



UNEXTM

USED MACHINERY EXPO

20-22 September 2019
Bombay Exhibition Centre ,
Mumbai, India



Asia's Largest
PRE-OWNED
MACHINERY EXPO

Post Show Report

Organised by



Supported by



CO-LOCATED SHOWS



In co-operation with



The Exhibition

14th Edition of International Exhibition on Pre-owned Machinery

20-22 September 2019
 Bombay Exhibition Centre ,
 Mumbai, 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

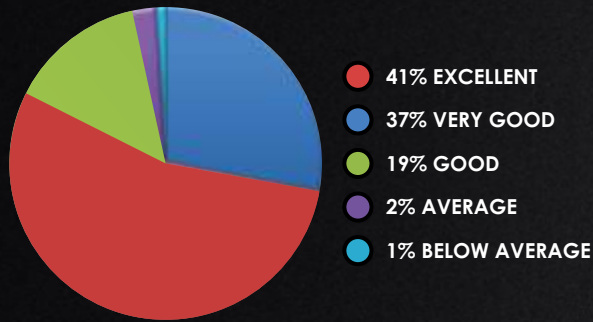
Day	Show Timing	No. of Visitors
Day 1	10 am - 6 pm	3,204
Day 2	10 am - 6 pm	4,931
Day 3	10 am - 6 pm	3,380
		Total-11,515

Factors which influenced their visit

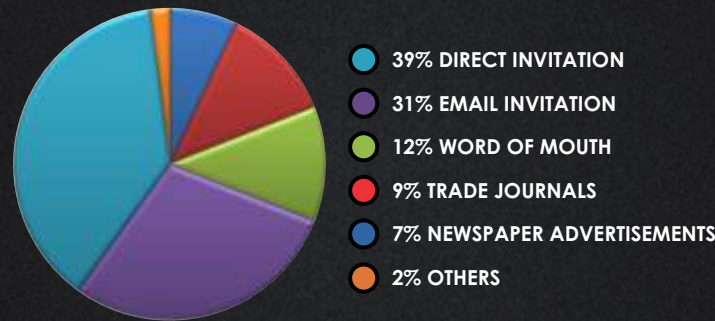
- Opportunity to buy new products
- Variety of products on display
- Networking Opportunity with Industry Leaders
- New Suppliers
- To gather general information
- Opportunity to look for dealerships



Rating the Exhibition



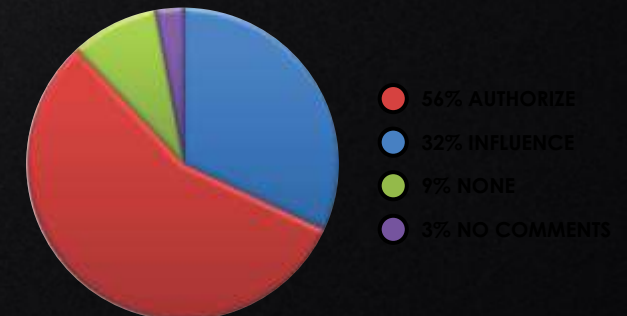
Source of Information About the Show



Key Sectors of Interest

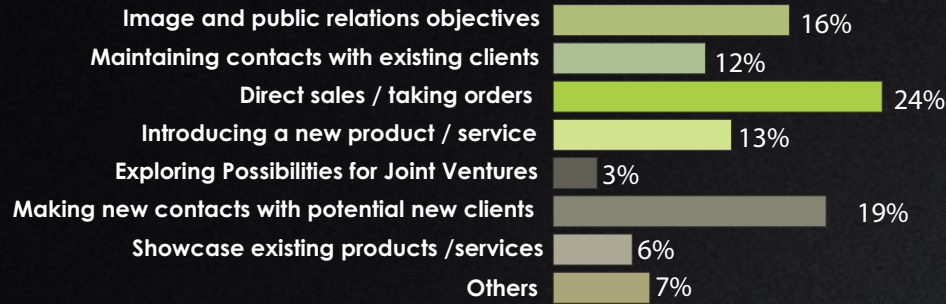
- Exporters & Importers
- Distributors
- Traders & Retailers
- Industry Suppliers
- PSUs
- Large & Medium scale engineering Industries
- Windmill industry personnel
- Defense & Space Establishment personnel
- Aeronautical establishment personnel
- Garage / Service Station personnel
- Builders
- Re-modelers
- Carpenters & Furniture Manufacturers
- Railways
- State Road transport corporations

Role in decision making process

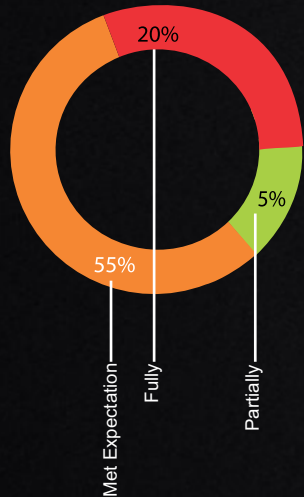


Exhibitor's Feedback

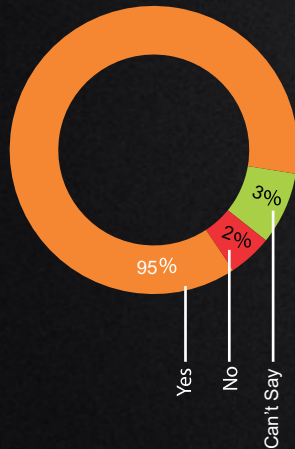
Objective of Participation



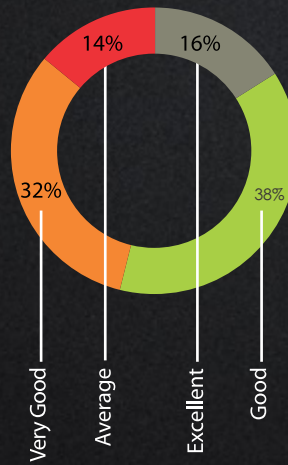
Accomplishment of Participation Objectives



