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UMEXTM

USED MACHINERY EXPO

20-22 September 2019
Bombay Exhibition Centre, Mumbai India



Asia's Largest PRE-OWNED MACHINERY EXPO

Co-located with



Organised by



A Step Forward
the Industry

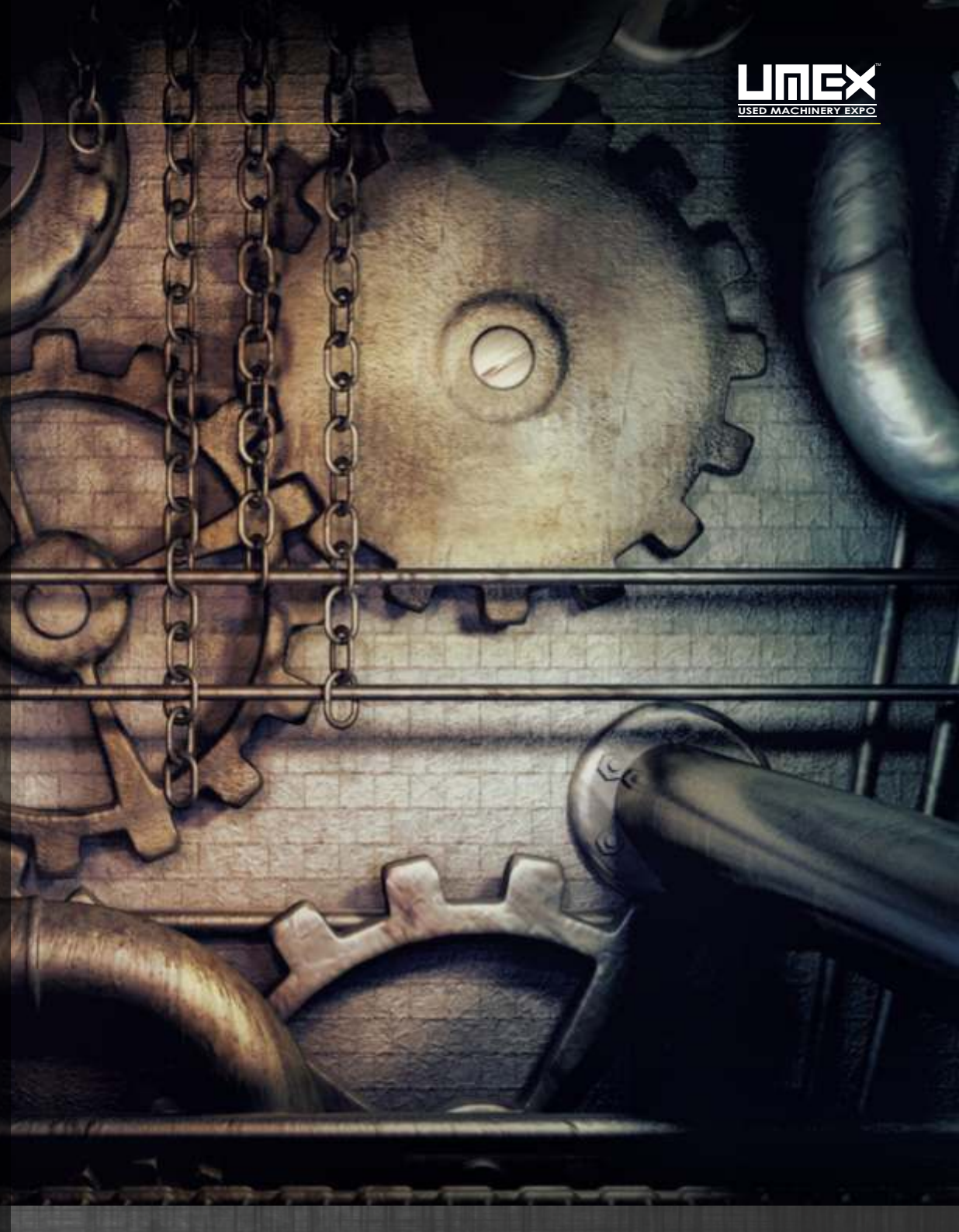


A Brief Introduction

UMEX Asia's largest Pre-owned / Used Machinery exhibition is being organized from 20-22 September 2019, Bombay Exhibition Centre, Mumbai India

UMEX has always been well connected to the European market through its partnerships since its inception and has been delivering successful shows. International Trade and Exhibitions India Pvt Ltd (ITEI) in cooperation with MTI (Machinery Trade International), the globally acclaimed magazine on Pre-Owned machines are once again all set to bring together leading players of the industry from across the globe.

