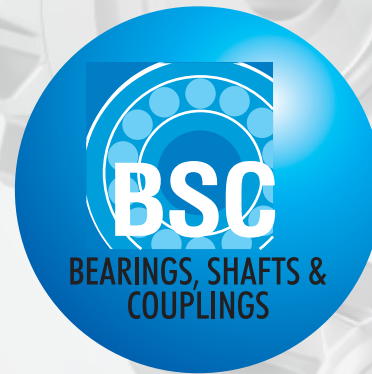
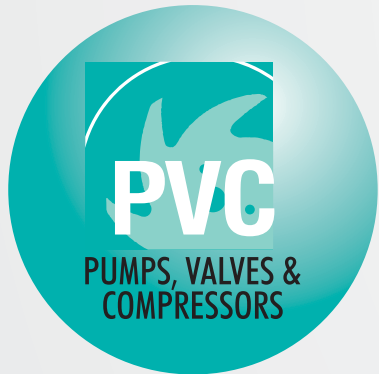


# TECHINDIA™

ENGINEERING AND MANUFACTURING EXPO

10 - 12 August 2016  
Pragati Maidan, New Delhi, India

## KEY SECTORS at TECHINDIA 2016



# About Industry

## Indian Engineering and Manufacturing Industry

As per global management consulting firm McKinsey and Company, India's manufacturing sector could touch US\$ 1 trillion by 2025. The burgeoning demand in the country and the multinational companies desirous of establishing low-cost plants in India can majorly contribute to this effort. There is potential for the sector to account for 25-30 % of the country's GDP and create up to 90 million domestic jobs by 2025.

The Indian Engineering sector has witnessed a remarkable growth over the last few years driven by increased investments in infrastructure and industrial production. The engineering sector, being closely associated with the manufacturing and infrastructure sectors, is of strategic importance to India's economy. India on its quest to become a global superpower has made significant strides towards the development of its engineering sector. The Government of India has appointed the Engineering Export Promotion Council (EEPC) as the apex body in charge of promotion of engineering goods, products and services from India. India exports transport equipment, capital goods, other machinery/equipment and light engineering products such as castings, forgings and fasteners to various countries of the world. The sector has been de-licensed and enjoys 100 per cent FDI. With the aim to boost the manufacturing sector, the government has relaxed the excise duties on factory gate tax, capital goods, consumer durables and vehicles. It has also reduced the basic customs duty from 10 per cent to 5 per cent on forged steel rings used in the manufacture of bearings of wind operated electricity generators.

India's growing economy therefore, offers domestic entrepreneurs and international players many opportunities to invest. India's growth in the manufacturing sector over the last decade has been good. It was ranked fourth most competitive manufacturing nation in Deloitte's global index for 38 nations during 2013. Its economy also experienced significant expansion during the period 2006-2011, achieving a five-year compound annual growth rate (CAGR) of 7.8%.

India witnessed 15 % growth in the manufacturing sector last decade. Some of the Key Indicators of this factor are:

- Indian chemical industry is the 12th largest producer in the world and 3rd largest in Asia, in terms of its volume
- Electronic goods production in India is expected to touch US\$ 104 billion by 2020

# A Brief Introduction

TECHINDIA is a leading Business Exhibition on Engineering and Manufacturing. The 6th edition this year will showcase the exhaustive range of innovations and technological refinements in the complete product segment of “Pumps Valves & Compressors”, “Gears, Motors & Controls” and “Bearings, Shafts & Couplings”. and other allied sectors.

TECHINDIA will be the ultimate facilitators of B2B platform for entrepreneurs, CEO's, consultants, senior government officials, decision makers and trade delegations to congregate, brainstorm, showcase and forge meaningful business partnerships. This Business Platform will provide an excellent opportunity for interacting with luminaries from practically all corners of the globe, promoting business and giving a fillip to the growth & development of Engineering and Manufacturing industries in the country, joint ventures, investments and technology transfer.

This International trade fair has developed into a prestigious show attended by both national and international participants. The event has gained widespread recognition and has become a fixed entry in the industry's list of important international trade fairs. A high level technical conference, which includes presentations given by experts from across the globe, allows further opportunity to learn of the latest developments and innovations, and provides direct interaction with industry peers.





