

5TH
IMTOS

INDIA MACHINE TOOLS SHOW

4 - 7 July, 2013 PRAGATI MAIDAN, NEW DELHI



K AND D COMMUNICATION LIMITED

Large. 35,000 sq.mtrs of gross proposed exhibition area

Leading. The leading exhibition with world's 500 leading companies

Rewarding. Maximum exposure, maximum reach and business turn-around of 200 million US\$

IMTOS

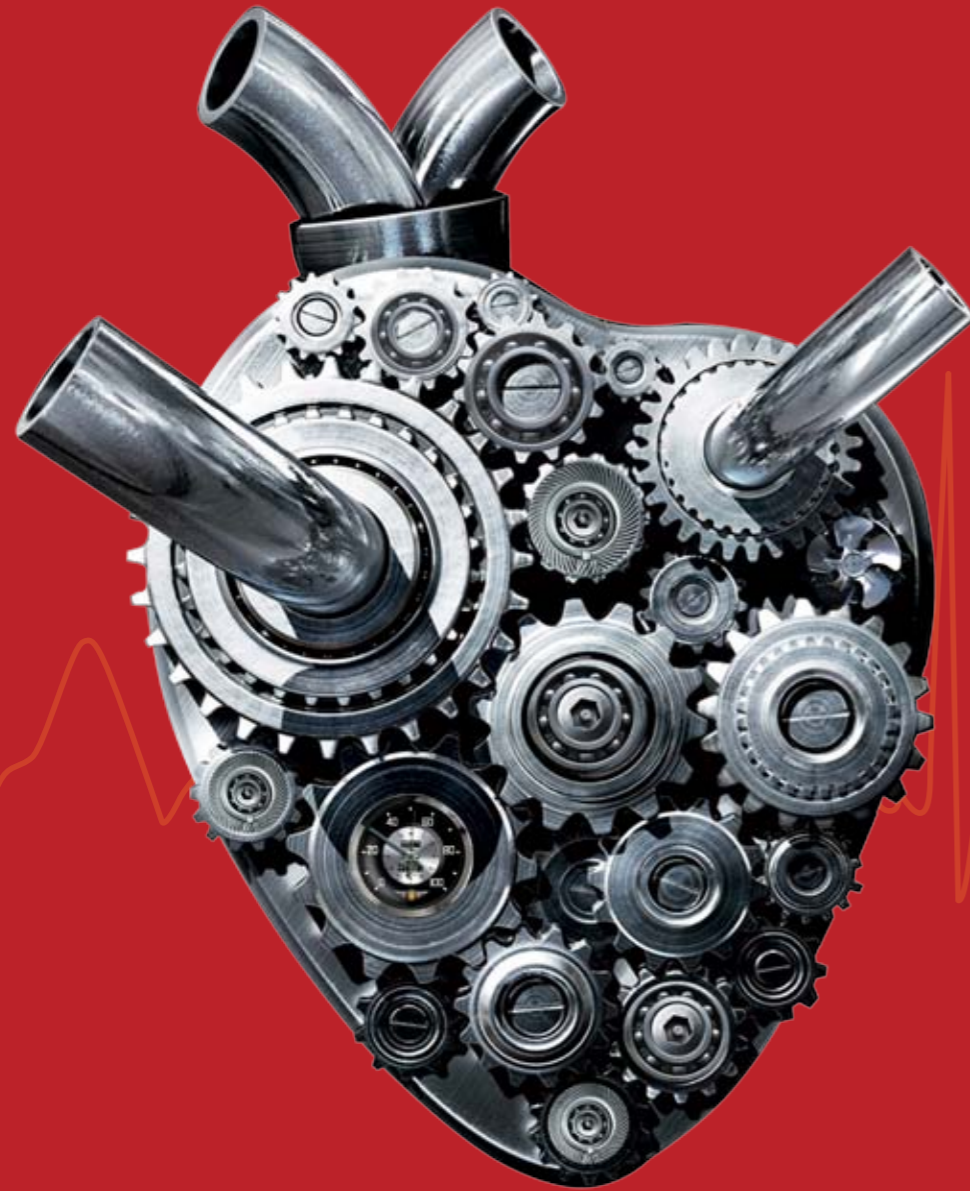
INDIA MACHINE TOOLS SHOW

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With a participation profile of more than 1000 companies from India and at least 100 companies from the top league of the capital goods sector. The country's leading exhibition on machine tools and automotive technology.

