

MESSE DUESSELDORF INDIA PVT. LTD.

BASIS FOR BUSINESS INDIA



Messe
Düsseldorf
India

VASCO DA GAMA AND US!

Admittedly, we weren't as quick off the mark as Vasco da Gama, the Portuguese seafarer who discovered the ocean route to India back in 1498. But we are discoverers, too – of trading areas with good opportunities for the future.



Werner M. Dornscheidt
Chairman of the Board of Messe Düsseldorf GmbH

Messe Düsseldorf has been active in the Land of the Ganges since 2001. Firstly with a joint venture and then, since 2007, through a wholly-owned subsidiary, Messe Düsseldorf India (MDI). We've achieved a lot during this time. We've organised trade fairs, made contacts and brought markets and people together. We are creating a sustainable "Basis for Business" in India, where mutual respect forms the basis of all our actions. With the result, today we are regarded as one of the best trade fair organisers in South Asia. Brimming with ideas, energy, enthusiasm and an excellent network of contacts.

For us, this was just the beginning. India is not only one of the largest, but also one of the fastest growing economies. We help our customers to share in this, locally and internationally. **With our trade fairs, we affect industries, people, and the future.** For example, our Energy Storage fair, which is a success story in India, too. That would have really pleased Vasco da Gama.

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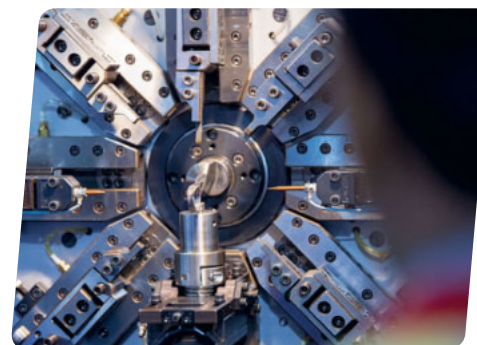
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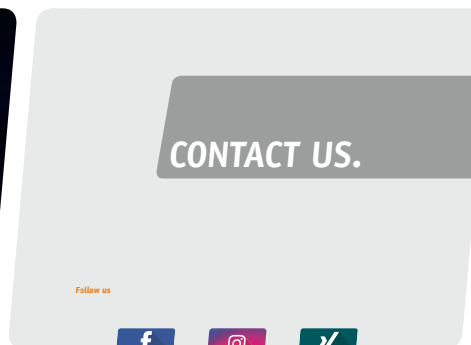
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Thomas Schlitt
Managing Director, Messe Düsseldorf India



IT WILL WORK NICELY!

More than 1.3 billion inhabitants, 23 official languages, and the only way for the economy is up. India is exciting, and one of the world's most dynamic emerging markets. Today an important hub for manufacturers and service providers alike. Tomorrow the driving force, not only in Southeast Asia, but also worldwide.

What's your name? It's a good start when an Indian businessman asks you this question. Because, this is when networking begins. In India, preferably in person, face to face. This is when contacts develop quickly into relationships. As they do at one of our 13 events – including such leading trade fairs as MEDICAL FAIR INDIA, wire India and Tube India. But we don't just handle medical technologies, cables and tubes. We also cover technologies and industries that will be of particular importance tomorrow. That's why we are hosting ENERGY STORAGE INDIA as part of a series of events we are staging in locations around the world where renewable energy is particularly important.

We are service oriented. We want to see good economic relations. These can arise if our trade fairs help ensure that an upward trajectory is maintained – both in terms of the economy as a whole and the job market. We want to see good interpersonal relationships. When the chemistry is right, interest among exhibitors and visitors from this “mega-republic” will extend towards other international events run by the Messe Düsseldorf Group.

Growing together – that is our aim. Or, in the words of our Indian business partners: “It will work nicely!”



www.md-india.com

» The Himalayas to the north, the Indian Ocean to the south – in between the seventh largest nation on earth with more than 1.3 billion inhabitants. Young and eager for knowledge. The centre: **New Delhi, our head office.** The neighbours: powerful Southeast Asian nations, the Middle East and the Far East. Other links, including those with Africa and Australia are excellent. **The opportunities? Tremendous.** For manufacturers and trading enterprises. **Messe Düsseldorf India** can open the door to the Southeast Asian market for you. What better time to invest in this emerging region?



