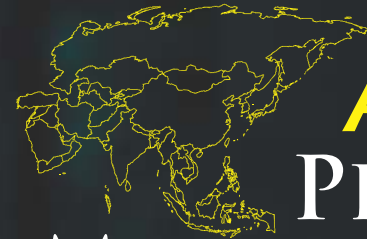


UNEXTM

USED MACHINERY EXPO

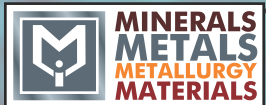
29 - 31 August 2018
Pragati Maidan, New Delhi, India



Asia's Largest
PRE-OWNED
MACHINERY EXPO

Post Show Report

Co-located with



Organised by



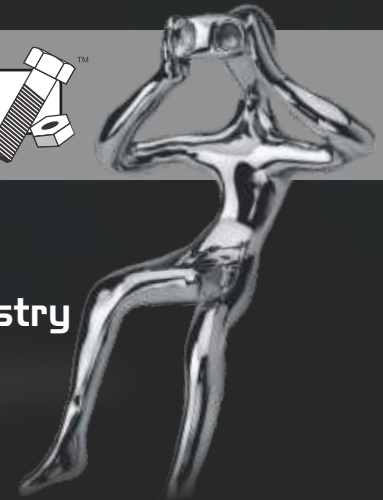
In co-operation with



Supported by



A Step Forward
the Industry



The Exhibition

12th Edition of International Exhibition on Pre-owned Machinery

29-31 August 2018

Pragati Maidan,
 New Delhi, India

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 Equipments
- Farm Equipments
- Electro- Discharge Machinery
- Measurement and Testing Equipments
- Power Plant Equipments
- Water Disposal and Recycling Equipments
- Agricultural Machinery

*The List is non-exhaustive



Visitor Profile

Professionals from the following Industry Sectors

- Automotive
- Auto components
- Defence
- Aerospace
- Railways
- Earth moving equipment
- Farm equipment
- Electrical & Electronics
- Printing machinery
- Textile machinery
- Food processing equipment
- Industrial machinery
- Agricultural machinery
- Plastics
- Computer peripherals
- Pumps and Diesel engine industry

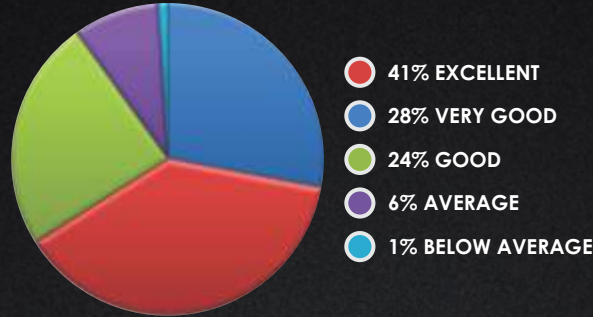
*The list is non exhaustive

Visitor Statistics

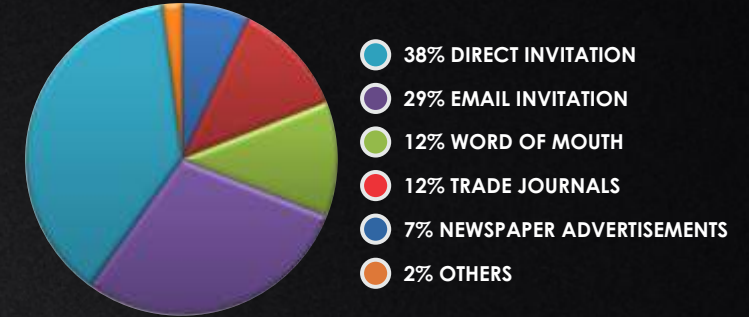
Visitors Turnout

Day	Show Timing	No. of Visitors
Day 1	10 am - 6 pm	3,557
Day 2	10 am - 6 pm	4,877
Day 3	10 am - 6 pm	2,912
		Total-11,346

