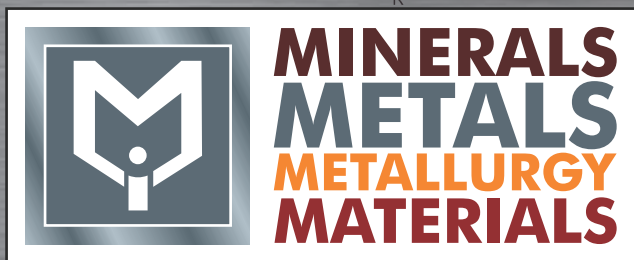




Post Show Report

PSR 2016
POST SHOW REPORT



**MINERALS
METALS
METALLURGY
MATERIALS**

www.mmm-expo.com

10 - 12 August, 2016

Pragati Maidan, New Delhi, India



सत्यमेव जयते

CO-Sponsored by

Ministry of Steel
Ministry of Mines
Ministry of Earth Sciences
Ministry of External Affairs
Ministry of Micro Small & Medium Enterprises
Department of Commerce
Ministry of Heavy Industries and Public Enterprises
Council of Scientific & Industrial Research
GOVERNMENT OF INDIA

Supported by

WMF
WORLD METAL FORUM



A Step **For**ward
the Industry

11th International Exhibition & Conference

Conference on “**Minerals & Metals** and their Contribution to **MAKE IN INDIA**”

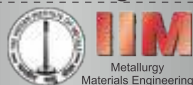
CO-LOCATED SHOWS



Organiser



Joint Organiser



Gold Partner



Silver Partner



IBNP Partner



Global
Technology
Supplier
Pavilion

Gold Partners



Silver Partner





Shri Chaudhary Birender Singh
Hon'ble Union Minister of Steel,
Govt. of India

I am delighted to know that The Indian Institute of Metals, Delhi Chapter is organizing the 11th Biennial International Conference on "Minerals and Metals and their Contribution to Make in India" along with the International Exhibition on "Minerals, Metals, Metallurgy & Materials" during August 10-12, 2016 at Pragati Maidan, New Delhi. Minerals and Metals provide the basic building blocks for the development of industries in any country. India is fortunate to have been blessed with a wide range of both major and minor minerals. Their scientific exploitation is a must for economic development and growth of nay country. I am sure that the Conference will provide a useful forum for exchange of ideas, technical expertise and Know-how among the domestic and international scientists and contribute to development and growth of indigenous industries in line with contemporary trends. I wish the Event all Success,



Shri Vishnu Deo Sai
Hon'ble Minister of State
for Steel,
Govt. of India

I am happy to know that The Indian Institute of Metals (IIM), Delhi Chapter is organizing an International Conference on "Minerals and Metals and their contribution to Make in India" along with the International Exhibitions on "Minerals, Metals, Metallurgy & Materials" during August 10-12, 2016 at Pragati Maidan, New Delhi. I appreciate that the Minerals, Metals, Metallurgy & Materials event has been serving that industry for the last two decades and provides an excellent opportunity for technology & knowledge transfer as well as exploring new business opportunities from the world over. I extend my best wishes to the IIM-DC for successful conference and exhibition.



Shri Manohar Parik
Hon'ble Minister of Defence,
Govt. of India

I am happy to learn that the Indian Institute of Metals, Delhi Chapter is organizing an International Conference on Minerals and Metals and their contribution to 'Make in India' along with the International Exhibition on 'Minerals, Metals, Metallurgy and Materials' from 10-12th August, 2016 at Pragati Maidan, New Delhi. Minerals and Metals play an important role in the development and production of a wide variety of equipment required for the defence of the country, I am sure the Conference is a right step in this direction and will provide a useful forum for exchange of information, technology and know-how among the domestic and international experts. I congratulate the organizers for taking up this venture in bringing out a souvenir on this occasion and also wish them all success.

'JAI HIND'



Shri Dr. Sanak Mishra
Secretary General &
Executive Head
Indian Steel Association

I am delighted to learn that the Delhi Chapter of The Indian Institute of Metals and the International Trade and Exhibitions India Limited are jointly organizing an International Exhibition and Conference on Minerals, Metals, Metallurgy and Materials - popularly known as MMMM at Pragati Maidan, New Delhi from 10th to 12th August, 2016.

MMMM has been one of the most significant events in the Indian minerals and metals arena. It has served as a platform to congregate, brainstorm, exchange ideas and forge meaningful business partnerships.

Today, the minerals and metals industries are facing numerous challenges such as cheaper imports, rising energy cost, subdued demand of finished product etc. I am sure that solutions to some of these challenges will emerge during this event.

I wish the event a grand success.