Trending upward. India has been growing rapidly for many years now, and will continue to do so. The potential is huge. Not only with tea, sugar and other foodstuffs, where the country has long since led the rankings of global producers. But also in key industries, including the steel and automotive industries. In terms of GDP, India is hot on the heels of China and the USA. Backed by strong partners: state and development banks have made billions available for infrastructure projects.

Roads, railway lines, airports, energy projects – India is catching up with the future. The government is providing a great push forward with significant reforms and flagship programmes, such as “Make in India”, “Startup India” and “Digital India”. They are turning the country, where colonial powers such as Portugal, The Netherlands, Great Britain and France once held sway, into one of the world’s largest markets – and offering investors the prospect of attractive medium-term returns.

India is more than just a destination. It is the starting point for a successful future.

CURRY. BOLLYWOOD. GLOBAL ECONOMY.

A colourful country full of superlatives. With a young society – a source of endless new ideas and sustainable growth. Every month, one million new members of the work-force enter the market place – and find a job. Not only in the world's largest entertainment industry.



No other economy is growing as rapidly. The agricultural industry is still strong here. But the land that is home to the most billionaires in the world has long since owed its growth and prosperity to the service sector. It accounts for nearly 60 percent of GDP.

The energy industry, heavy industry, transportation, banking and insurance companies: these sectors long dominated by state-owned enterprises, are opening up. The government is privatising or backing public/private partnerships. International backers are now invited to get involved – with the benefit of improved investment conditions, often with no upper limits. And they are making use of this. Foreign direct investment is growing rapidly, most recently to around 40 billion US dollars, with a particular focus on IT, electronics, services, energy and the automobile sector.

“Make in India” – the government is smoothing the path for the world to produce in its country. For the global market. Because Indian companies now do business beyond their own doorstep. They’re now in the top league. As is becoming more apparent through acquisitions in Asia, Europe and the USA. Raising their profile on the world stage.

3 billion km² of opportunities: 3200 kilometres from north to south, and almost as wide east to west. Complete with an infrastructure that’s constantly improving: 25 kilometres of highway is being constructed every day. High-speed trains will soon be hurtling between Mumbai and Ahmedabad. And the “Delhi-Mumbai Industrial Corridor” – a planned, enormous high-tech industrial area – will not only feature eight ecologically well-conceived urban developments, but also two airports. So India can welcome even more visitors – with a flair for big business – and spicy delicacies.



INDIAN FOR INTERMEDIATES.

The side-to-side head bobble from the Indian gesture repertoire is well known: it must not be confused with the western negative head shake. Less well known are the many idiosyncrasies of Indian business culture. Our strategy: observe, listen and pick up the vibes. Our local teams have mastered this. So they can think ahead, recognise opportunities – and ultimately: act purposefully.

These qualities have made the Messe Düsseldorf Group one of the world's most successful trade fair organisers. This is also how we got involved in India back in 2001. Firstly by way of a joint venture; since April 2007, through a wholly-owned Indian subsidiary. Our aim: to build bridges. Between international private exhibitors and customers in South Asia. It's great when synergies arise, such as when Indian companies realise how valuable it can be to take part in Messe Düsseldorf's leading trade fairs around the globe.

Like parent, like child. A dynamic economy needs great exhibition centres. Intermediaries. Innovation brokers. Messe Düsseldorf has been building its network from bases in New Delhi and Mumbai for almost 17 years, with a multicultural team and first class contacts. Constantly searching for subjects that will be important for the people and markets between the Himalayas and the Indian Ocean. And then present a specifically tailored "Basis for Business". Examples? There are many. Such as INOS+H India, where everything revolves around health and safety at work. Or FLOW-CONTROL EXCHANGE, a trade fair for flow control equipment. Future for Health, a platform for digital health. in-store asia, for everything around the retail trade. indiapack pacprocess, a trade fair focused on processing & packaging. Or CLIN LAB, a conference and exhibition around medical laboratory research.

In medical technologies, cables and tubes, we are already the number one trade fair organiser in India. An established meeting point for global players, local heroes, start-ups and industry experts.

How do we do it? With heart and soul. We know how to stage trade fairs. We are service thinkers. And networkers, closely linked with decision makers in government agencies, trade & professional associations and industry. After all, we are backed by a powerful parent: Messe Düsseldorf GmbH, one of the world's most successful trade fair organisers. With a portfolio of 23 leading global trade fairs. Leading internationally in the fields of plastics and rubber, printing and packaging, wire and cables, tubes, health and medicine, and occupational health and safety. Anyone who can provide such recommendations can also access first class services in Mumbai or New Delhi.

