

# UNEX<sup>TM</sup>

**USED MACHINERY EXPO**

14<sup>th</sup> Edition of International Exhibition  
on Pre-owned Machinery

20 | 21 | 22 September 2019  
BOMBAY EXHIBITION CENTRE, MUMBAI, INDIA



**Asia's Largest**  
Pre-owned  
Machinery Expo



Post Show Report

In co-operation with  
**MTI**  
MACHINERY TRADE INTERNATIONAL

Organised by



Supported by



CO-LOCATED SHOWS





# The Exhibition

## 14<sup>th</sup> 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

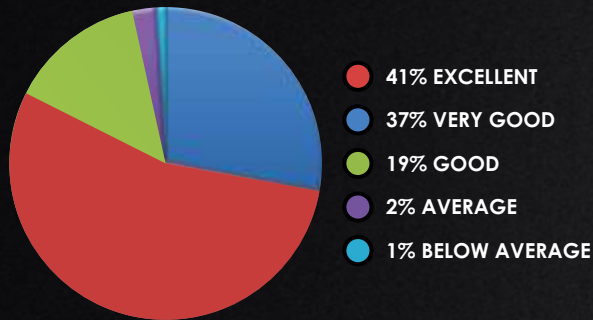
Day	Show Timing	No. of Visitors
<b>Day 1</b>	10 am - 6 pm	<b>3,204</b>
<b>Day 2</b>	10 am - 6 pm	<b>4,931</b>
<b>Day 3</b>	10 am - 6 pm	<b>3,380</b>
		<b>Total-11,515</b>

## Factors which influenced their visit

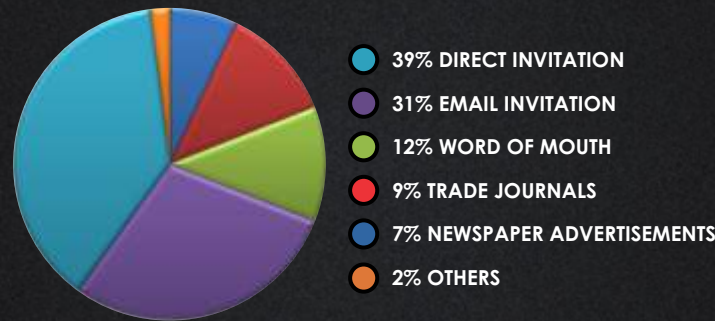
- Opportunity to buy new products
- Variety of products on display
- Networking Opportunity with Industry Leaders
- New Suppliers
- To gather general information
- Opportunity to look for dealerships



## Rating the Exhibition



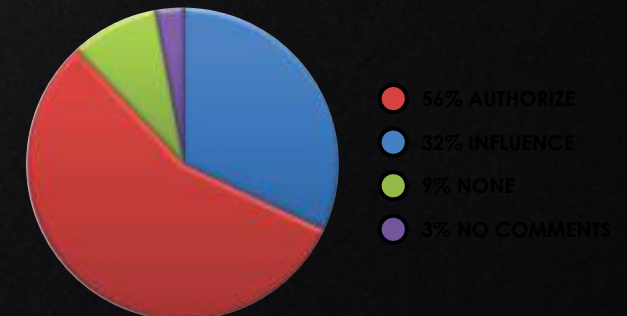
## Source of Information About the Show



## 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

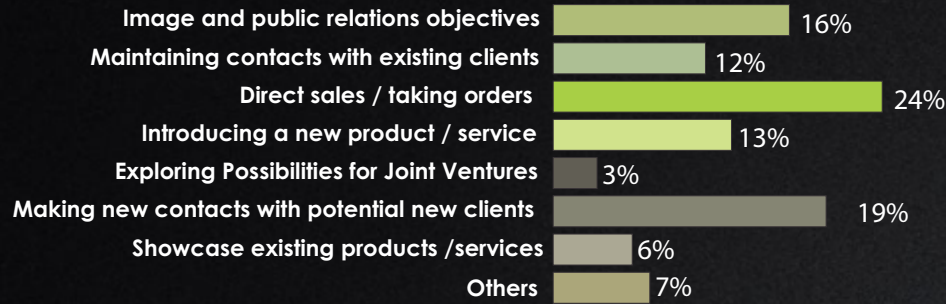
## Role in decision making process



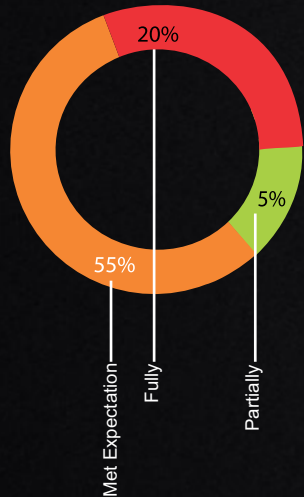


# Exhibitor's Feedback

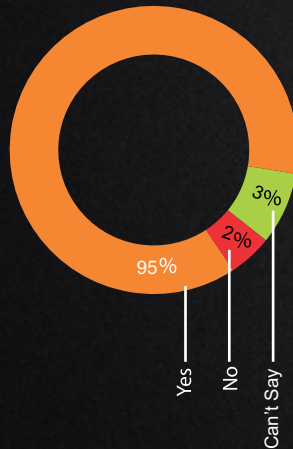
## Objective of Participation



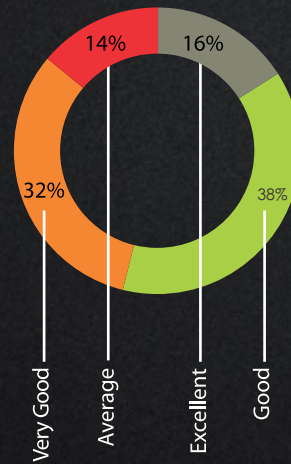
Accomplishment of Participation Objectives



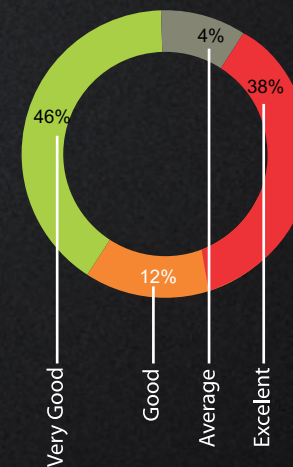
Cost Effectiveness in Participation



Exhibition Arrangements



Quality of Business Visitors





# Some Brands At Show



and many more...



# Industry Speak





## 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 2021

## 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](http://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

(CIN. U92490DL2004PTC124343)

Innov8 , 2nd Floor, 44, Regal Building

(Above Madame Tussauds Wax Museum)

Outer Circle, Connaught Place, New Delhi-110001, INDIA

Email: [info.india@hyve.group](mailto:info.india@hyve.group)

Website: [india.hyve.group](http://india.hyve.group), [www.hyve.group](http://www.hyve.group)

### Chennai Office

(CIN. U92490DL2004PTC124343)

Workflo by OYO, Greta Towers

99, Industrial Estate, Perungudi

Phase 1, Old Mahabalipuram Road

Chennai, Tamil Nadu – 600096, INDIA

Email: [info.india@hyve.group](mailto:info.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](mailto:bob@machinerytradeinternational.com)