**224** Leading Exhibitors from  
**13 Countries**

Belarus, China, Germany, France, India, Italy, Poland, Russia, Spain, Switzerland, UAE, UK & USA

**7000 Sqm**  
Gross Exhibition Area

**5652** Trade Visitors  
from **25 Countries**

Including

Africa, China, Ethiopia, Germany, Hong Kong, India, Italy, Japan, Kenya, Korea, Kuwait, Malaysia, Poland, Qatar, Russia, Saudi Arabia, Singapore, Switzerland, UAE, United Kingdom, USA, Vietnam

Supported by



सत्यमेव जयते

Ministry of  
Earth Sciences  
Govt. of India



Exclusive Knowledge Partner

FROST & SULLIVAN

Special Technology Pavilion by  
**Liaoning Anshan Municipal Bureau of Foreign Trade and Economic Cooperation China**

Silver Partner

**Mobil™**  
Industrial Lubricants



Launch of White Paper by  
**Frost & Sullivan**



Technical Conference on  
“**Metal Industry: A Basket of Opportunity to Harness**”  
Organised By  
**Frost & Sullivan**



**Asian Metallurgy Summit**  
Organised By  
**Steel World & Metal World**

# The Exhibition

**13 - 15 September, 2015**

Bombay Exhibition Centre  
Mumbai, India

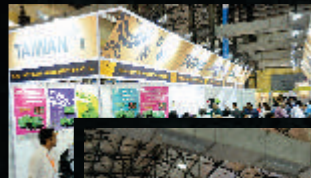
7,000 Sqm Gross Exhibition Area

224 Leading Exhibitors from  
13 Countries

5652 Trade Visitors  
From 25 Countries

## Exhibitor Profile

- Pumps
- Valves
- Compressors
- Bearings
- Shafts
- Couplings
- Gears
- Motors
- Controls



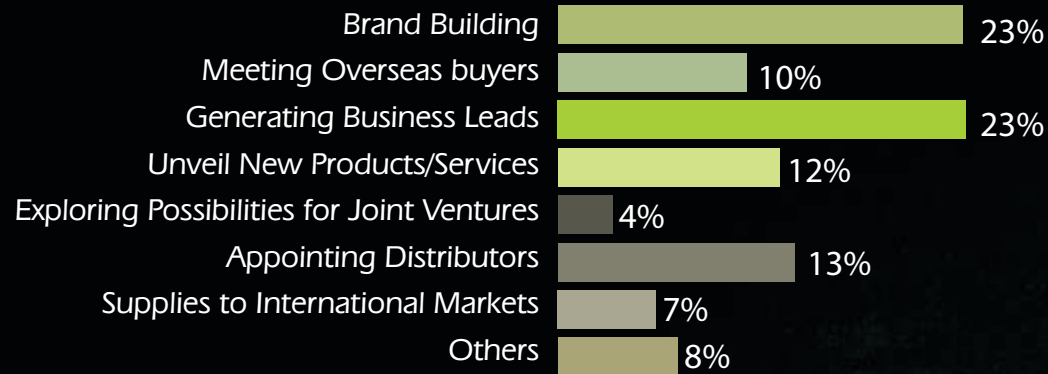
## Visitor Profile

- Automotive & Aerospace
- Chemical & Petrochemical
- Oil & Gas
- Electrical & Electronics
- Agriculture & Food Processing
- Textile & Fertilizers
- Rubber & Plastics
- Pulp & Paper
- Mining & Metallurgy (Ferrous & Non-ferrous)
- Power & Heating Technology
- Ship Building & Heavy Fabrication
- Water Supply & Water Waste
- Building & Construction
- Transportation & Material Handling
- IT & Telecommunications
- Pharmaceutical & Biotechnology
- Iron & Steel
- Defense
- Nanotechnology
- Sugar
- Cement