23 x 1A

23 frontrunners – 23 trade fairs that are the undisputed no. 1 in their sector. In Düsseldorf and at our other global locations, we constantly strive to consolidate our leading position in each respective sector, to guarantee the outstanding quality of our trade fairs and to continuously respond to the needs of our customers. We focus on four global portfolios. These portfolios now play a leading role in every region of the world.

GLOBAL PORTFOLIOS

› PROCESSING & PACKAGING

interpack
DÜSSELDORF

components
DÜSSELDORF

food processing & packaging exposium
NAIROBI/KENYA

indopack
JAKARTA/INDONESIA

pacprocess India/food pex India/indiapack
MUMBAI, NEW DELHI/INDIA

pacprocess Tehran/components
TEHRAN/IRAN

process expo
CHICAGO/USA

SAVE FOOD
DÜSSELDORF

swop/components
SHANGHAI/CHINA

upakovka
MOSCOW/RUSSIA

› HEALTH & MEDICAL TECHNOLOGIES

MEDICA
DÜSSELDORF

COMPAMED
DÜSSELDORF

Integration
MOSCOW/RUSSIA

MEDICAL FAIR ASIA
SINGAPORE

MEDICAL FAIR CHINA
SUZHOU/CHINA

MEDICAL FAIR INDIA
MUMBAI, NEW DELHI/INDIA

MEDICAL FAIR THAILAND
BANGKOK/THAILAND

MEDICAL MANUFACTURING ASIA
SINGAPORE

MEDICAL WORLD AMERICAS
HOUSTON/USA

REHACARE INTERNATIONAL
DÜSSELDORF

STRATEGIC CO-OPERATIONS:

HOSPITALAR
SÃO PAULO/BRAZIL

MEDITECH
BOGOTÁ/COLOMBIA

ZDRAVOOKHRANENIYE
MOSCOW/RUSSIA

› PLASTICS & RUBBER

K
DÜSSELDORF

Arabplast
DUBAI/UNITED ARAB EMIRATES

Chinaplas
GUANGZHOU, SHANGHAI/CHINA

INDOPLAS
JAKARTA/INDONESIA

interplastica
MOSCOW/RUSSIA

interplastica KAZAN
KAZAN/TATARSTAN

IRAN PLAST
TEHRAN/IRAN

plast alger
ALGIERS/ALGERIA

Plastics & Rubber Vietnam
HO CHI MINH CITY/VIETNAM

PLASTINDIA
GANDHINAGAR, GUJARAT/INDIA

T-PLAS
BANGKOK/THAILAND

› METALS & FLOW TECHNOLOGIES

GIFA
DÜSSELDORF

FLOW-CONTROL EXCHANGE
NEW DELHI/INDIA

indometal
JAKARTA/INDONESIA

Iran wire
TEHRAN/IRAN

ITPS
International Thermprocess Summit
DÜSSELDORF

ITPS Americas
CHICAGO/USA

Litmarsh Russia
MOSCOW/RUSSIA

Metallurgy India
MUMBAI/INDIA

Metallurgy Russia
MOSCOW/RUSSIA

METEC
DÜSSELDORF

NEFTEGAZ
MOSCOW/RUSSIA

NEWCAST
DÜSSELDORF

PUMP SUMMIT
DÜSSELDORF

PUMP SUMMIT AMERICAS
HOUSTON/USA

THERMPROCESS
DÜSSELDORF

»

