

Munich, December 15, 2016 Closing Report

India's economy in an upswing

BAUMA CONEXPO INDIA underlines a turnaround

- **More than 31,000 participants**
- **647 exhibitors from 30 countries**

Business transactions, high-quality trade visitors and more participants than in 2014: BAUMA CONEXPO INDIA, which took place at HUDA Ground in Gurgaon/Delhi from December 12 to 15, 2016, underscored the fact that there are signs of a turnaround in the Indian market for construction machinery.

More than 31,000 participants and 647 exhibitors—of which 57 percent were international companies—from 30 countries came to the fourth International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles, which occupied a total of 150,000 square meters of space.

Igor Palka, CEO of bC Expo India—a joint venture of Messe München and the Association of Equipment Manufacturers (AEM) —, is pleased that “positive developments in the Indian market were noticeable at BAUMA CONEXPO INDIA 2016. Exhibitors made some very good contacts and in some cases reported having sold machines directly at the fair. For us as the organizer, this feedback is more than gratifying and confirms that BAUMA CONEXPO INDIA is perceived as an important platform by the market.”

That was also reflected by exhibiting companies. Vipin Sondhi, Managing Director & CEO at JCB, says he was “pleased to be participating in BAUMA CONEXPO INDIA 2016. The exhibition is a good opportunity for us to showcase the latest in the earthmoving and construction equipment sector. We have had a very positive response from customers.” Larson & Toubro reported a similarly

Point of contact Messe München
Sabine Wagner
PR Manager
Tel. +49 89 949-21478
sabine.wagner@messe-muenchen.de

Point of contact AEM:
Patricia Monroe
PR Manager
Tel. +1 414/298-4123
pmonroe@aem.org

bC Expo India Pvt. Ltd.
INIZIO 507 & 508, 5th floor,
Cardinal Gracias Road,
Opp. P & G Building,
Chakala, Andheri (East)
Mumbai – 400 099, India
Tel. +91 22 6787 9800
Fax +91 22 6787 9802
E-mail: info@bcindia.co.in
www.bcindia.com

CIN: U74999MH2009FTC198031

BAUMA CONEXPO INDIA
– Joint Venture of

encouraging experience. According to Arvind K. Garg, Executive Vice President & Head-Construction & Mining Machinery Business: “BAUMA CONEXPO INDIA was an ideal opportunity for us to launch Komatsu’s new products and showcase our product offerings, besides giving us an important platform for interacting with a large number of customers and other industry participants.” V.G. Shakthi Kumar, Managing Director at Schwing Stetter, adds: “BAUMA CONEXPO INDIA has turned out to be a great success for Schwing Stetter. Despite the demonetization situation, all our customers visited our booth to experience our new range of equipment.”

BAUMA CONEXPO INDIA is also the place to be when it comes to making business transactions directly at the exhibition, as Wu Song, Managing Director of Liugong confirms: “The success of BAUMA CONEXPO INDIA is a reflection of the overall upturn and positive outlook for the Indian construction market. We also sold several machines at the booth.” Abhijit Padhye, President Sales & Marketing/Marketing Manager at Linnhoff, agrees completely: “We are very happy and satisfied with our participation in BAUMA CONEXPO INDIA, and we have also reached our goals, as we have sold two plants from here.”

For many exhibitors, the timing of BAUMA CONEXPO INDIA could not have been better, an opinion shared by Andy Dhanarai, Director Sales at Caterpillar: “BAUMA CONEXPO INDIA is very important for us. It is a good platform for exhibiting products, especially now, when so many things are happening. It is an absolute quality show.” And Ramesh Paligiri, Managing Director & CEO at Wirtgen, confirms that this year's “BAUMA CONEXPO INDIA came at the right time of year for us. With all the investments coming, it is the right time for us to showcase our products' new models.”

For many exhibitors, participating in BAUMA CONEXPO INDIA has become indispensable, and not just because of the economic recovery. Johann Sailer, CEO at GEDA Dechentreiter, explains: “Demand is there, companies are investing again, and although the situation in India's building construction sector

remains somewhat difficult, it was very important to participate in BAUMA CONEXPO INDIA.”

The next BAUMA CONEXPO INDIA takes place in Delhi in December 2018.

Additional information and photographs from BAUMA CONEXPO INDIA are available online at www.bcindia.com

Messe München construction machinery trade fairs

In addition to holding the world-leading bauma trade fair, Messe München has a wealth of experience when it comes to organizing other international construction machinery trade fairs. Along with bauma China in Shanghai, Messe München together with the Association of Equipment Manufacturers (AEM) organizes BAUMA CONEXPO INDIA in Gurgaon/Delhi and BAUMA CONEXPO AFRICA in Johannesburg. In December 2015, Messe München successfully expanded its portfolio again by purchasing the leading Russian construction machinery exhibition CTT.

Messe München

With more than 40 trade fairs of its own for investment goods, consumer goods and new technologies at the Munich site and abroad, Messe München is one of the world's leading trade fair organizers. Every year, more than 30,000 exhibitors and around two million visitors take part in the events at the trade fair site, at the ICM - International Congress Center Munich and at the MOC Event Center Munich. Messe München also organizes trade fairs in China, India, Turkey, South Africa and Russia. With a network of associated companies in Europe, Asia and Africa, and with over 60 representatives abroad for more than 100 countries, Messe München has a truly global presence.

Association of Equipment Manufacturers (AEM)

The North American association AEM represents the interests of the manufacturers of commercial and off-road vehicles on an international level. Based in Milwaukee, Wisconsin, the association has offices in Washington DC, Ottawa, Canada and Peking, China. AEM represents over 850 companies from the agriculture, construction, forestry, mining and supply sectors. AEM is the joint owner or organizer of various internationally recognized trade fairs including CONEXPO-CON/AGG, one of the world's most important meeting places for the construction and construction material industry.