high as 80%**. The potential exports market for construction equipment from India is projected to be around € 75 million. Services revenues have been higher for global players at around 11–20 per cent in comparison to 2–8 per cent of Indian players.





## Textile Machinery

The textile machinery industry in India is the second largest in the world. Manufacturers are increasingly making use of sophisticated textile machinery to produce the best goods and meet the increasing demand of the global market.

Used textile machinery also has a pretty good market share. In fact some studies have suggested that the share for used textile machinery is about 20% of the total market for textile machinery. As per industry estimates, the use of second-hand shuttleless looms constitute about 80% of equipment purchases in the textiles sector.

The huge demands in Indian textile goods abroad have ensured that the use of textile machinery has increased considerably.



## Printing Machinery

India is showing a growing appetite for used equipment, particularly in printing industry. India is becoming “a huge market for photobooks” generating demand for refurbished Indigo 5000 and 5500 machines which once set up and calibrated correctly can produce consistent quality. Machinery New and Second Hand, used in Printing Industry is predominately from China, England, France, Germany, Italy, Japan, The Netherland, Switzerland, Spain, Taiwan, USA.

Industry Experts are of the opinion that the potential for used Machinery in Printing Industry is huge as the sector is predominantly dominated by Small and Medium Scale Enterprise which is keen to have used machinery to reduce their fixed costs.



# Unlimited Opportunities at UNEX™ 2016

## As a Sponsor

- Benefit from an ideal time, place and opportunity to get noticed
- Stand out from the crowd
- Enhance your leadership status
- Project a long lasting brand image to a targeted audience

## As an Exhibitor

- Display Pre-owned machinery to highly focused audience
- One to one interaction with the industry at one location
- Brand building among industry and end users
- Explore new business and investment opportunities

## As a Visitor

- Find Quality pre owned , machinery and services available in the market
- Find availability of raw materials, alternate suppliers of pre-owned machinery, equipment and spares
- Find about sources of investments & funding
- Find professionals & skilled manpower

## Co-located Show



INTERNATIONAL EXHIBITION  
CONFERENCE & PRESENTATION  
ON PULP, PAPER AND ALLIED INDUSTRIES

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