Tube
DÜSSELDORF

Tube CHINA
SHANGHAI/CHINA

Tube India
MUMBAI/INDIA

Tube & Pipe Producers and Suppliers Pavillon at FABTECH
CHICAGO/USA

Tube Russia
MOSCOW/RUSSIA

Tube Southeast ASIA
BANGKOK/THAILAND

TUBOTECH
SÃO PAULO/BRAZIL

VALVE WORLD EXPO
DÜSSELDORF

VALVE WORLD EXPO AMERICAS
HOUSTON/USA

VALVE WORLD EXPO ASIA
SHANGHAI/CHINA

wire
DÜSSELDORF

wire CHINA
SHANGHAI/CHINA

wire India
MUMBAI/INDIA

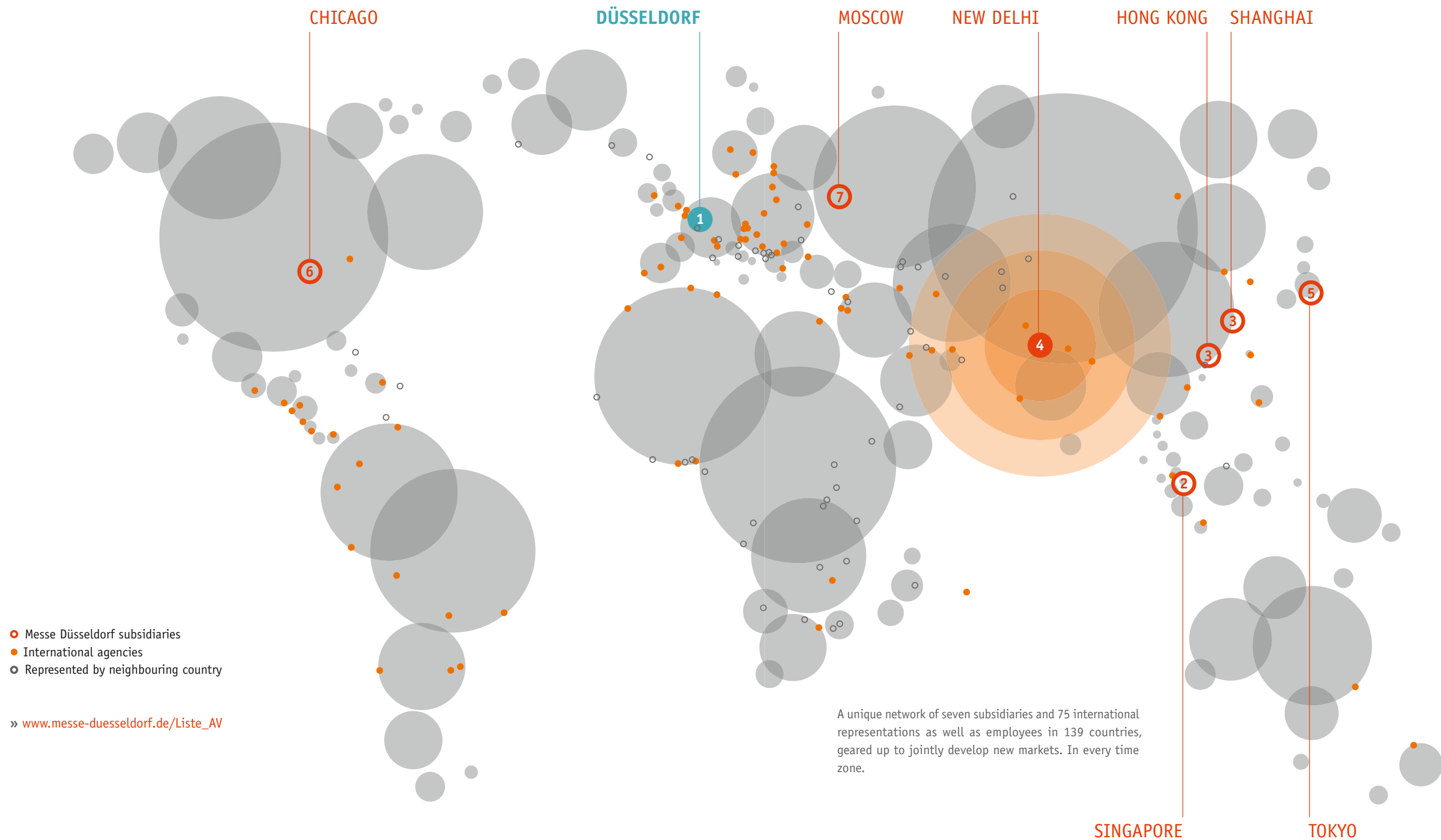
wire Russia
MOSCOW/RUSSIA

wire South America
SÃO PAULO/BRAZIL

wire Southeast ASIA
BANGKOK/THAILAND

THE BEST BUSINESS CIRCLE

- 1 **Düsseldorf:** head office of the Messe Düsseldorf Group – at the centre of Western Europe 2 Basis for business in Southeast Asia: **Singapore** 3 Close to 1.3 billion customers: Messe Düsseldorf China in **Hong Kong, Shanghai and Beijing** 4 Gateways to the Indian subcontinent: **New Delhi and Mumbai** 5 One of the world's leading economies: **Japan** 6 Where all our North American activities are coordinated: **Chicago** 7 Trade fair centre for the whole of Eastern Europe: **Moscow**



FUELLING THE FUTURE.