The combined business generation from previous 4 editions was an impressive US\$ 200 million.

This year IMTOS is going even bigger with a promise of immense opportunities of growth and success.



connecting to the heart of the nation...

Leaders of the Indian machine tool industry are convinced that in a knowledge-based, highly competitive, dynamic and globalized business environment; new and improved inventions, innovations, technologies designs and further product development are key to future growth and opportunities and it also needs platforms to take this industry to the world.

IMTOS is a chosen niche platform by the industry leaders.

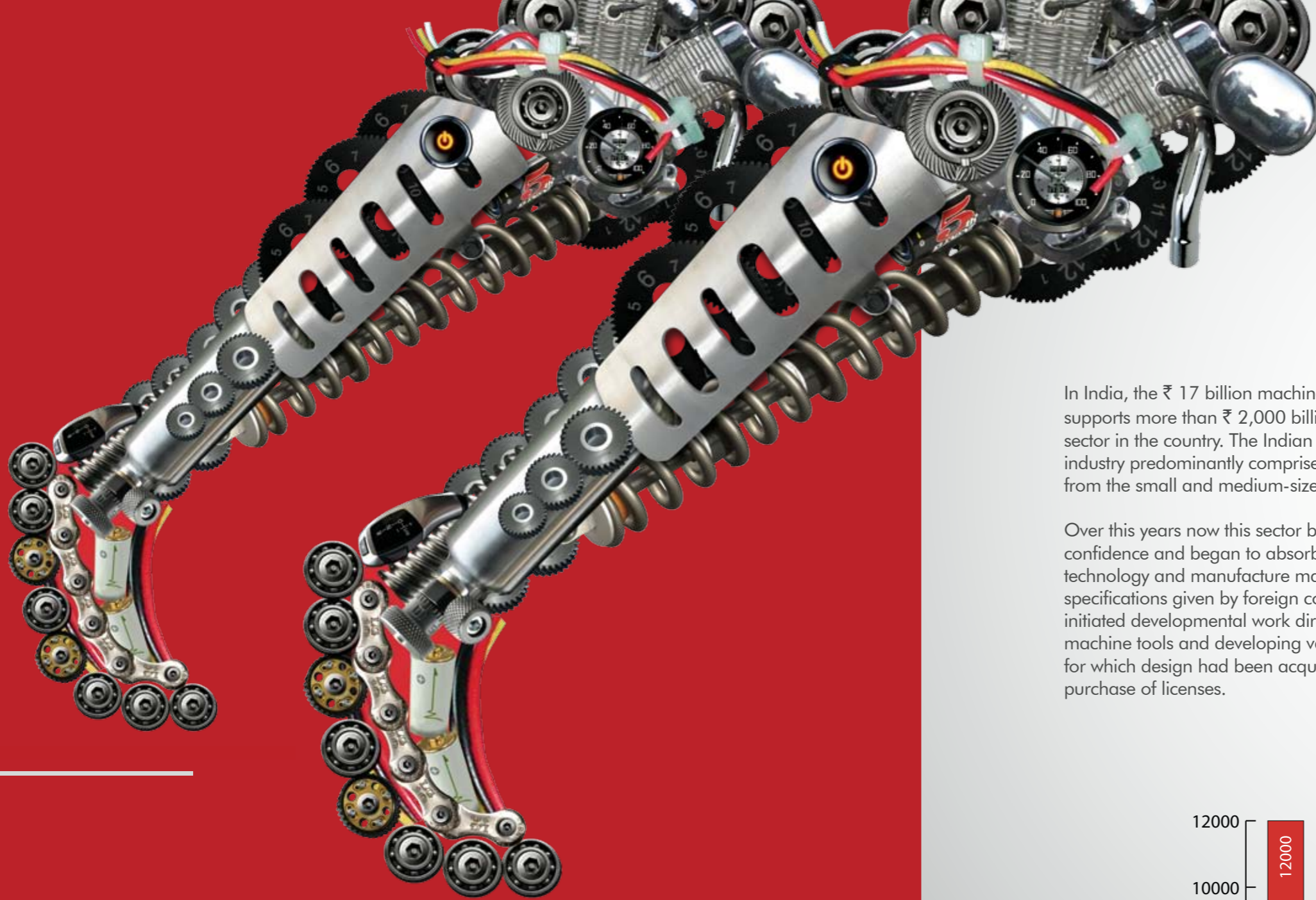


Delhi the heart of india.

Machine tools – a strategic industry, forms the backbone of many if not most of the major sectors of industrial activity in a country in the traditional manufacturing context. Therefore, a country such as India which is on the threshold of becoming a major global industrial and economic power must have a strong, well-developed, robust and modern machine tool industry to support and assist its manufacturing sector

The highest per capita income states in North India include Haryana, Himachal Pradesh, Punjab and Uttarakhand and union territories of Delhi and Chandigarh Reflecting the prosperity of the western part of North India, Chandigarh has the highest per-capita State Domestic Product (SDP) of any Indian state or union territory, while Delhi, Punjab and Haryana rank second, third and fourth (after Goa) among the states.

Delhi is an important commercial capital in Asia. The service industry contributes the largest chunk of the State Domestic Product (SDP)- about 70% followed by manufacturing (25.2%) and agriculture (3.85%) .The key industries include manufacturing, engineering & automobile industry. The manufacturing industries of Delhi have also expanded as many consumer goods industries have established manufacturing units and offices in the region.