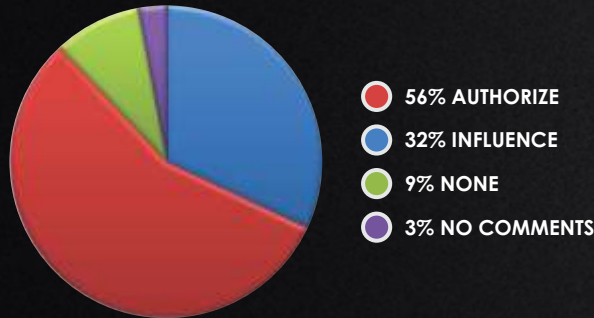
Rating the Exhibition



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

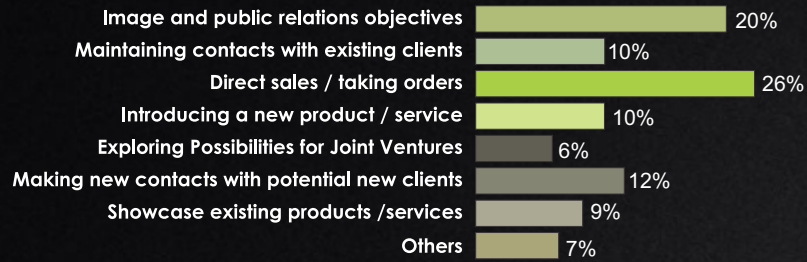
Key Sectors of Interest

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

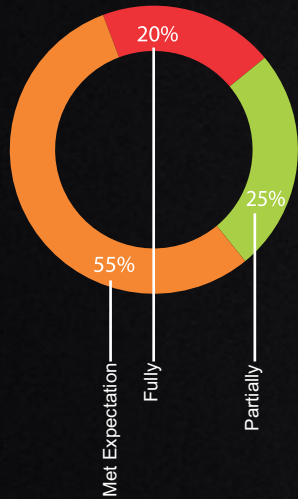


Exhibitor's Feedback

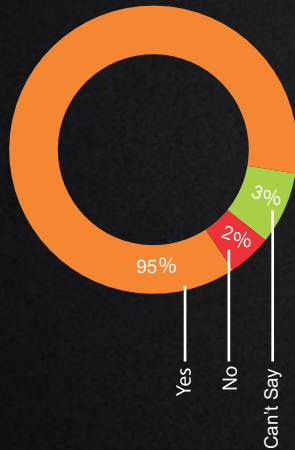
Objective of Participation



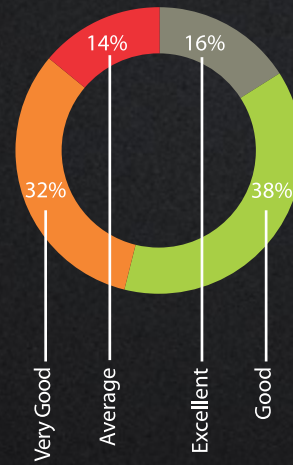
Accomplishment of Participation Objectives



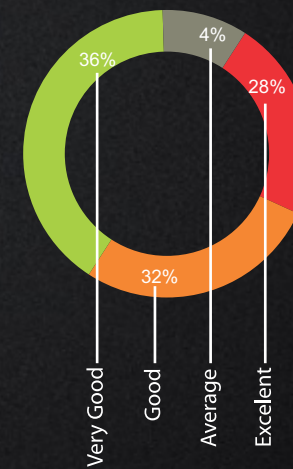
Cost Effectiveness in Participation



Exhibition Arrangements



Quality of Business Visitors



Some Brands At Show



Industry Speak

"Excellent show with great quality visitors, we have sold machines this week and made good future contacts"

Nick Gibbs, AEA, Gibbs Machinery Company, Macomb, US

"Second year in this show and I did some very good contact. People are very friendly and I enjoy to be at this expo. See you next year !"

David Scemama, CEO, Scemama Sa, Switzerland

"We have got good queries from show. It is a good platform for cutting and welding suppliers to interact with all customers & future business partners."

Devender Khasa, Director, All Weld Solution Pvt Ltd

Exhibition is good for used machinery/UMEX"

Chintan Patel, Branch Manager, Patel Technomation, Germany

"Always a good experience attending this show, Organizers has been really cooperating during the show. UMEX has been a very big boss for trade globally for both buying and selling. Our association has been with this organization for over 13 years. It has given us a opportunity to represent our company -Internationally as well"

Karan Lamba, Director, Lamba Bros Pvt Ltd, India

"Well organized, good facilities. Well done!! Kudos."