Exhibitors and visitors can rest assured: the best in their business meet at all trade fairs organised by the Messe Düsseldorf Group. Our favourite disciplines are always those the market demands. In India, these are currently machine tools, plant and equipment, as well as health and medicine. And tomorrow? You decide.



01

MACHINE TOOLS, PLANT
AND EQUIPMENT

IN INDIA
ENERGY STORAGE INDIA
FLOW-CONTROL EXCHANGE INDIA
food pex
glasspex India
glasspro India
indiapack pacprocess
INDIA ESSEN WELDING & CUTTING
Metallurgy India
Tube India
wire India

IN DÜSSELDORF
drupa
ENERGY STORAGE
GIFA
glasstec
interpack
ITPS
K
METEC
NEWCAST
THERMPROCESS
Tube
VALVE WORLD EXPO
wire

02

RETAIL, TRADE
AND SERVICES

IN INDIA
in-store asia

IN DÜSSELDORF
EuroCIS
EuroShop
ProWein

03

HEALTH
AND MEDICINE

IN INDIA
INOS+H EXPO
MEDICAL FAIR INDIA
CLIN LAB EXPO CONFERENCE
FTR4H (Future for Health)

IN DÜSSELDORF
A+A
COMPAMED
MEDICA
REHACARE INTERNATIONAL

04

LIFESTYLE
AND BEAUTY

IN DÜSSELDORF
BEAUTY DÜSSELDORF
GALLERY Shoes
make-up artist design show
Tag it! by GDS
TOP HAIR - DIE MESSE

05

LEISURE

IN DÜSSELDORF
boot Düsseldorf
CARAVAN SALON DÜSSELDORF
TourNatur

For further information on our five fields of expertise look us up at www.messe-duesseldorf.com

Worldwide

› GIFA Düsseldorf › METEC Düsseldorf › THERMPROCESS Düsseldorf › NEWCAST Düsseldorf



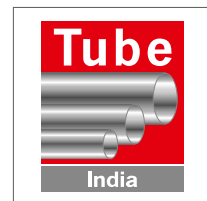
› **Metallurgy India**
Mumbai

Frequency: biennial
Online information www.metallurgy-india.com

“Metallurgy India” in Mumbai provides visitors with an overview of metallurgical technologies, services and products, as well as all essential market information on ferrous and non-ferrous metals.

Worldwide

› Tube Düsseldorf › Tube CHINA Shanghai › Tube & Pipe Producers and Suppliers Pavillon at FABTECH Chicago › Tube Russia Moscow › Tube Southeast ASIA Bangkok › TUBOTECH Brazil São Paulo



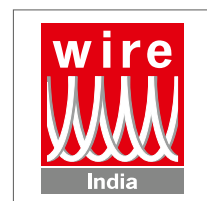
› **Tube India**
Mumbai

Frequency: biennial
Online information tube-india.com

“Tube India” is staged simultaneously with other metal trade fairs in Mumbai, and has developed into India’s leading trade fair for tube production, tube machining and the tube trade. Our programme: raw materials, tubes and accessories, machines for tube production, used machines plus tools and aids for process technology, measurement and control technology.

Worldwide

› wire Düsseldorf › wire CHINA Shanghai › wire Russia Moscow › wire South America São Paulo
› wire Southeast ASIA Bangkok › Iran wire Teheran



› **wire India**
Mumbai

Frequency: biennial
Online information www.wire-india.com

“wire India”, the third event in our quartet of metal trade fairs, showcases machine tools and systems for wire production and wire finishing; forming technology; spring manufacturing technology; cable and stranded wire machines; tools and aids for process technology; measurement and control technology; all types of wire, wire rod, bare wire, sheet metal and special wires and cables.