Shri KL Mehrotra
Chairman
The Indian Institute of
Metals- Delhi Chapter &
Chief Convener
World Metal Forum

Minerals and Metals are the life line of economy of a country. These two sectors jointly contribute to around 4.5% in the overall GDP of our country. Thanks to the mother earth that India is endowed with most of the valuable mineral resources. Minerals and Metals Industry is the backbone of Indian Manufacturing Sector. Our Government is committed to manifold growth in the manufacturing sector. If we have to increase the employment opportunities, manufacturing sector has to be given a strong push.

The Exhibition show-casing products and machineries by exhibitors from India and overseas in the MMMM 2016 event will facilitate exchange of information and transfer of technologies in the minerals and metals sector. It is expected that the outcome of the Conference and Exhibition will be a grand success and help all the stakeholders in the minerals and metals sector.

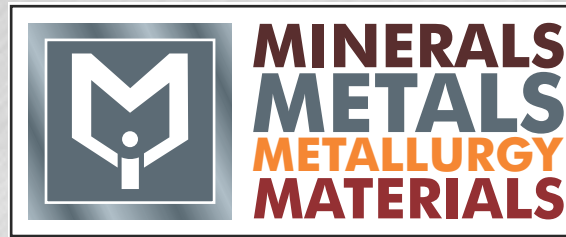


Dr. Dinesh Kumar Likhi
CMD
Mishra Dhatu Nigam

It undeniably a great pleasure to learn that THE INDIAN INSTITUTE OF METALS – DELHI CHAPTER and International Trade and Exhibition India is organizing a Three Day International Exhibition and Conference on Minerals, Metals, Metallurgy & Materials – MMMM at New Delhi, from 10th to 12th August 2016 in collaboration with International Trade and Exhibitions India Ltd (ITEI), an Indian subsidiary of ITE Group PLC, UK and that a souvenir is being published on this occasion. The theme chosen for the conference is "Minerals and Metals and their contribution to MAKE in INDIA".

I wish the Conference a great success

THE ORGANIZERS OF



www.mmm-m-expo.com

1st International Exhibition & Conference
10 - 12 August, 2016 • New Delhi

CO-LOCATED SHOWS



Wish to Thank

All Exhibitors and Visitors from

Algeria, Bangladesh, Belgium, Brazil, Canada, China, Egypt, Finland, Germany, Ghana, Hong Kong, India, Israel, Japan, Kazakhstan, Libya, Malaysia, Nepal, Oman, Pakistan, Russian Federation, Saudi Arabia, Singapore, South Africa, Switzerland, Taiwan, Turkey, United Arab Emirates, United Kingdom, United States of America, Vietnam

and Grateful to



सत्यमेव जयते

Ministry of Government of India for Co-sponsoring

Ministry of Steel
Ministry of Mines
Ministry of Earth Sciences
Ministry of External Affairs
Ministry of Micro Small & Medium Enterprises
Department of Commerce
Ministry of Heavy Industries and Public Enterprises
Council of Scientific & Industrial Research
GOVERNMENT OF INDIA

Industry for their Support



India Electronics &
Semiconductor Association



Federation of Karnataka Chambers
of Commerce & Industry (FKCCI)



Tool & Gauge Manufacturers
Association of India



Gujarat Chamber of
Commerce and Industry



European Association of
the Machine Tool Industries



Cold Rolled Steel Manufacturers
Association of India



Fasteners Manufacturing
Association of India



Andhra Chamber
of Commerce



All India Induction
Furnaces Association



Aluminium
Extruder's Council



Telangana Chambers of
Commerce and Industry



Indian Industries
Association (IIA)



The Utkal Chamber of
Commerce & Industry Ltd



Associated Chambers of Commerce
and Industry of Uttar Pradesh

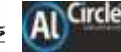


Indian Pulp and Paper
Technical Association



All India Steel
Re rollers Association

Media for their Support



India is expected to become the world's second largest producer of crude steel in the next 10 years,