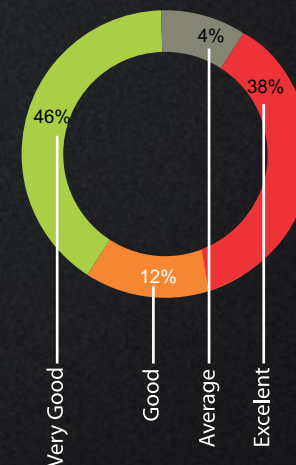
Cost Effectiveness in Participation



Exhibition Arrangements



Quality of Business Visitors



Some Brands At Show



and many more...

“Good Experience , Good no. of Visitor footfall.”

Sujata Mestry, Accurate Engineering

“Overall everything is quite good and exhibitor team is quite supportive.”

Vivek Kumar Maheshwari, Ferro Terro Tools LLP

“Very well-organized event. Seeking for great co-operation in future. Good Luck.”

Dhruvit Shah, Super Sonic technology

“Very good Experience. Nice Arrangements by organizers looking forward to participate at next edition in New Delhi also.”

Anoop Srivastava, Sales Manager, Amer-NSM India Pvt. Ltd.

“Overall good exhibition.”

Amar Sharma, Forbes & Company Limited

“We are participating for second time, this time the show is excellent and very well managed, organizers are very helpful, thank you!”

Altaf M. Maniyar, Operation Head, Suresh Indu Lasers Pvt Ltd

“Participating for the first time, very good experience, hope to exhibit next year in Delhi”

Deepak Bhandari, B.B Corporation

“The arrangements are great & we hope to participate again, team is extremely friendly & Co-operative.”

Yogini Lala, Executive Director, Horizon Airtech

“Overall Experience is very good.”

Manjeet Gupta, Vikas Welding Company

“Participating in this Exhibition is really good experience. Many visit by clients @ work is real good. Would like to continue further. Thank you!”

Sunny Singh, Champion Abrasives

“Participating for the fist time, the experience has been good and all are great.”

Kamal Kampani, Director, Industrial Tools Corporation

“Overall Is excellent & nice platform to open our business and build business relation.”

Mariappan SP, Dy. General Manager – Trade Marketing, Volhsky Abrasives

“The appearance & awareness of the Exhibition is Good, received good nos. of visitors hopefully turns into prospects buyers, very thankful to the management team.”

Rohit Jain, International Tools Company

“Very Good”

Shahnawaz Sagri, Marketing, Wuerth Industrial Services India Pvt. Ltd.

“I think the exhibition is well organized, response is superb, footfall is outstanding. The organizers of the show have advertised it nicely.”

Rinku Aggarwal, Managing Director, Divs Power Tools Private Limited

“We participated for the first time and the quality of footfalls received was very good, looking forward for 2020 Show, keep it up!”

Shailendra Tiwari, Head- Marketing & Strategic Initiative, Mtandt Limited

“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

“Overall Experience is very good.”

Shailesh S. Karnik, Director, Electro- Plasma Equipments Pvt. Ltd

Excellent Arrangements.

Laxmi Kanta Tolasariya, Perfect Engineers

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

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

“All is well”

Vijay Mehrotra, Eisenkraft

“All the three days, 20-22 September of this mega event, was the response and enthusiasm far beyond expectations, and with a strong visitor strength. It was an outstanding show and my hearty compliment to one and all who have made this great show!!”

Ajay Sehrawat, Product Manager, Promotech Fabrication Machines Pvt. Ltd.

“Remarkable Experience”

Jyoti Singh, Executive – Application Engg. & Marketing, EMTICI Engineering Limited

“Very Good”

Sanjay Raj, Siddhi Diamond Tools & Abrasives (UNIK)

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 2020

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...**

About us



www.hyve.group

We are Hyve - We create unmissable events, where people from all corners of the globe connect, learn & inspire, sharing extraordinary moments, advancing businesses and helping to shape industries. Our vision is to create the world's leading portfolio of content-driven, must-attend events delivering an outstanding experience and return on investment for our customers. This vision sits at the heart of everything we do and informs every decision we make.

We have more than 120 events taking place every year all around the world, and across multiple industry sectors from fashion to food and building to tourism.

Contact Us @ India Offices

New Delhi

Hyve India Private Limited

(Formerly known as International Trade and Exhibitions India Pvt Ltd)

(CIN. U92490DL2004PTC124343)

B1001-1014, 10th Floor, Statesman House Building
29, Barakhamba Road, New Delhi – 110001, INDIA
Tel:- 91-11- 66295800 | Email: ed.india@hyve.group
Website: india.hyve.group, www.hyve.group

Chennai Office

Hyve India Private Limited

(Formerly known as International Trade and Exhibitions India Pvt Ltd)

(CIN . U92490DL2004PTC124343)

4th Floor, Sekaran Complex , Plot No.172-173, IT Expressway OMR
Thoraiakkam , Chennai – 600097, INDIA
Tel: +91 (0) 4471554000 | Email: ed.india@hyve.group



MTI Limited

Appleby House, Headley Road, Leatherhead, Surrey, KT22 8PT UK

Europe and USA

Bob Sadat, MTI Limited, UK, T.+44 (0) 1372 372 073,
M.+44 (0) 7967 09 80 90
E. bob@machinerytradeinternational.com