› **INDIA ESSEN WELDING & CUTTING**
Mumbai

Frequency: biennial
Online information www.iewc.in

“INDIA ESSEN WELDING & CUTTING” covers subjects extending from plant and equipment for joining, coating and cutting to thermal injection moulding through to data processing and automation processes.

Worldwide

› interpack Düsseldorf › components Düsseldorf › food processing & packaging exposium Nairobi
› indopack Jakarta › pacprocess Tehran/components Teheran › process expo Chicago › swop/components Shanghai › upakovka Moscow



› **indiapack pacprocess**
Mumbai/New Delhi

Frequency: annual
Online information www.pacprocess-india.com

“International PackTech India”, India’s leading trade fair for packaging, packing/packaging materials, packaging production, packaging technology and package printing, was relaunched as pacprocess and has since been held with the indiapack trade fair organised by the Indian Institute of Packaging.



› **food pex**
Mumbai/New Delhi

Frequency: annual
Online information www.foodpex-india.com

“food pex India”, the international trade fair for food processing and packaging is staged simultaneously with pacprocess and showcases solutions for processing and packaging all types of food since 2016.

Worldwide

› **ENERGY STORAGE EUROPE** Düsseldorf › **ENERGY STORAGE CHINA** Beijing › **ENERGY STORAGE INDIA** New Delhi/Mumbai › **ENERGY STORAGE JAPAN** Tokyo › **ENERGY STORAGE NORTH AMERICA** San Diego



› **ENERGY STORAGE INDIA**
Mumbai/New Delhi

Frequency: annual

Online information www.esiexpo.in

“ENERGY STORAGE INDIA” (ESI) is the leading conference and trade fair for energy storage and micro grid solutions in India. It brings together suppliers and customers and is the perfect platform both for sharing technical information and for concluding business deals. Its aim is the further development of the energy storage market through cost effective applications. It focuses on new business models for energy transmission, energy distribution, micro grid/campus and mobility solutions.

Worldwide

› **glasstec** Düsseldorf



› **glasspex India**
Mumbai

Frequency: biennial

Online information www.glasspex.com

The “International Exhibition for Glass Production – Processing – Products” showcases the entire spectrum from glass production and finishing through to applications. It introduces trade visitors to technical innovations, modern processing technologies and the latest trends in glass applications.



› **glasspro India**
Mumbai

Frequency: annual

Online information www.glassproindia.com

The “International Exhibition for Flat Glass Processing, Products and Accessories” showcases new trends and innovations in flat glass and finished glass products and applications. The latest glass processing solutions, tools, auxiliary materials and services are also on display.



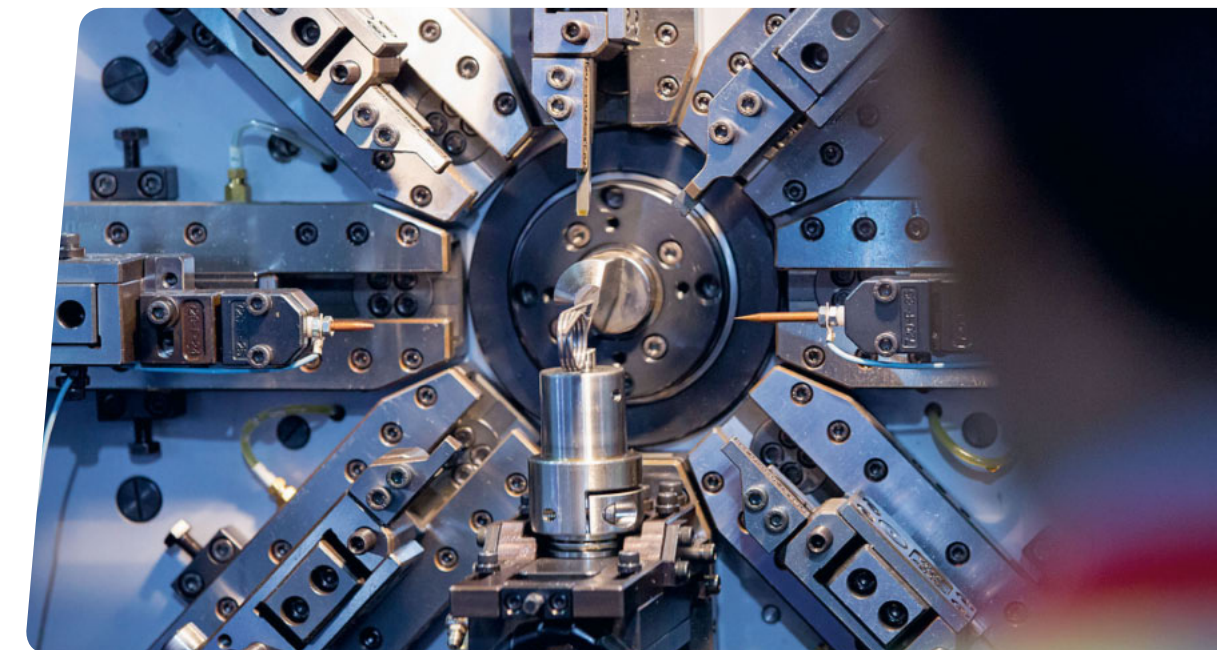
› **FLOW-CONTROL EXCHANGE INDIA**
Mumbai