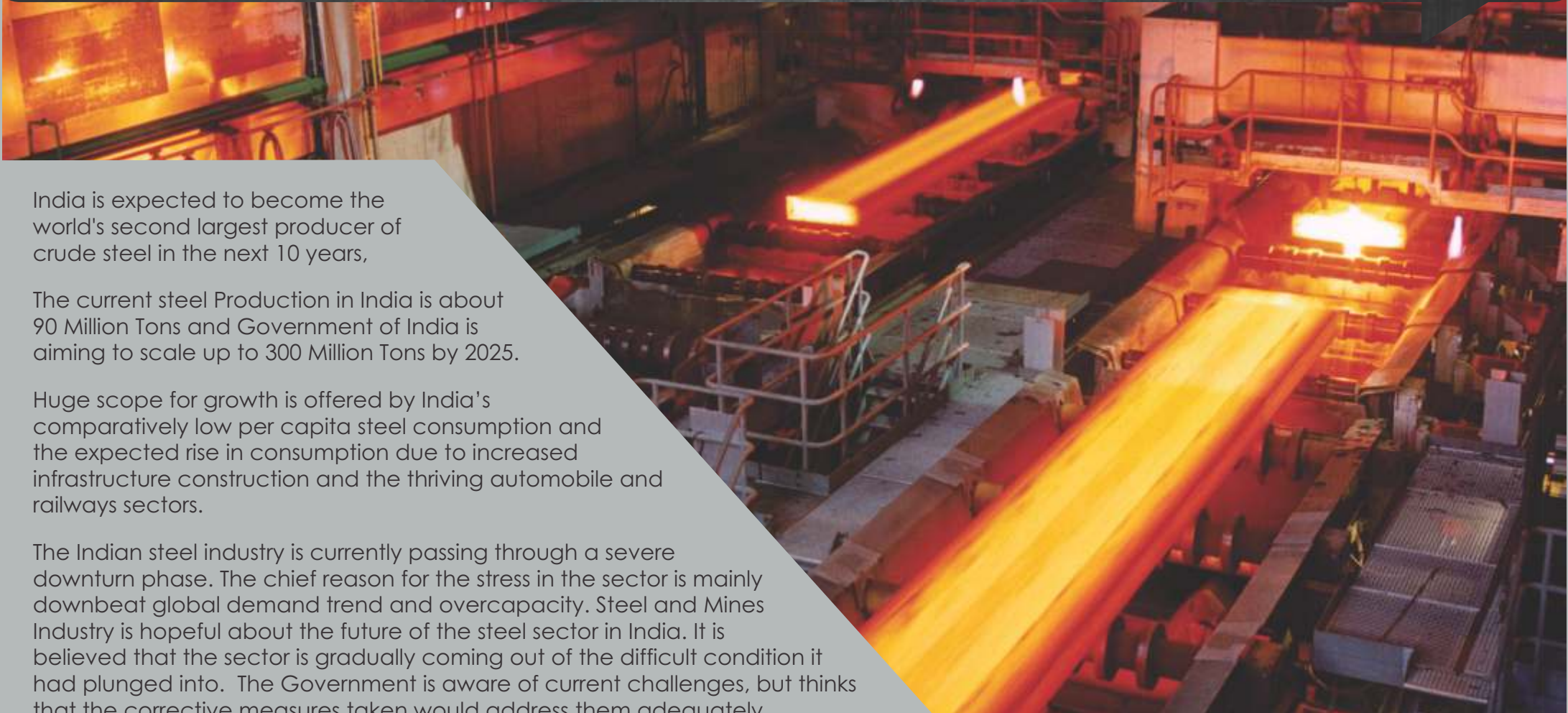
The current steel Production in India is about 90 Million Tons and Government of India is aiming to scale up to 300 Million Tons by 2025.

Huge scope for growth is offered by India's comparatively low per capita steel consumption and the expected rise in consumption due to increased infrastructure construction and the thriving automobile and railways sectors.

The Indian steel industry is currently passing through a severe downturn phase. The chief reason for the stress in the sector is mainly downbeat global demand trend and overcapacity. Steel and Mines Industry is hopeful about the future of the steel sector in India. It is believed that the sector is gradually coming out of the difficult condition it had plunged into. The Government is aware of current challenges, but thinks that the corrective measures taken would address them adequately.

Few other facts are

- India is the Largest Sponge Iron Producer in the World
- India produces 87 minerals
- The total production of minerals in 2015-16 estimated 234.8 million tonnes.
- The total value of mineral production during 2015-16 has been estimated at INR 26,689,550 Million
- Steel industry and its associated mining and metallurgy sectors attracted foreign direct investments (FDI) of US\$ 1,669.49 million and US\$ 11,000 million during 2000- 2015.



MMMM is by far, the largest and the most prestigious event on Minerals, Metals, Metallurgy & Materials with Presence of all Leading companies of Steel and Metal industry. The event has always received worldwide appreciation from all over the industry and proved to be the best international business platform in India. The event is sponsored by The Indian Institute of Metals – Delhi Chapter (IIM-DC) and is being jointly organized by IIM-DC and ITEI, the Indian subsidiary of ITE Group PLC (UK).

A complete conclave of Policy Makers, CEOs, and Industry experts, Scientists, Academia and Engineers associated with Minerals, Metals, Metallurgical and Allied Industries

MMMM 2016 was Co-sponsored by major Ministries of Government of India like Steel, Mines, External Affairs, Heavy Industries & Public Enterprises, Commerce & Industry, Earth Sciences, MSME & CSIR.

