

UMEX™

USED MACHINERY EXPO

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15th Edition of International Exhibition
on Pre-owned Machinery



Asia's Largest
Pre-owned
Machinery Expo

16 | 17 | 18 **DECEMBER 2021**

Bombay Exhibition Center, Mumbai, India



Post Show Report

In co-operation with



Organised by



Supported by



CO-LOCATED SHOWS



The Exhibition

15th Edition of International Exhibition on Pre-owned Machinery

16-18 December 2021

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

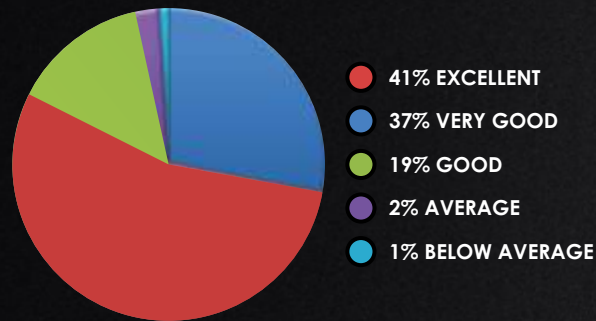
Day	Show Timing	No. of Visitors
Day 1	10 am - 6 pm	4,175
Day 2	10 am - 6 pm	3,829
Day 3	10 am - 4 pm	3,258
Total-11,268		

Factors which influenced their visit

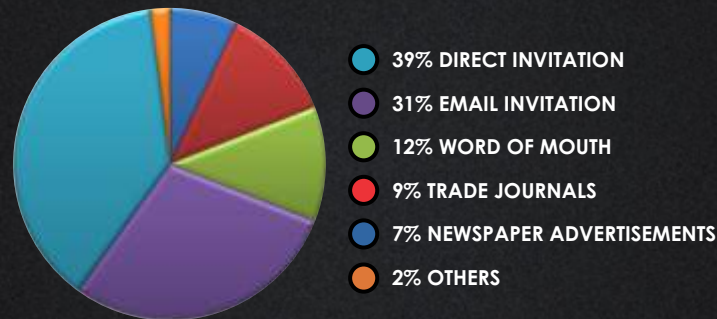
Opportunity to buy new products
 Variety of products on display
 Networking Opportunity with Industry Leaders
 New Suppliers
 To gather general information
 Opportunity to look for dealerships



Rating the Exhibition



Source of Information About the Show



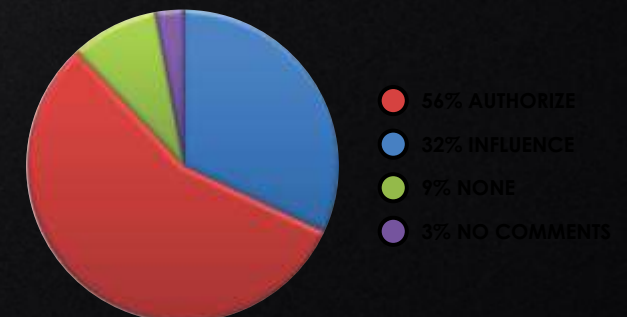
Key Sectors of Interest

- 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

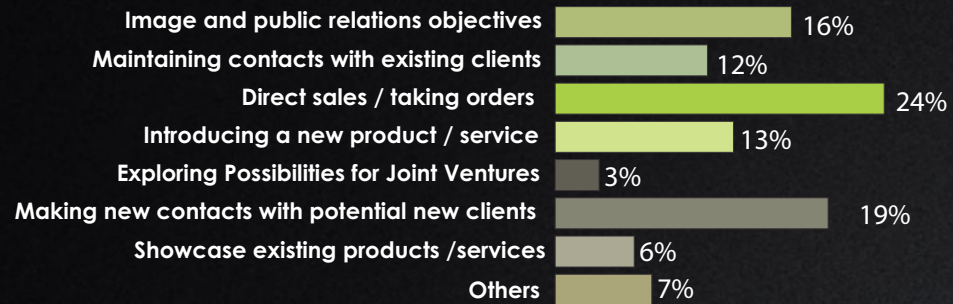


Role in decision making process

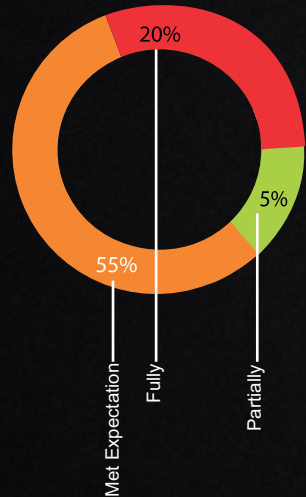


Exhibitor's Feedback

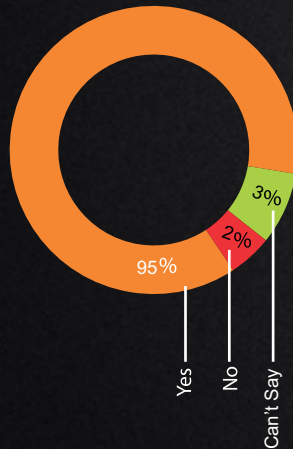
Objective of Participation



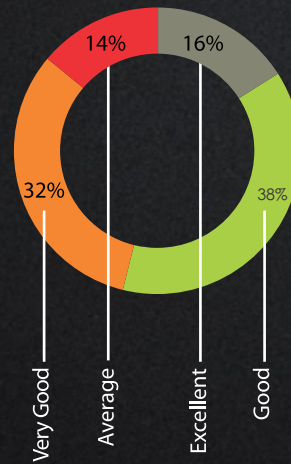
Accomplishment of Participation Objectives