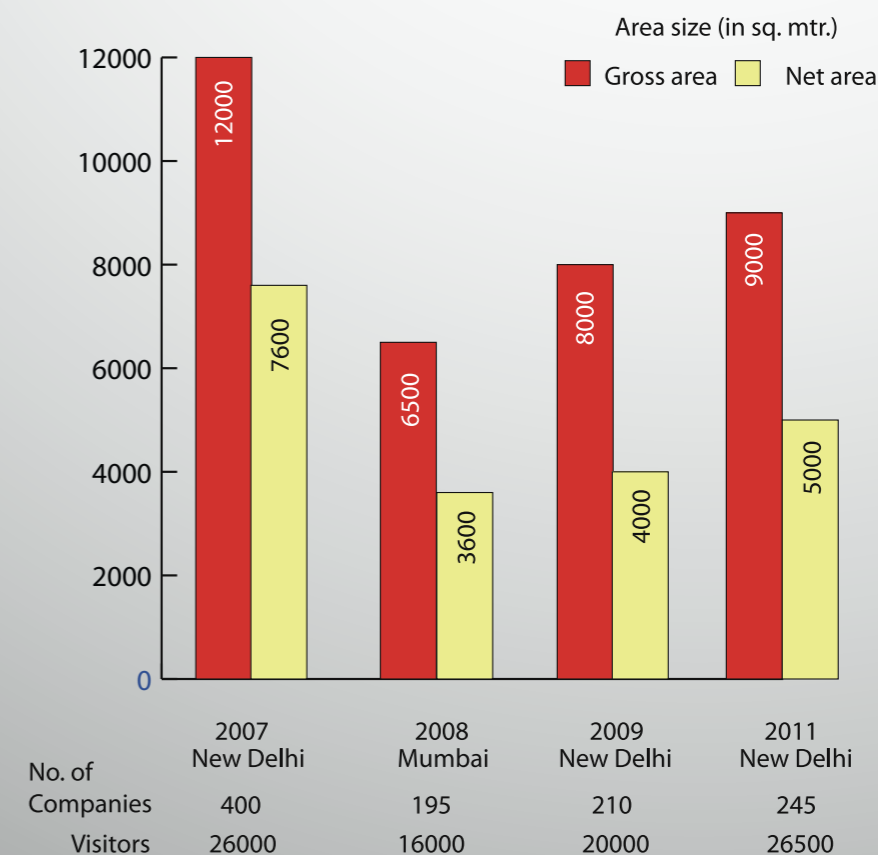


India...
a run towards
excellence...

In India, the ₹ 17 billion machine tool industry supports more than ₹ 2,000 billion manufacturing sector in the country. The Indian machine tool industry predominantly comprises manufacturers from the small and medium-sized enterprises.

Over this years now this sector bolstered in confidence and began to absorb imported technology and manufacture machine tools to specifications given by foreign collaborators. It also initiated developmental work directed to modifying machine tools and developing variants of machines for which design had been acquired by the purchase of licenses.

Indian-made machine tools are currently exported to over 55 countries – major ones being United States, Italy, Brazil, Germany, and the Middle East. Lathes and automats, presses, electro-discharge machines, and machining centres form the bulk of export orders for Indian manufacturer



where demand meets supply...



Yet another landmark for the Indian economy and the industry, generating a great deal of optimistic growth and promising outcome. India has marked growth – earning the accolade of being one amongst the fastest growing countries in the world. Surge in demand was rampant across Indian industries, especially in the engineering and the manufacturing sector. Key aspect about manufacturing industry's performance was its efforts to achieve excellence in quality, technology, design and innovation. The country also posted optimistic results in agriculture and in the services stream.

For the Indian machine tool industry, years of smooth sailing, with increased business opportunities, as a result of the demand surge from the Indian and overseas markets. Metalworking machine tool output of the Indian industry worth ₹ 16,797 million, registered a growth of 30% to 40% in recent years. Much of the growth in India's metalworking machine tools came about because of enhanced requirements from the automotive sector, the auto ancillary industry, defence, railways, job shops and small-scale industry units.

With growth and business optimism on the swell in the Indian economy and the industry, the coming years are expected to result in continuing heightened orders for the machine tool industry.

Export Scenario

Focus of Indian manufacturers to expand its potential to other frontiers resulted in tapping new opportunities in overseas markets, albeit marginally. As a result, exports increased by 45 % in last three years machine tools worth ₹ 746 million were exported by the Indian industry. Indian manufacturers exported to 36 countries, including to prominent ones such as Italy, Canada, Germany and United States.

Highlight of the machine tool exports was the performance in the CNC segment. CNC machines not only registered a growth of 60 % over the previous calendar year, but also increased its share in total Indian machine tools exported to 62 %. Machining centres followed by turning centres, electro-discharge machines and presses witnessed highest export orders. Together these four machine segments accounted for nearly two-thirds of the total exports.

Import Scenario

A burgeoning Indian market and a capacity-constrained Indian machine tool industry resulted in a zoom-phase for importers. Machine tool imports rose by 31 % to register a total value of ₹ 37,936 million. With this hike, imports captured 70 % of the Indian market share.

Bulk of the imports comprised metal-cutting machine tools, which witnessed a 22 % increase in growth over the previous years. And within this segment, machining centres, turning centres and grinding centres formed the large chunk of imports. These three machine categories captured 40 % of the total machine tool imports into the country.