Collocated with four other related shows exhibitions to create a mega business platform for the Metal, Manufacturing & Engineering industry-

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The Event was Inaugurated by

SHRI CHOUDHARY BIRENDER SINGH

Hon'ble Union Minister of Steel, Government of India

and Whole Business Carnival of Steel, Metal, Metallurgy and Engineering Technologies was attended by the leading luminaries of industries includes

Shri Vishnu Deo Sai

Hon'ble Minister of Steel
Government of India

Dr. Aruna Sharma

Secretary, Ministry of Steel
Government of India

Dr. Sanak Mishra

Secretary General & Executive Head
Indian Steel Association

Sh. Naveen Jindal

Chairman
Jindal Steel and Power Limited (JSPL)

Mr. PaveV. Komaron

Dy. Trade Commissioner
The Russian Federation in the Republic of India

Dr. Ildar Batkaev

Head - Economic Division
The Russian Federation in the Republic of India

Oksana Dutova

Chief of Advertisement and
Exhibition Department
Ural Chamber of Commerce & Industry

Alexey Salov

Head of International and
Interregional Exhibitions Division
Ural Chamber of Commerce & Industry

Mr. PK Singh

Chairman
Steel Authority of India Limited

Mr. P Madhusudhan

Chief Managing Director
Rashtriya Ispat Nigam Limited

Mr. AK Tyagi

Chief Managing Director
Metallurgical & Engineering Consultants

Mr. RN Parbat

Former President
Indian Institute of Metals

Mr. Anil Anand

Managing Director
Paul Wurth

Mr. Dilip Oomen

Managing Director & Chief Executive Officer
Essar Steel





3 Days Conference on
“Minerals and Metal and
their Contribution to Make
in India”



“International Business
Networking
Program” on
**Industrial Lubricants
Furnaces & Heat
Treatment
Rolling Mills
pumps & Gears
Transformers**

14000 Sqm
Gross Exhibition Area



Supported by
**16 Industry Associations
and
70 Trade Media**



Investor Meet
by Members of Pacific Alliance
comprising of Chile, Peru,
& Columbia

Co-sponsored by



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Ministry of Steel
Ministry of Mines
Ministry of Earth Sciences
Ministry of External Affairs
Ministry of Micro Small & Medium Enterprises
Department of Commerce
Ministry of Heavy Industries and Public Enterprises
Council of Scientific & Industrial Research
GOVERNMENT OF INDIA

7,087 Trade Visitors
from **31 Countries**

354 Leading
Exhibitors from
11 Countries

Large Participation from
China and Russia

**Global Technology
Supplier Pavillion**

**Business Alliance
Meet** by URAL Chamber of
Commerce & Industries



Day-1 10th Aug. 2016

INAUGURAL SESSION

Address by Guest of Honor

SHRI CHAUDHARY BIRENDER SINGH

Union Minister for Steel, Govt. of India

Metal Industry Business Forum

Chaired by : Dr. Aruna Sharma

Secretary, Ministry of Steel, Government of India

Moderate by : Dr. Sanak Mishra

Secretary General & Executive Head

Indian Steel Association

Role of Financial Institutions in shaping future of Metal Sector.

Existing Mineral Resources in India & Its Future Prospecting

- E-Auctioning of Mines
- Opportunities in the Mining Sector
- Exploration Scenario on Mineral & Mining Front
- Challenges and Opportunities in Minerals, Mining, Coal Sector
- Improved Blasting Design in a Surface Coal Mine



Day-2 11th Aug. 2016

Present & Future of Non-Ferrous in India

- Additive Manufacturing in India – Challenges
- Importance of R & D in Aluminum: World and Indian Scenario
- End Use Applications of Copper- Its Challenges and Opportunities
- Improved Blasting Design in a Surface Coal Mine
- Latest advancement in Coke oven Battery design for reduced environmental impact.
- Economic & Industrial Potential of the Sverdlovsk region by Ural Chamber of Commerce & industry

Technology & Competitiveness of Indian Steel Sector with respect to Global Scenario

- Competitiveness of Indian Steel
- Journey of Tata Steel in Energy Efficiency
- Coal Injection in India – The Myth is Broken
- Raw Material Security and Rising Imports
- Challenges in Installation of Basic Oxygen Furnaces (BOF)
- Focus on Industry 4.0 in the metals industry for digitalization of steel production

Effective Utilisation of Low Grade Mineral Resources

- Beneficiation Plant at Balaghat by Bateman for upgrading low grade manganese ore By jigging process
- Pelletisation and Beneficiation of Ores
- Trend Towards Increased adoption of pelletisation and its increasing use in large BFs
- Role of Pellets in Effective Utilisation of low/medium grade iron ore
- Quality Requirement of Iron bearing burden for Large BFs in the context of SAIL (RDCIS)
- Reduced Sinter Production Costs-Mechanical and Process Solutions
- Presentation on Pellets by Essar Steel

Role of Infrastructure Sector to meet the Challenges of Metal Sector

- Dedicated Freight Corridor for movement of raw materials and finished goods – East & West Rail Corridor
- Shipping & Port Development
- Road Infrastructure
- Infrastructure for Metals and Minerals
- Stainless steel End-Use Evolution in India