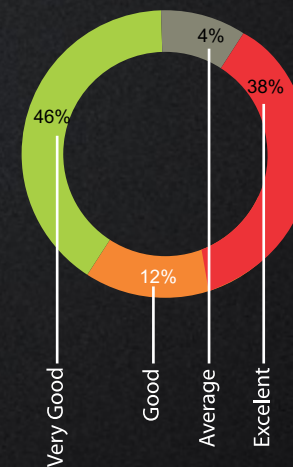
Cost Effectiveness in Participation



Exhibition Arrangements



Quality of Business Visitors



Some Brands At Show

 A T International	 UNIVERSAL	Akshar Industries	 OZAR WORLD CLASS TOOLS	 PATTA	 Vamer nam - indls		 B & B BARTONI CONSUMABLE PARTS	 SCEPTRE	 Balaji
 BOOKMYTOOL	 Champion WORK TOOLS	 CM CONSTRUCTION MIRROR	 KEDYO PROFESSIONAL QUALITY	 Deeps	 DELHIVERY Delivery Pvt. Ltd.	 OMXE OPAL	 Q LUX+ Ultra Lighting System Integration	 DURELO	 Eastman
 FML	99 PRODUCT TODAY	 Frontier AUTOMATION	 Global Fastener Global Fastener Platform	 GTECH Pushing boundaries in machine tooling	 HARSCO ENVIRONMENTAL MAKING A WORLD OF DIFFERENCE	Hebei Ming Yu Tools	Hebei Sikai	 HIS'ON	 HPM HIMALAYAN POWER MACHINE
 Vivo	Industrial Product Finder (IPF)	 Golden Bullet Power Tools & Accessories	 Kapson TOOLS	 KEIL Chainsaw	 Kress Circulworkstage	 TRA-POWER	 Makita	 Matrix	 SCOTTS
Newshine Industries	 NIKO ARC	 TUCKER POWER TOOLS	 NIRVAAN	 NORD DRIVESYSTEMS	 Value CHINA TOOLS	P M Tools And Abrasives	 ZOGO	Perfect Industries (Perfect Tools Industries)	PM INC
 RedAngus	 Royal Japan	 ANLONG	 SAFEEXPRESS Distribution Worldwide	 SERRAVALLO TOOLS	 scemama sa	 SM Scorp Media	 Shanti ABRASIVES	 SBDT	 JILINI
 Star Cut	 SURI POLEX	Taiwan Product Center	 TAPARIA	 CORF CUTTER	 VELMOC It helps to create		 JS LUBRICATING EQUIPMENTS	Vision Technologies	VNM / Smooth Run Exports
 YURI SMART ENGINEERING	Zhongshan Changhao	 Ideal POWER TOOLS	 NAKODA MACHINE TOOLS	 UNICORN	and many more...	 BAUM	 BLUE CRYSTAL ABRASIVES	Evobo (Beijing) Technology Co., Ltd.	 FASTENER WORLD www.fastener-world.com.tw
Hitech Tools Internatinal	 HA HORIZON AIRTECH AIR COMPRESSORS	 PURA Industries	 XTREME	 TITAL On-line Tools Station	 TURTLE	 SUDANSHAN	 WELDFAB TECH	 World Of Chemicals	 BSC POWER Best Saw Chain
	Hiraoka Hyper Tools Inc	 MITTAL FILES & TOOLS	 POW RTEX QUALITY POWER TOOLS	 SunEdison	 VRS The Quality Tools	 MONOTECH SYSTEMS LIMITED			

INDUSTRY SPEAK

"Best place to meet people, interact with them, understand what they expect from us really help to meet their demand."

Somesh Mittal, Matrix Corporation

"Participating in this show regularly, the footfall is getting better and better every time in terms of volume and quality, at this platform they can meet all kinds of suppliers and manufacturers."

Akash Singla, Xtrapower Tools

"The best part of this platform is that we meet visitors from different parts of India and make dealers and sub dealers for various locations."

Yusuf Pardawala, Yuri Smart Engineering

"This is a perfect forum for both seller as well as buyer, come together interact and create new relations"

Anuj Singhal, Bandsaw Strip Corporation

"So many buyers are coming from different parts like Kerala, Karnataka, Madhya Pradesh, Gujarat, this is the best platform to get the new products as well as the new dealers."

Vijay Bansal, Eastman Cast & Forge. Ltd.

"I personally feel everyone should be a part of this event because it provides them immense opportunity to create new business."

Aman Aggarwal, Aman Enterprises

"Want to give a message to the whole industry players that they should participate in this exhibition."

Satish Chauhan, Dayanand Power tools



Metal & Metal Working

KEY SECTORS
@
UMEX 2022

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 2022

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 130 events taking place every year all around the world, and across multiple industry sectors from fashion to food and building to tourism.

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