IMTOS

INDIA MACHINE TOOLS SHOW

participation domains

MACHINE TOOLS AUTOMOBILE MACHINERY AND COMPONENTS POWER GENERATION DIE AND MOULD ROBOTICS & AUTOMATION AUTOMATION AND INSTRUMENTATION ELECTRICAL & ELECTRONICS EARTH MOVING MACHINERY HAND TOOLS - CUTTING TOOLS - POWER TOOLS TESTING AND MEASURING EQUIPMENT PLANT & MACHINERY CNC & SPMS ROBOTICS TEXTILE MACHINERY HYDRAULICS, PNEUMATICS & AIR COMPRESSOR WELDING & WELDING CONSUMABLE GEARS, MOTORS AND DRIVES PUMPS AND VALVES ENERGY INDUSTRIAL MACHINERY & PARTS MATERIAL HANDLING EQUIPMENT AND MACHINERY LASER CUTTING MACHINES

IMTOS majorly covers 40 sectors of the machine tools industry and more than 20 countries have participated in the last 4 series since 2007.

It offers an ideal Launch pad for new ideas, products and services, a conducive platform for forging joint ventures and collaborations and an open marketplace to source Ideal solutions. In sum, imtos 2013 will be the open-access doorway to the global marketplace and a business solution.

think growth.



think **IMTOS**
INDIA MACHINE TOOLS SHOW



Exemplary growth has been a habit for the Machine Tools industry since the past few years. This growth saga is evident from the figures which say that the machine tools industry is a US\$ 90 billion industry globally and around US\$ 750 million in India and the rate at which India is thrusting ahead is of 40% and that of the world is 23%.

There has been a considerable rise in exports and imports in a very short span of time and India ranks 19th in production and 16th in consumption of machine tools. The machine tools import has risen from ₹ 18000 million to ₹ 28000 million in the past couple of years.

Defining IMTOS, we would say that it is not just a show, its a breathtaking idea. It has been conceived to showcase the path breaking innovations in the machine tools from around the world. Be it the latest trends, be it solutions, knowledge sharing, be it vendor development or an opportunity to build strong industry network and sub-contracting, the possibilities this idea offers are immense.

IMTOS
INDIA MACHINE TOOLS SHOW

2007

The 1st IMTOS, held in the year 2007 was spread over 12,000 sq.mtrs of area and generated 120 million US\$ worth of business

2008

The 2nd IMTOS, 2008 was a path breaker and made IMTOS a worldwide brand for exhibition in the Machine Tools Industry

2009

IMTOS, 2009 i.e. the third IMTOS was thronged by over 200 exhibitors and witnessed an active participation from major world countries like USA, Japan, Germany, Spain, Italy, Singapore, Tiwan, Thailand & China

2011

IMTOS, 2011 the forth edition was thronged by over 260 exhibitors and witnessed 150 million US\$ business turn around in 4 days, and record crowd pulling of over 26000 visitors. International participation from USA, Germany, Japan, Taiwan, Spain, China, Switzerland, Singapore, Thailand, Korea, UAE



konnecting growth



K AND D COMMUNICATION LIMITED

K AND D COMMUNICATION LIMITED, a name known for bringing a new dimension to the trade and business of Indian Industry through exhibitions and industrial trade fairs and creating new milestones every step of its way.

The K AND D's journey began in the year 1997 with hard work and determination along with a dedicated team; today we can proudly proclaim that we are one of the few industrial exhibitions organizing company who organized exhibitions as per International standards.

The pioneers in Business & Industrial trade fairs; K AND D is all about bringing about a change in the industrial environment of Gujarat and India on the whole. With a broad intention to promote more and more business to India and to promote new companies & investments in India through exhibitions, K AND D ensure to leave no stone unturned to project India as the strong Tech HUB and to make this goal successful.

The event management & industrial exhibitions organizing business is always considered as an Investment here at K AND D. We have an enriched experience that evidently speaks about the value we have delivered to our clients in the form of businesses generated throughout the event. We have always tried to design a blend of personalized quality services along with cost effectiveness and value maximization.

