

 indiamart

**UMEX**

**USED  
MACHINERY  
EXPO 2009**

If its Used, Its at UME**X**

30 OCT - 01 NOV, 2009  
Nehru Centre, Mumbai, India

# POINTING TOWARDS GROWING OPTIMISUM

Organised by



conventions & fairs (india) pvt ltd

Supported by





## USED MACHINERY EXPO – The Event

- Launched in 2007, UMEX has been successfully organized thrice (2007, 2008 & 2009)
- The first two editions were held in New Delhi and the most recent one was organized in Mumbai
- UMEX is the only show of its kind in India
- UMEX has over the years come to be globally recognized as a leading expo on used machinery
- Over the last three editions, the expo has witnessed participation of companies from across North America, Europe, Australia and Asia
- UMEX is a reputed partner with domain knowledge and a highly competent marketing team



## India Calling – The Market Opportunity

- India is an extremely attractive business destination because of its rising economy
- Companies which are already involved in business in India have seen very little of the downturn
- Industrial growth numbers for the months of May, June and July 2009 indicate that the Indian industry is coming out of the distressed state.
- The upswing in the industrial growth came as a result of growth in the manufacturing sector that accounts for 80% of industrial output. Along with the manufacturing sector, mining and electricity sectors were also seen to register high rates of growth
- The GDP growth rate in fiscal 2009 - 10 is expected to be between 6% - 6.5%



## USED MACHINERY EXPO 2009 (Retrospect)

- The 3<sup>rd</sup> edition of **USED MACHINERY EXPO (UMEX)**, was organized from the 30<sup>th</sup> October to 01<sup>st</sup> November 2010 at the Nehru Centre, Mumbai (INDIA)
- The three-day show attracted **6000** visitors from across **46** cities in India and over **200** visitors from overseas.
- In terms of industry representation, majority visitors came from the automotive OEM, automotive component, industrial machinery, electrical & electronic and diesel engine/pumps sectors. There were also plenty of visitors from the defence, food processing, earthmoving, textile, chemical, railways and household appliance industries.
- UMEX'09 showcased a large number of **international dealers** from countries including Germany, The Netherlands, Romania, Australia, Slovenia, Taiwan, Belgium, United Kingdom, United States of America, Italy, Singapore, France, Sweden, Vietnam & South Korea all of which were seen actively promoting their stock.

**UMEX, the only show of its kind in INDIA**



## USED MACHINERY EXPO 2009 (Key Highlights)

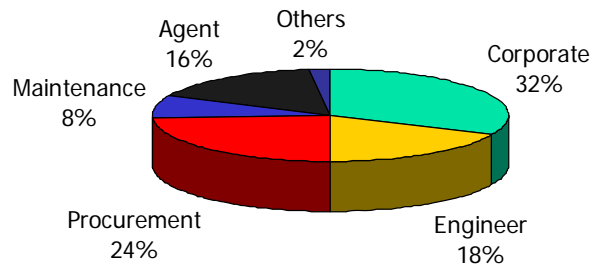
- Number of Participants : 60
  - 75% International
  - 25% Domestic
  
- Expo Area : 25,000 sq.ft
  
- International Participation: Germany, The Netherlands, Romania, Australia, Slovenia, Taiwan, Belgium, United Kingdom, United States of America, Italy, Singapore, France, Sweden, Vietnam & South Korea
  