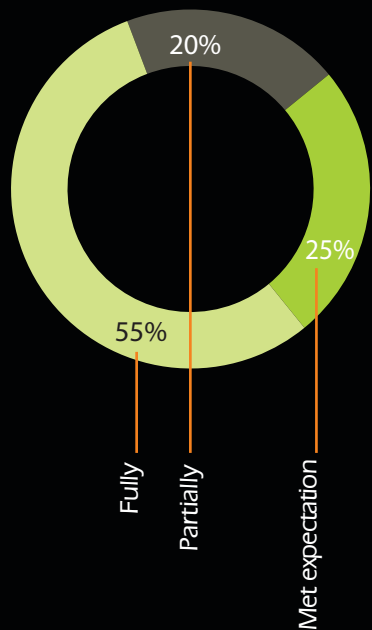


# Exhibitor's Feedback

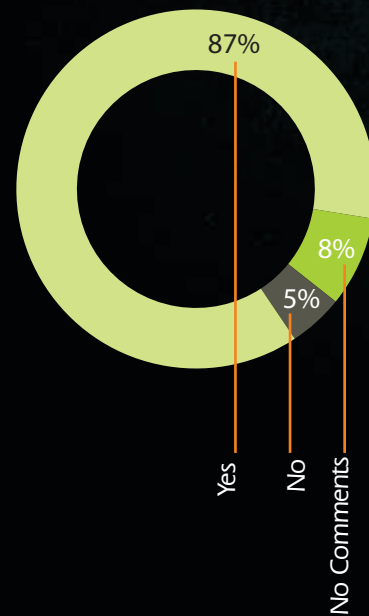
## Objective of Participation



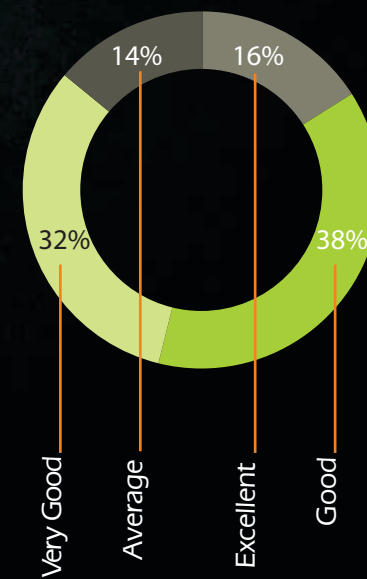
## Accomplishment of Participation Objectives



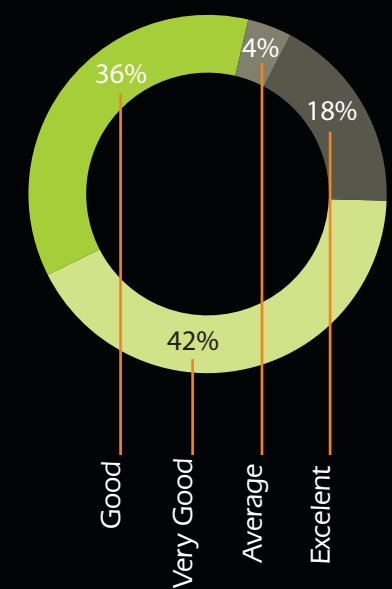
## Cost Effectiveness in Participation



## Exhibition Arrangements



## Quality of Business Visitors

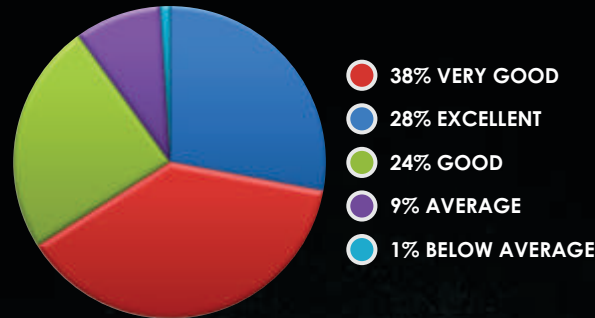


# Visitor Statistics

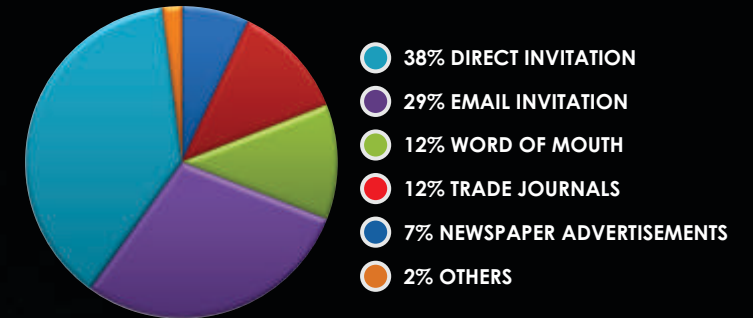
## Visitors Turnout

Day	Show Timing	No. of Visitors
Day 1	10 am - 6 pm	2,002
Day 2	10 am - 6 pm	2,032
Day 3	10 am - 6 pm	1,618
		<b>Total - 5,652</b>