Our events and exhibitions pay optimum rewards in addition to providing a platform to our clients who are thus bestowed with successful results on their investment which is aptly provided at our events. We can proudly proclaim that we have over 60 % repeat participation each year which is sufficient to prove that if individual prospects have not participated in our events they are missing a golden opportunity to utilize their business potential.

At all our endeavours, we have ensured that we give top priority to one important aspect which is delivering optimum value for money to our patrons by providing them with unmatched quality and services. We provide a large promotional platform to offer to every aspirant participating in our event irrespective of its size, capacity and the market presence.

flagship exhibitions



INCREASE YOUR BRAND AWARENESS
ATTAIN NEW CUSTOMERS
BUILD STRONG CUSTOMER RELATIONS
INCREASE BUSINESS
HIGHER MARKET POSITIONING
SPREAD YOUR EXPERTISE

NETWORK

STRENGTHENING CONNECTING
IMAGE BUILDING

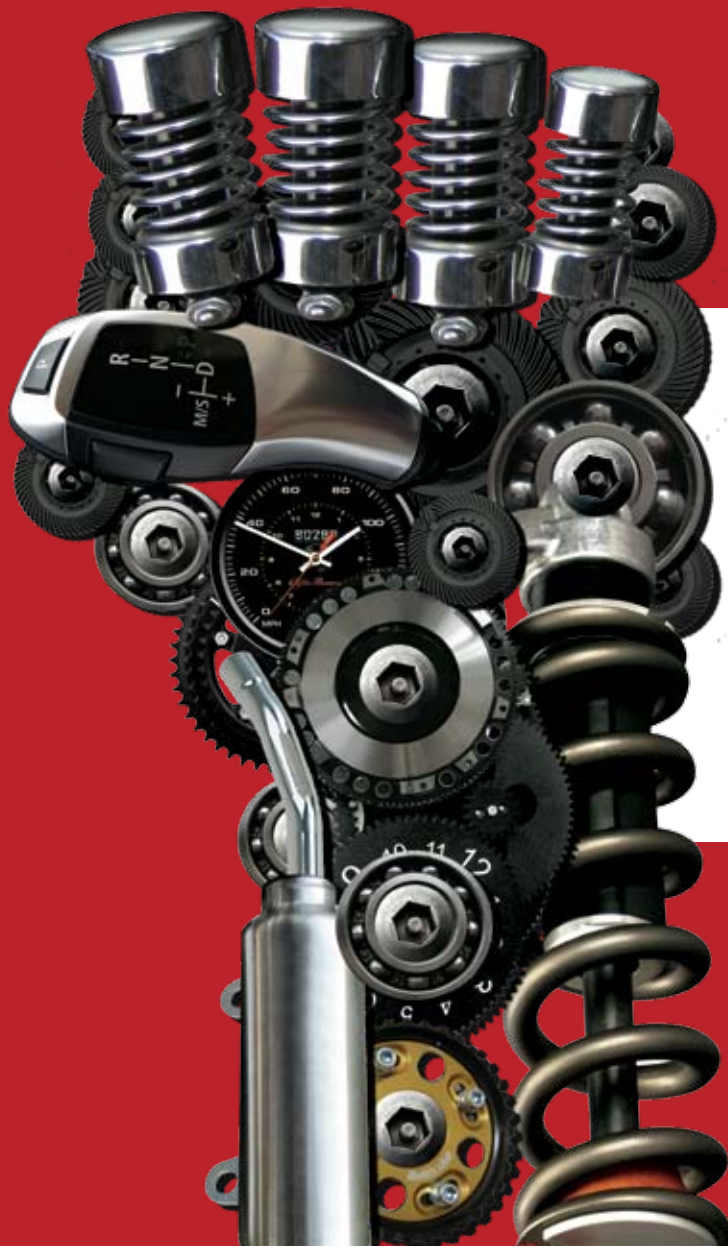
INTERNATIONAL PUBLICITY
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GLOBAL
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Grab the opportunity

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