Manu Gulati, CEO, Migatronic India Pvt Ltd, India

"We have got quite a number of enquiries for our CNC machine. It is a good opportunity to get several kind of information for our product. Through this show, we can suggest good solution to our customer for their production."

Takeo Nakada, Marketing Manager, Koike Cutting & Welding (India) Pvt. Ltd., India

"Overall the show is good"

Soumo Deep Nandy, Marketing Manager, IPG Photonics India Pvt Ltd, India

"Good show, lot of visitors were there throughout the show. Thanks for taking good care of exhibitors."

Pankaj Goel, Radiant Safeway Pvt Ltd, India

"CWE/ IMEX'18 Great Success. Organisers very cooperative, wish them all the best for the future."

Anuj, Virgo Solutions India LLP, India

"Really good response & would like to participate in every event organized by you and it is the first time participation, with so good response"

Dhruvit Shah, Super Sonic Technology, India

"Good response, good footfall, good displays. Really worth the effort of CWE"

Vikas Setia, Vikas Welding Company, India

"Good Response! Would like to participate every year. Would have been perfect if we had a parking spot through"

Ajay Kapur, Managing Director, MW Wiretec Pvt. Ltd, India

"Good platform for us to showcase our products to prospective customers. This time getting better response. Show has been planned in such a way that each and every sector has been covered & we are going to take leverage of this in the times to come. I will like to thank for organizing this exhibition in a very planned manner. I have already reserved my space for upcoming exhibition. Show is excellent."

Shekhar Gupta, Ador Welding Ltd, India

"Very well organized. Good footfall, lot of visitors are from Govt Sector visited. Congratulations"

Manoj Rathod, Vice President- Sales, Coherent Laser India Pvt Ltd, India

"Response seems to be good. Do let us know about the dates and venue of next event"

Vinay Khurana, Head Operations, Ferrite Metal Solutions Pvt Ltd, India

"It was a really great experience to participate in CWE 2018, the footfall was excellent and the quality of visitors also very good. It is really a good platform to showcase our products in the exhibition, we are looking forward to continue our participation in the upcoming show"

Harpreet Singh, Jiatai International Company India, India

"Good arrangement and platform for meet business goals @ promotion as well."

K V Enterprises

"Great work, Great experience, Great team! Always helpful. Great Show."

Gursher Singh Sethi, Marketing Head, Welding Aids, India

"Very Good"

Hardeep Singh Sohal, Ghudani Welding, India

"Visitors are responding very good. Our experience is awesome. Dealers and users are genuine" *Nitish Bansal, Bansons, India*

"Show is good platform for introducing our product to northern belt of India. Big footfall is the highlight of the exhibition. We can find many people who are not from welding background also but they are coming and showing interest to know about latest in welding technology. We have got new pool of customers and we are happy with it. It is an exhibition for industries to get upgraded technologies for new solutions. One can get complete solution for their production line under one roof"

Amlan Saha, Regional Manager, Fronius

"CWE helped us get a plethora of customers & this is why we keep on participating in this show. CWE is one the best exhibitions shows in India."

Mayank Taneja, Director, Taneja Great Industries LLP, India

"This platform gives us chance to meet potential customers. It is very well organized"

Ajay Trikha, National Sales Manager, DINSE G.m.b.H

"A great platform to showcase industrial products & great number of interested customers visited and through this exhibition we hope to expand our business. Looking forward for a positive association in future"

Kamna Jain, Sr. Marketing Manager, Sikand Standley, India

"Busy first day, Let's hope for the best for the second and third day"

Damier Tools, India

"First day of exhibition was good. Hope the two remaining days will be the same"

Dominique Da Silva, Director, Luthy Machines Sa, Switzerland

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 2019

As an **Exhibitor**

- Display your latest machinery, technology, products and services to highly focused trade visitors, trade media and delegations
- 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 **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 **Trade Visitor**

- Find about the latest technology, machinery and services available in the market
- Find availability of raw materials, alternate suppliers of machinery, equipment and spares
- Find about sources of investments & funding

and **Much More** to **Explore...**

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