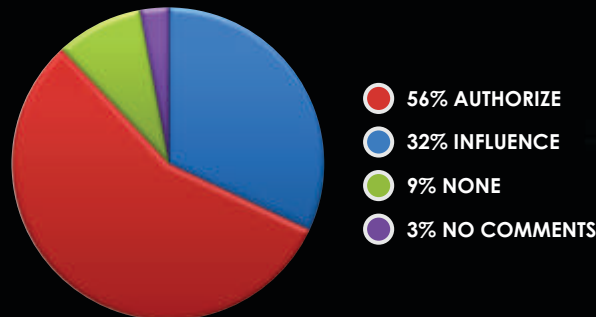
## Rating the Exhibition



## Source of Information About the Show



## Role in decision making process



## 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 for knowledge Transfer

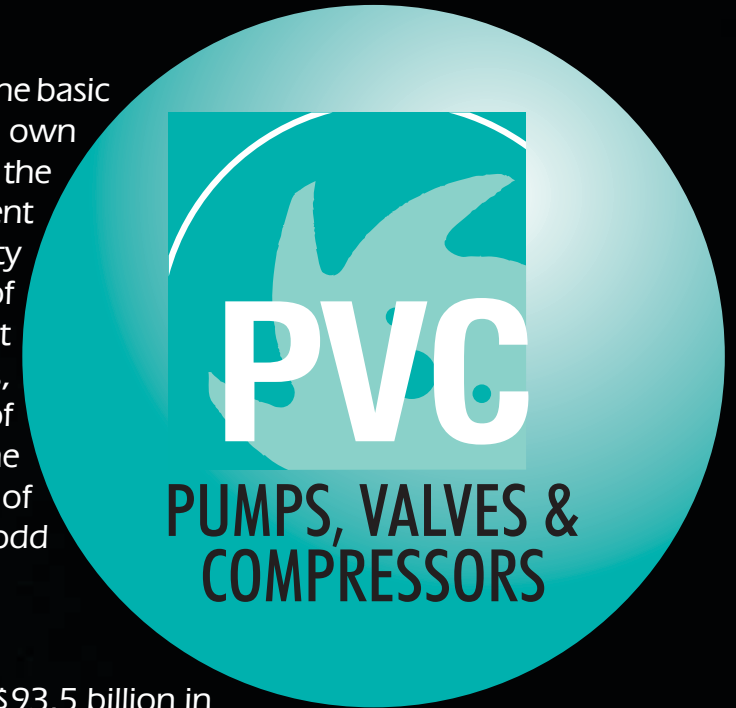
## Key Sectors of Interest

- Pumps
- Valves
- Compressors
- Bearings
- Shafts
- Couplings
- Gears
- Motors
- Controls



## Pumps, Valves & Compressors

In India the manufacture of pumps has by now a history of nearly eighty years. Pumps being the basic equipment for every sphere of the national economy, the Indian pump industry has in its own growth, contributed immensely to the economic growth of the country. The enterprise in the Indian pump industry merits appreciation for the achievements of prompt and competent indigenisation of almost every type of pump, of pumps in gigantic sizes, of pumps of a variety of constructional features and operational sophistications and of pumps in a variety of materials of construction. The industry has over the years built up great potentials to meet challenges. It has also worked with good foresight and resilience to adapt to emerging trends, be it the compliance with the requirements of the Quality systems as per the ISO 9000 series of standards or the exposure to the global competition, prompted by the liberalisation of the economy. It is estimated that the production of pumps in the country is presently of the order of Rs. 1200 crores, contributed by some one million pumps per year, produced by some 500 odd manufacturers of large, medium and small scales.



WORLD demand for industrial valves is expected to increase 5.4 per cent per year to reach \$93.5 billion in 2015, says a new forecast. Gains will be driven by continuing robust growth in the Asia-Pacific region, as well as strong recovery in the US and West European markets.

In the developing world, especially in China and India, valve suppliers will gain from rising urbanisation. Additionally, valve demand growth in the US will outpace the global average through 2015 due to recovery in the domestic economy. In Japan and Western Europe, valve demand will also recover from recent declines, but advances will continue to considerably lag the world average through 2015.