The event has already seen 13 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.



MANUFACTURING INDUSTRIES has emerged as one of the high growth sectors in India. The manufacturing sector of India has the potential to reach **US\$ 1 trillion by 2025** and India is expected to rank amongst the top three growth economies and manufacturing destination of the world by the year 2020.

The Indian **ENGINEERING SECTOR** has witnessed a remarkable growth over the last few years driven by increased investments in infrastructure and industrial production. India's Engineering R&D Market will increase from US\$ 28 billion in FY18 to **US\$ 45 billion by 2020**. Turnover of **CAPITAL GOODS INDUSTRY** is expected to increase to **US\$ 115.17 billion** by 2025.

Sales of **CONSTRUCTION EQUIPMENT** are expected to cross the 100,000 mark by 2022, while the market size of construction equipment industry is expected to grow from **US\$ 4.3 billion** in FY18 to **US\$ 5 billion** by FY20.

The Indian **AUTO INDUSTRY** became the 4th largest in the world with sales increasing 9.5 per cent year-on-year to 4.02 million units (excluding two wheelers) in 2017. Overall domestic automobiles sales increased at **7.01% CAGR** between FY13-18 with **24.97 million** vehicles getting sold in FY18. The auto industry is set to witness major changes in the form of Electric Vehicles (EVs), shared mobility, Bharat Stage-VI emission and safety norms.

The Indian **AUTO-COMPONENTS INDUSTRY** is set to become the third largest in the world by 2025. The auto-component industry of India has expanded by 14.3% because of strong growth in the after-market sales and expected to grow to **US\$ 47-49 billion** in FY18.

The Indian **RAILWAY NETWORK** is growing at a healthy rate. In the next five years, the Indian railway market will be the third largest, accounting for 10 % of the global market.

The Indian **RENEWABLE ENERGY SECTOR** is the second most attractive renewable energy market in the world. The country ranks fourth in the world in terms of total installed wind power capacity. The Ministry of New and Renewable Energy (MNRE) has set an ambitious target to set up renewable energy capacities to the tune of **175 GW by 2022** of which about 100 GW is planned for solar, 60 for wind and other for hydro, bio among other.



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

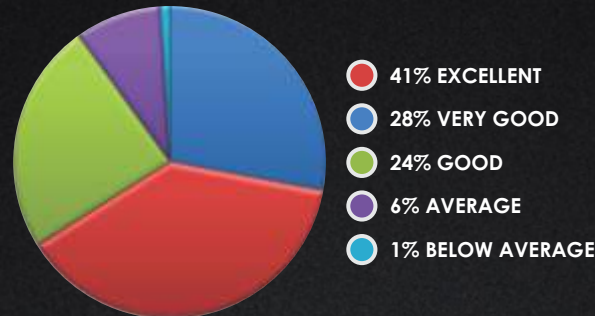
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Visitor Statistics