- Number of Visitors : 6000
  
- Cities : 46

**UMEX, the only show of its kind in INDIA**

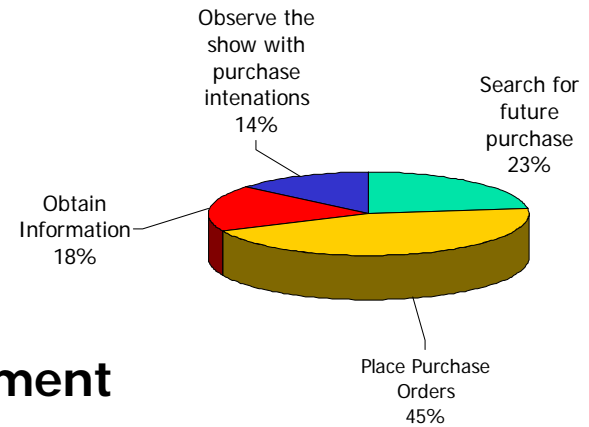


# USED MACHINERY EXPO 2009 (Visitor Feedback)

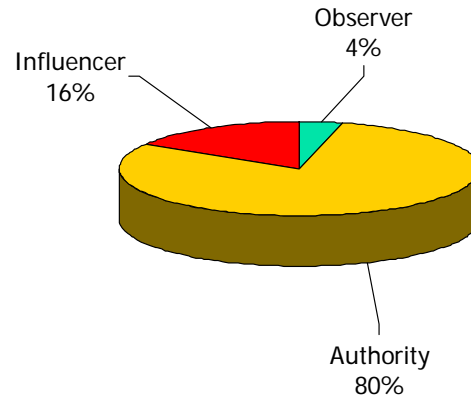
## Job Function



## Purpose of Visit



## Purchasing Involvement



**UMEX, the only show of its kind in INDIA**



## USED MACHINERY EXPO 2009 (Exhibitor Feedback)

- Visitor Turnout : 90% of the exhibitors were extremely satisfied with the quality & quantum of turnout
- Repeat Participants : 80% of the exhibitors have participated in either UMEX 2007 or UMEX 2008 or both
- Show Management : 85% of the exhibitors were extremely satisfied with the show set up and on site management
- Future Participation : 75% of the exhibitors will either definitely participate or consider participating in UMEX 2010
- 95% of the exhibitors felt that UMEX 2009 was well advertised and promoted

**UMEX, the only show of its kind in INDIA**



## USED MACHINERY EXPO 2009 (Exhibitor Feedback)

- Paolo Alberio, Alma: "We are satisfied with this exhibition, which was a success for us since we were visited by lots of **final users**. We are now preparing the numerous offers hoping to finalize sales. Thanks to this exhibition, our company is now known by lots of final users. Of course we were visited also by dealers."
- Giorgio Solazzi, Moreno Macchine Utensili: "We registered an unexpected high number of visitors and machinery requests (**80% sheet metal working**). We are now working on the commercial follow-up and we will evaluate results."
- Claudio Savio, Savio Macchine Utensili: "Visitors were very positive in terms of numbers. I have personally sent out numerous offers further to enquiries and during the exhibition I had talks with several dealers I was already in touch with, **even finalizing the sale of a machine tool**. We are interested also in the next edition."
- Tobais Kruse, Norima AB: "Thank you for your help. This time there was **good quality of the visitors** specially the first day and the Sunday morning. I know you will keep us updated for the shows in the future



## USED MACHINERY EXPO 2009 (Exhibitor Feedback)

- ✦ Sorin Cucu, Alibra Development Group SRL : “Overall it was a good experience and **we are looking forward to repeat it next year**. Also the location this year at Nehru Centre was from our point of view very good and by far much better than last year. If you are planning another Trade Fair in the last quarter next year let us know and we will attend it.”
- ✦ Chip Thornton, Presses for Industry : “It was good to see you. The show was a good success for us. The **leads we received to our booth were very solid and exciting**. It appears that the Indian market has increased its appetite for used machines. It was a great show and well run. Thank you for all your help in running a smooth show.”
- ✦ Robert Jansen, Jansen Machinehandel BV: “We had a very good exhibition and are very pleased with the interest and enquiries we received. We **sold several machines on the spot** by showing demonstration videos of the machines.”

**UMEX, the only show of its kind in INDIA**



# USED MACHINERY EXPO 2009 (A GREAT SUCCESS)



**UMEX, the only show of its kind in INDIA**



# USED MACHINERY EXPO 2009 (A GREAT SUCCESS)



**UMEX, the only show of its kind in INDIA**