The industrial compressors industry in India, currently valued at INR 33bn (USD 550mn), has been growing at a CAGR of 7% for the last three years. It has been estimated that the industry will be worth approximately INR 50bn (USD 833 million) by FY 2019, growing at CAGR of 9%. Industrial compressors industry is used to create a high pressure for functioning heavy machines in industries such as cement, steel, oil & gas, petroleum, textile, etc. Industrial compressors can be classified into reciprocation, centrifugal and screw compressors. Screw compressors are highest selling compressors in India followed by centrifugal compressors. Centrifugal compressors are slowly replacing screw compressors because of their higher energy efficiency, high level of compression and noise free operations.



# Key Sectors at TechIndia 2016

## Gear Motors & Controls

The Gear motors perform vital function in manufacturing sector. The demand for reliable power, smaller sizes and more energy-efficient power transmission systems create several opportunities for gear industry. The industrial gear drives and gear motors market is forecast to experience a positive growth trend. Major market trend in gear market includes increasing product quality, decreasing product delivery times, services offered and most important new product development is increasing gear competition. The prospect of the engineering industry is strongly correlated to the economic activity in the country especially in core sectors like power, infrastructure, mining, oil. As investment cycle is going up government emphasis on improving the infrastructure, capacity addition in various industries like textiles, steel, metal etc will lead to increase in demand from engineering sector. Hence engineering components like gear and motor industry, boilers etc will witness growth in future. Gear drives and gear motor prices have fallen over past years and this has increased the demand and interest. The Indian Gear & Motor Industry is dependent on the automotive industry, engineering industry and machine tools industry for its production. In order to survive and maintain market leadership there is a need to maintain the quality of the products that are comparable to global standards. The vision is to build a strong technological foundation.



Its widespread acceptance has generated a massive customer base for gearbox and gear motors and this, in turn, is expected to improve the growth statistics of the industry. But today, the gears, gearboxes, geared motors and other mechanical power transmission equipment pose a challenging environment with low profit margins. Experiencing high competition with increasing number of market participants, threat from alternate advanced electrical power transmission technologies and reduced potency to penetrate newer application platforms has threatened their continued usage for numerous applications.

Renewable energies are expected to bolster the demand :

A shift towards more efficient gearbox and gear motor designs is expected to have a positive impact on revenue growth of gearbox and gear motors segment. The increasing demand for planetary solutions for better torque and precise process control is expected to enhance the revenue contribution, as these products are comparatively high priced for the benefits they deliver.

Industry experts claim that gears and motors sector is highly competitive with very low margins, mechanical power transmission components market pose a challenging environment for growth. Despite being traditional solutions, gear boxes and gear motors provide advantages such as familiarity, reasonable life, high reliability, reasonable cost and universally serve most of the requirements of the industrial automation sector globally.

# Key Sectors at TechIndia 2016

## Bearings, Shafts & Couplings

Bearings are a major component for all moving parts making bearings a critical part of our everyday lives. Bearings reduce friction enabling smooth acceleration in automobiles, quiet running ceiling fans, accurate microscopes and effective dental drills. Improvements in anti-friction bearings have played a significant role in the enhanced mobility of society in the last century.

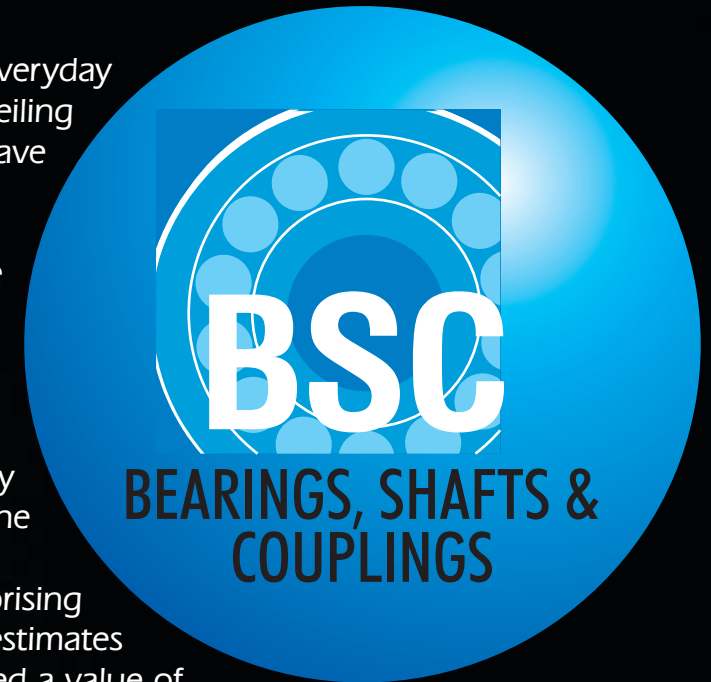
The bearing industry dates back to the late 19th century and grew rapidly at the turn of the 20th century with the mass production of the automobile. Today's bearing industry is global with production in over 70 countries on five continents with the United States industry continuing to play a key role.