Day-3 12th Aug. 2016

Energy, Environment of Metal Sector/Super Alloys Industry in India

- Carbothermic reduction of black sand ilmenite to form Fe-TiC Composite
- Application of Robot Spraying Marking and Character Recognition System in High Temperature Metallurgical Field
- Paul Wurth's contribution in Efficient Iron Making with Proven Technologies
- High Strength Steels for Naval Application
- Coal Injection in India - The Myth is Broken

VALEDICTORY SESSION

- Address by Chief Guest Mr. Vishnu Deo Sai, Hon'ble Minister of State for Steel
- Exhibitor Awards Program



Day-1 10th Aug. 2016

Automation & Instrumentation

- OXFORD INSTRUMENTS
- VSAN TECHNOLOGY PVT. LTD.
- OERLIKON LEYBOLD VACUUM INDIA

Process Control Systems

- ENDRESS + HAUSER (INDIA) PVT. LTD.
- HAVER IBAU INDIA PVT. LTD.
- LECHLER INDIA PVT. LTD.



The International Business Networking Program

Day-2 11th Aug. 2016

Industrial Lubricants

- EXXONMOBIL

Advancing Productivity for the Indian Metals & Minerals Industry: How Lubricants Can Help by Mr. Shankar Karnik & Mr. Imtiaz Ahmed

Furnaces & Heat Treatment

- ELECTROTHERM INDIA LTD.
- ENCON THERMAL ENGINEERS PVT. LTD.
- TERMO NORD STREAM
- ANDRITZ TECHNOLOGIES PVT. LTD.

Rolling Mills

- ANDRITZ TECHNOLOGIES PVT. LTD.
- MRL PRINTING ROLLS PVT LTD
- ENCON THERMAL ENGINEERS PVT. LTD.



Day-3 12th Aug. 2016

Pumps & Gears

- BONENG TRANSMISSION INDIA PVT. LTD.
- SAM TURBO INDUSTRY PRIVATE LIMITED

Transformers

- TES TRANSFORMER ELECTRO SERVICE ASIA PVT. LTD.
- TRANSFORMERS & RECTIFIERS (INDIA) PVT. LTD.



10th to 12th Aug, 2016

Pragati Maidan, New Delhi, India

14000 Sqm Gross Exhibition Area

354 Leading Exhibitors from

11 Countries

7,087 Trade Visitors

From **31 Countries** including

Algeria, Bangladesh, Belgium, Brazil, Canada, China, Egypt, Finland, Germany, Ghana, Hong Kong, India, Israel, Japan, Kazakhstan, Libya, Malaysia, Nepal, Oman, Pakistan, Russian Federation, Saudi Arabia, Singapore, South Africa, Switzerland, Taiwan, Turkey, United Arab Emirates, United Kingdom, United States Of America, Vietnam

Exhibitor Profile

Machinery & Technology for Mineral Mining & Processing

- Communication System & Technology
- Conveyor Belting & Components
- Cranes, Forklift & Trucks
- Drilling and Crushing
- Earth Moving Equipment and accessories
- Environment & Geology and Mining Related Services
- Fans and Dust Collectors
- Locomotives, Lubricants & Greases
- Mines Safety Equipment
- Process Control Systems
- Rock Drilling Equipment

Minerals

- Mineral Developments Corporations
- Minerals Exploration Technology
- State Governments
- Handling & Processing
- Transportation and Logistics

Metal Manufacturer and Suppliers

- Aluminium
- Copper
- Pipes and Tubes
- Steel and Steel Structures
- Stainless Steel
- Zinc
- Wire
- Lead

Machinery & Technology for Steel & Metal Manufacturing

- Automation & Instrumentations
- Energy Conservation
- Engineering and Design
- Environment protection
- Filtration & Separation
- Induction Furnace and Heat Treatment
- Nano-Technologies
- Palletisation
- Project Management & Consultation
- Pumps & Valves
- Quality control
- Refractories
- Safety Equipment & Technology
- Scientific Research & Development
- Scrap Collecting and Recycling
- Sheet metal, tube, section (ferrous and non-ferrous)
- Sintering
- Smelting and Refining
- Software technology

Metallurgical Equipments & Technology

- Foundry Machinery & Technology
- Welding Equipment & Technology
- Rolling Mill equipments

Metal Working Machinery & Technology

- Bearing & Shafts
- Cutting, Shaping, Bending & Welding
- Extrusion
- Finished products, components, assemblies
- Flexible sheet metal working
- Forging, Casting equipment and accessories
- Forming
- Foundry Engineering
- Furnace and Heat Treatment
- Gears, Motors & Compressors
- Joining, fastening
- Lapping
- Laser Cladding
- Lubricants
- Machine Tools and Dies
- Polishing
- Spray Painting Systems
- Surface Treatment & Corrosion Technology
- Tube / Section processing
- Vibrator De-burring Machines & Consumables