Frequency: biennial

Online information

www.valve-world.net/fceindia/flow-control-exchange-india-conference-exhibition.html

“FLOW-CONTROL EXCHANGE INDIA” is a unique combination of conference and trade fairs, focusing on valves, valve trains and all related technologies for material flow control. It offers local and international suppliers and end users new opportunities to expand their business beyond the borders of the Indian market.



02

RETAIL, TRADE AND SERVICES

Worldwide

› EuroShop Düsseldorf › EuroCIS Düsseldorf › C-star Shanghai



› **in-store asia**
Mumbai/New Delhi

Frequency: annual

Online information www.instoreasia.org

“in-store asia” is Indian subcontinent’s largest event for retail design and solutions for the retail trade. It brings together the most important leaders in the retail trade and industry professionals from India and abroad: to exchange ideas and to initiate business deals.



03

HEALTH AND MEDICINE

Worldwide

› MEDICA Düsseldorf › COMPAMED Düsseldorf › Integration Moscow › MEDICAL FAIR ASIA Singapore
› MEDICAL FAIR CHINA Suzhou › MEDICAL FAIR INDIA Mumbai, New Delhi › MEDICAL FAIR
THAILAND Bangkok › MEDICAL MANUFACTURING ASIA Singapore › MEDICAL WORLD AMERICAS
Houston › REHACARE INTERNATIONAL Düsseldorf



› **MEDICAL FAIR INDIA**
Mumbai/New Delhi

Frequency: annual

Online information www.medicalfair-india.com

This event showcases the latest developments and technologies in the healthcare industry. It is the leading event in the field of medical products and medical technologies.

Worldwide

› A+A Düsseldorf › COS+H Beijing › OS+H ASIA Singapore › TOS+H Istanbul › UGOL ROSSII &
MINING Novokuznetsk



› **INOS+H EXPO**
New Delhi/Mumbai

Frequency: biennial

Online information www.esiexpo.in

“A+A”, the leading global trade fair with convention for personal protection, operational health and safety at work, has extended its “family” of international trade fairs with the “INOS+H EXPO” in order to open up new markets for Indian exhibitors and export-oriented companies that focus on this booming subcontinent.



› **CLIN LAB EXPO CONFERENCE**
Mumbai/New Delhi

Frequency: annual, as part of MEDICAL FAIR INDIA
Online information www.medicalfair-india.com

“CLIN LAB INDIA” – a conference with exhibition – is organised in cooperation with Scherago International and focuses on the latest trends in medical laboratory research. It offers numerous, thoroughly prepared, best practice examples, presentations, panel discussions and opportunities for collaboration with the most creative minds in the field of life science and in-vitro diagnostics.



› **FUTURE FOR HEALTH (FTR4H) – DRIVING DIGITAL HEALTH**
Mumbai/New Delhi

Frequency: annual, as part of MEDICAL FAIR INDIA
Online information www.medicalfair-india.com

“FTR4H” (Future For Health) is an international platform that facilitates meetings, discussions, dialogue and the exchange of information among thousands of digital health start-ups, companies and investors, including catalysts and media representatives from all over the world, to investigate how the digital transformation is affecting the healthcare industry.

“FTR4H” acts as an ideas factory and creates definitions in order to connect all global digital health ecosystems in markets such as China, Europe, India, Israel and the USA with MEDICA – a hashtag to classify the drivers behind digital health: #FTR4H



CONTACT US.

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Basis for
Business