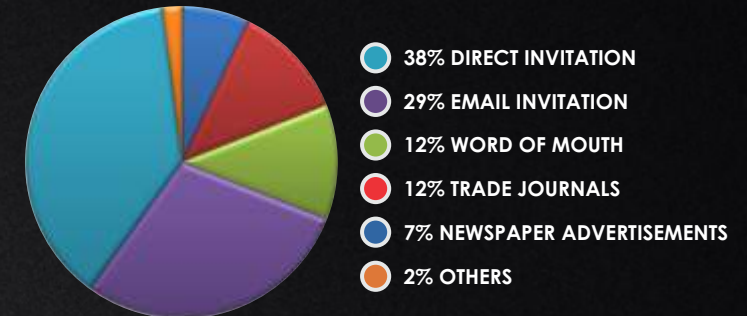
Visitors Turnout

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

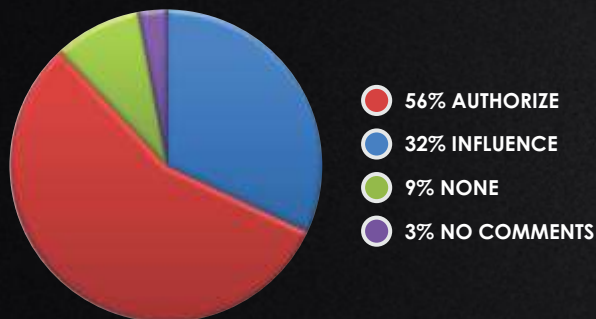
Rating the Exhibition



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

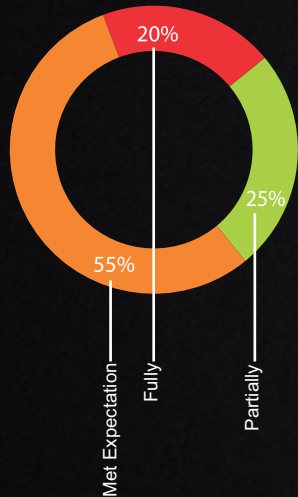


Exhibitor's Feedback

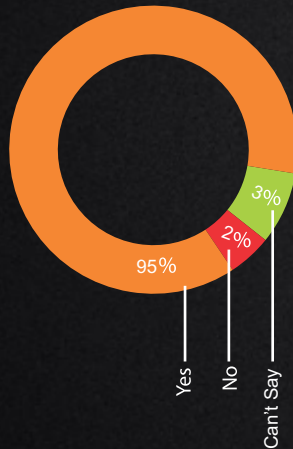
Objective of Participation



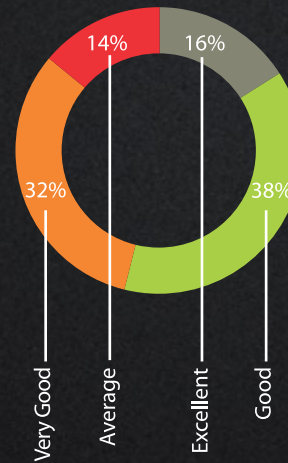
Accomplishment of Participation Objectives



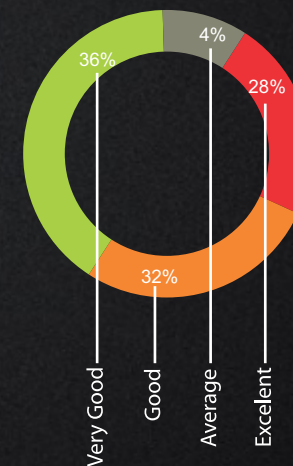
Cost Effectiveness in Participation



Exhibition Arrangements



Quality of Business Visitors



Metal & Metal Working

KEY SECTORS
@
UMEX 2019

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.

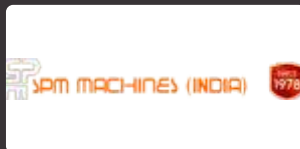
The huge demands in Indian textile goods abroad have ensured that the use of textile machinery has increased considerably.

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.

Some Brands At Show



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...**

About us



**CONNECTING
YOUR BUSINESS
TO THE WORLD**

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International Trade and Exhibitions India Pvt Ltd (ITEI) is a part of ITE Group PLC, UK.

ITE Group has more than 250 events every year around the globe on 20 major industry verticals - Like Petroleum, Mining, Building material, Tourism and many more. ITE Group manages the business with 1000 staff in 30 offices worldwide. This network, provides global expertise, local market knowledge and high standards of customer service and support. More than 60 of the Group's events are 'Approved' by the Global Association of the Exhibition Industry, UFI.

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