Visitor Profile

Buying and Sourcing Mineral Processing

- Mineral Development Corporation
- Mineral Processing Units
- Public Sector Enterprises
- MSME and Private companies
- State Government Departments & agencies
- Contractors
- Scientific Research & Development Institutions

Steel and Metal Manufacturers

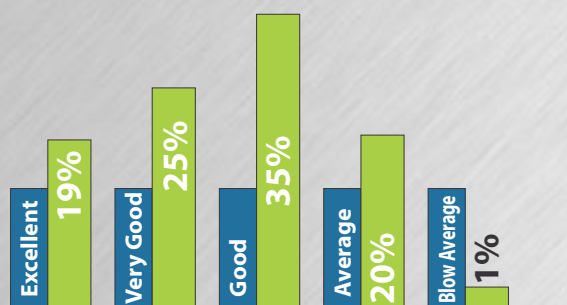
- Metal producing companies
- Alloy manufacturers
- Material testing agencies
- Ferrous and Non-ferrous metal production plants and units
- Foundry Engineering Units

Buying and Sourcing of Metal & Metal Working Machinery:

- Aircraft Manufacturing and related suppliers
- Automobile Industry & related suppliers
- Casting, Forgings and Foundry Industry
- Component Manufacturers
- Consulting Service providers
- Defence
- Electrical & Electronics Industry
- EPC Contractors
- Iron and steel production
- Non-Ferrous Metals Production
- Power Transmission and Distribution
- Railways
- Rolling Mills
- Sheet metal fabricators
- Sheet metal products, components, assemblies manufacturers
- Shipbuilding and Ship Repair Industry
- Steel & Aluminum Construction
- Tube and Pipe Sector
- Water Supplier Sector

Day	Show Timing	No. of Visitors
Day 1	10 am - 6 pm	2,405
Day 2	10 am - 6 pm	2,727
Day 3	10 am - 6 pm	1,955
		Total-7,087

Rating the Exhibition



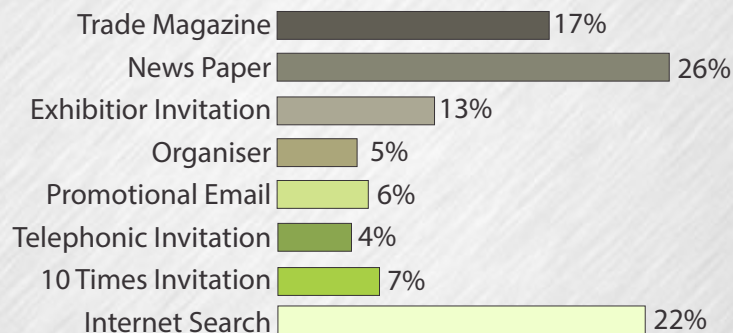
Key Sectors of Interest

- Aluminum Production
- Automation Technology
- Base Metals Production
- Copper Production
- Energy Conservation
- Ferro-Alloy
- Forging
- Foundry
- Furnaces
- Heat Treatment
- Instrumentation
- Iron & Steel Making
- Machine Tools
- Metal Engineering
- Process Control
- Raw Materials
- Refractory Products
- Rolling Mills
- Tube & Pipes
- Welding Technology
- Wires & Cables
- Zinc Production
- Instrumentation
- Iron & Steel Making
- Mineral Processing
- Pumps & Valves
- Bearings
- Gears
- Plant Machinery & Equipment
- Fire Detection & Suppression Systems
- Casting Machines & Technologies
- Measuring, Testing and Control
- Metal and Scrap Recycling
- Metal Shaping & Finishing
- Metallurgical Equipment
- Ferrous and Non-Ferrous Production
- Automation Technologies
- Others

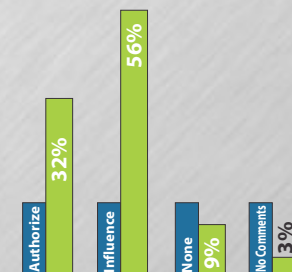
Factors which influenced their visit

- Opportunity to buy new products
- Variety of products on display
- Networking Opportunity with Industry Leaders
- New Suppliers
- To gather general information
- Opportunity to look for dealerships