The technology in today's bearings continues to exceed the dreams of the early industry pioneers and tomorrow's bearings will be critical to technological advancements in the manufacturing sector.

The global bearings market is generally seen as the worldwide sales of rolling bearings, comprising ball and roller bearing assemblies of various designs, including mounted bearing units. SKF estimates that the global rolling bearing market's size in 2015 grew by 0-1% year-on-year and reached a value of between SEK 330 and 340 billion.

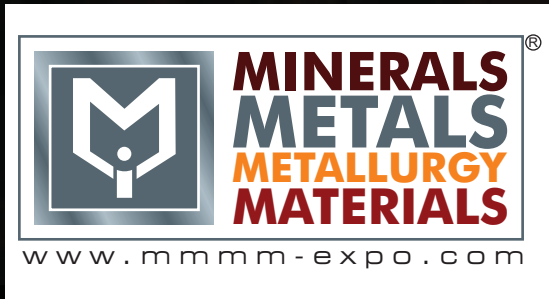
The industrial original equipment bearing markets accounted for almost 40% of world demand and included manufacturers of light and heavy industrial machines and equipment, as well as aerospace, off-highway and railway vehicles. Sales through distributors (industrial distribution and the independent vehicle aftermarket) maintained around 30% of world bearing demand, of which around 25% is related to the vehicle service market and around 75% to the industrial market.

According to this 2016 global couplings market report, couplings are mostly used to connect shafts from a gearbox to a generator, and also provide electric insulation to avoid leakage of current from a generator to gearbox as it can affect splines and bearings in wind turbines. Therefore, growth in wind power generation is expected to drive the demand for couplings during the forecast period. The analysts forecast global couplings market to grow at a CAGR of 2.3% during the period 2016-2020.



# Co-located Shows with **TECHINDIA™** 2016

ENGINEERING AND MANUFACTURING EXPO



International Exhibition on Hand Tools, Power Tools and Industrial Tools Industry



International Exhibition on Fastener Industry



International Exhibition on Cutting and Welding Equipment



International Machine Tools Expo

## Unlimited Opportunities at TECHINDIA 2016

### 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 A 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
- Find networking opportunities with professionals & skilled manpower

### Contact us for more Information



**International Trade and Exhibitions India Pvt. Ltd.**

CIN No - U92490DL2004PTC124343

1106-1107, 11th Floor, Kailash Building, Kasturba Gandhi Marg, New Delhi - 110001, India

Tel: 91-11-40828282, Fax: 91-11-40828283, Web: [www.itei.in](http://www.itei.in), [www.ite-exhibitions.com](http://www.ite-exhibitions.com)

**Naveen Thapa**, Project Director, Tel. +91-11-40828204, E. [naveen.thapa@itei.in](mailto:naveen.thapa@itei.in)  
**Vivek Bohra**, Assistant Manager - Sales, Tel. +91 11 40828226, E. [vivek.bohra@itei.in](mailto:vivek.bohra@itei.in)  
**Abhilasha Bahadur**, Assistant Manager - Sales, Tel. +91 11 40828219, E. [abhilasha@itei.in](mailto:abhilasha@itei.in)  
**Senthil Kumar**, Manager - Sales, Ph. +91 44 30744450, E. [senthil.kumar@itei.in](mailto:senthil.kumar@itei.in)  
**Siddharth Pundora**, Executive - Sales, Ph. +91 11 40828224, Email: [siddharth.pundora@itei.in](mailto:siddharth.pundora@itei.in)