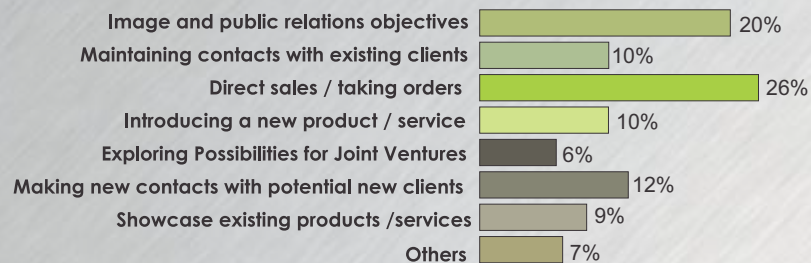
Source of Information About the Show



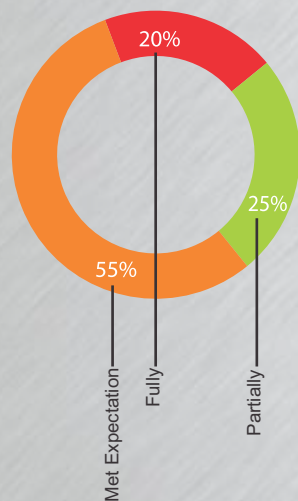
Role in decision making process



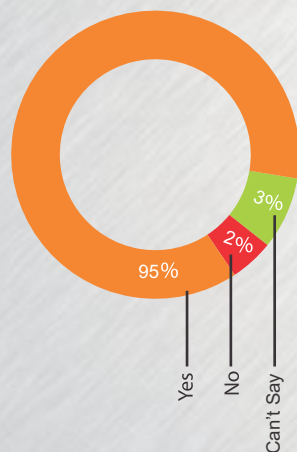
Objective of Participation



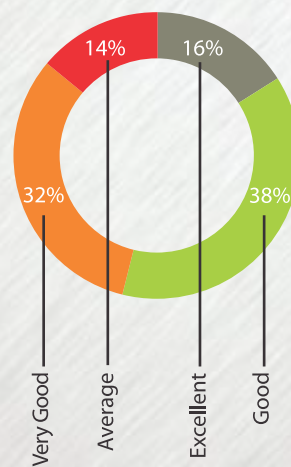
Accomplishment of Participation Objectives



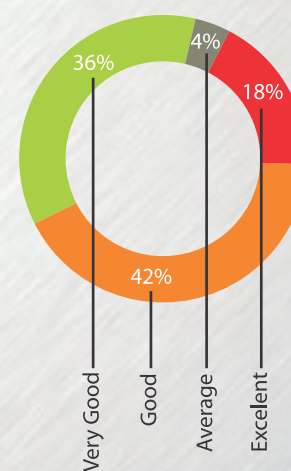
Cost Effectiveness in Participation



Exhibition Arrangements



Quality of Business Visitors





Design & Concept - International Sector

- First SINOSTEEL EQUIPMENT & ENGINEERING CO., LTD.
- Second BAOSHAN IRON & STEEL CO., LTD.
- Commendation TIANJIN ZHONGZHONG GROUP

Design & Concept - National Sector

- First ELECTROTHERM(INDIA) LTD.
- Second ESSAR STEEL INDIA LTD.
- Commendation MECON LTD.

Innovative Display

- First NORD DRIVESYSTEMS PVT LTD.
- Second JSC CHEPETSKY MECHANICAL PLANT

Machinery Display

- First YOGIJIDIGI
- Second MOZER PROCESS TECHNOLOGY PVT. LTD.

Breakthrough Technology Display

- First ENCON SYSTEM SOLUTIONS
- Second TRANSFORMERS & RECTIFIERS INDIA LTD.
- Commendation ANDRITZ TECHNOLOGIES PVT. LTD.

Enterprising Start Up

- First SAPEAP
- Second SSIIDDEHY INSTRUMENTATION

Largest Exhibitor International Sector

- First SINOSTEEL EQUIPMENT & ENGINEERING CO., LTD.
- Second TIANJIN ZHONGZHONG GROUP
- Commendation ANSTEEL GROUP CORPORATION

Largest Exhibitor- National Sector

- First JSW STEEL LTD.
- Second STEEL AUTHORITY OF INDIA PVT. LTD.

International Group Participation

- First BEIJING HENGTAI JIAYI
- Second INTERNATIONAL EXHIBITION CO., LTD
- Commendation METALLURGICAL COUNCIL OF CCPIT
- Commendation URAL CHAMBER OF COMMERCE & INDUSTRY

Special Commendation

- NIPPON STEEL & SUMIKIN ENGINEERING INDIA PVT. LTD.
- PRIMETALS TECHNOLOGIES INDIA PVT. LTD.
- DXZ BERING
- LECHLER INDIA PVT. LTD.
- KONECRANES PVT. LTD.
- MOIL LIMITED
- EXXONMOBIL LUBRICANTS PVT. LTD.



The Visitor Promotion campaign covered the Print, Digital, Electronic Media and Bulk Mailing to the focused trade visitors. A brief outline is:

- **180+** Advertisements in Leading Trade Media all across India
- Colour Advertisements in **The Times of India**, a leading newspaper with a reach of **500 Thousand visitors** Covering Delhi, Noida, Gurgaon, Ahmedabad, Hyderabad, Pune, Coimbatore, Patna, Ranchi
- Colour Advertisements in **Hindustan Times**, a leading Newspaper with a reach of **7087 visitors** Covering Delhi, Chandigarh, Lucknow, Mumbai, Bhopal, Patna, Ranchi and Kolkata
- **Full Page Colour Advertisement** in **The Economic Times**, a leading business newspaper on the inaugural day covering Delhi and NCR
- **Full Page Colour Advertisement** in **Times of India**, a leading business newspaper on the inaugural day covering Delhi and NCR
- **A dedicated PR agency** was hired to get write-ups in the mainline Dailies and Regional News Dailies
- **A dedicated Tele-Calling** was made on visitor database by **8 telecallers** covering a database of **36,000 focused visitors**
- **80,000+ Direct invitation** to the visitor database
- Personalized Invites were extended to **key officials as VIP's and Special Invitees** of Trade Commissions, Embassies, Government Officials and key business visitors
- **20,000+** Visitor Invitations through Exhibitors
- **600+ e-mail shots** at the visitor database
- **Cross Promotion** at Various Industry Platforms, Conferences and Industry Events
- **A dedicated campaign** was carried out on **Social Media Platform Like LinkedIn, Twitter and Facebook**
- **Personalized Invitation to members of supporting Trade Associations, Federations, Ministries**







“Excellent Responsive Event. Good Audience in IBNP. We got good response for targeted audience. Good marketing & branding done by ITEI.”

Bijoyen Das, General Manager (Mktg.), Transformers & Rectifiers (India) Pvt. Ltd.



“MMMM Exhibition is a great platform for us and all the steel industry. We look forward to this exhibition everytime to showcase our new innovations and technology.”

Varun Jay Rana, Chief Executive, YOGIJI DIGI



“Impressive Exhibition. Have great interaction with clients.”

Ajay Suneja, Chief General Manager - (Project & Equipment), Sinosteel India Private Limited



“Well organized show where we got the opportunity to meet our customers. Some Technical sessions were really informative..”

Sharat Chojar, Asst. Vice President (Marketing), Electrotherm (India) Ltd.

“Good Experience to come here. Nice Arrangement. Keep it up.”



Kishore Magre, DGM – Mines, MOIL Limited

“Exhibition was upto the mark. Every facility was available. Staff was very co-operative. Keep it up.”

Jaya Singh, Director - Palaeontology Division, Geological Survey of India



“It's a great show to meet in same segment people.”

Rakesh Kumar, Key Account Manager - Essar Steel India Limited



“Thank you very much for this great exhibition. It was our first and best exhibition in India.”

Zlotin Dmitriy, Commercial Director, Termo Nord Stream Ltd.

“It's been our first visit and taking part in a fair in India and we had a high lot of new contacts - very good platform for business.”

Frank Kramer, Engineering, Encon System Solutions

“Very well done performance. Highly qualified visitors.”

Stephan Herrmann, Managing Director, Encon System Solutions

“Great team, good synergy & timely execution makes ITEI a differentiator in the exhibition industry. Keep the good work on Roll !!”

Yogesh Karandikar, Managing Director, Siidhhey Instrumentation (OPC) Pvt. Ltd.

“Good Platform to Grow....”

Vibha Mishra, MECON Limited

“Excellent Show. Good response and an opportunity to interact with prospect buyers. Certainly will participate in the next Edition.”

Jay Shah, Director - Sales & Marketing, Essential Power Transmission Pvt. Ltd.

“Our first participation and the experience has been good with footfalls. Overall a good experience and we are satisfied with our decision. Shall consider future participation as well. Well Organized, Keep up the Good Work !!!”

G. Jayakumar, Senior General Manager -, Seashell Logistics Pvt. Ltd.

“The experience here has been good. We did have quite good footfall in our stall from the industry intended for. Would like to participate again next time !”

Ashok Chowdhary, Director, Tristar Metallurgical Pvt. Ltd.

“Very well organized. Good Companies here with innovative solutions. Inauguration function very impressive. All amenities available, Much better than last edition.”

Siddharth, Corporate Communication, Steel Authority of India





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About Organisers

International Trade and Exhibitions India Pvt. Ltd.

International Trade and Exhibitions India Pvt Ltd - A part of the ITE GROUP PLC UK, which has 31 offices in 17 countries worldwide and organizes over 240 leading trade exhibitions and conferences each year, in 21 countries, including specialized exhibitions in Mining and Metallurgy, Metals, Oil and Gas, Industrial and Manufacturing, Power and Energy, Building and Construction, among others. ITEI, which presently organizes a number of annual trade events and co-coordinates the participation of Indian companies at ITE's various events around the world, has ambitious growth plans of expanding its existing events and launching new events that will provide business opportunities for India's growing industries.

Contact us



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