

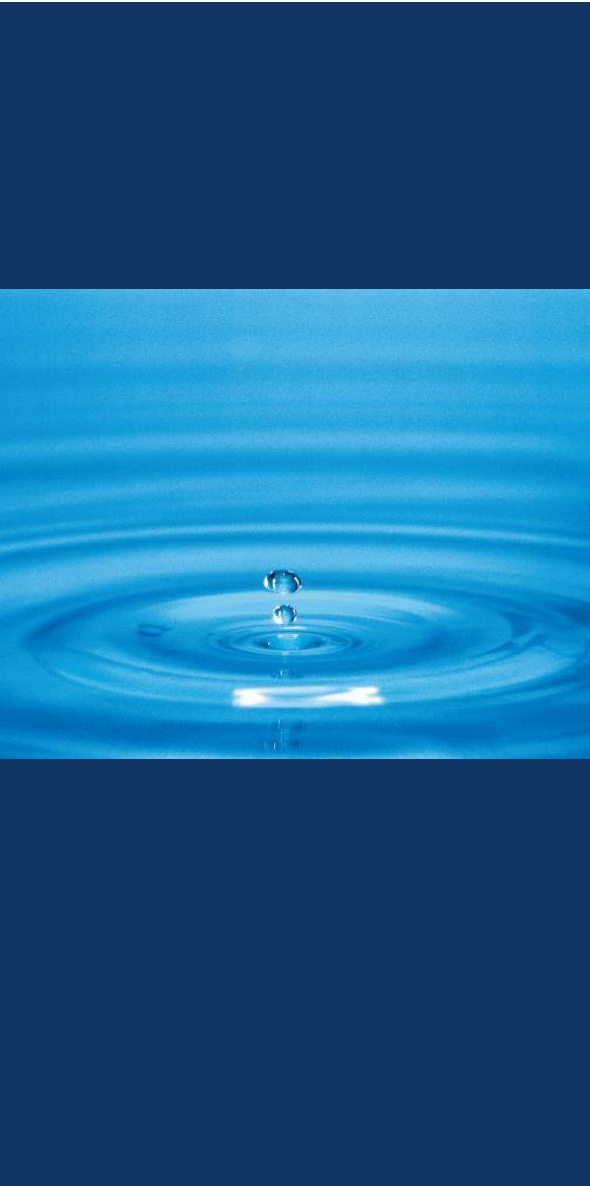


India
a Machine Market
Venice, 11th September 2015

Content

- » Political and Economic Scenario
- » Plastics and Rubber Machines in India
- » Fit enough, good enough?
- » Plastics exhibitions in India
- » VDMA India





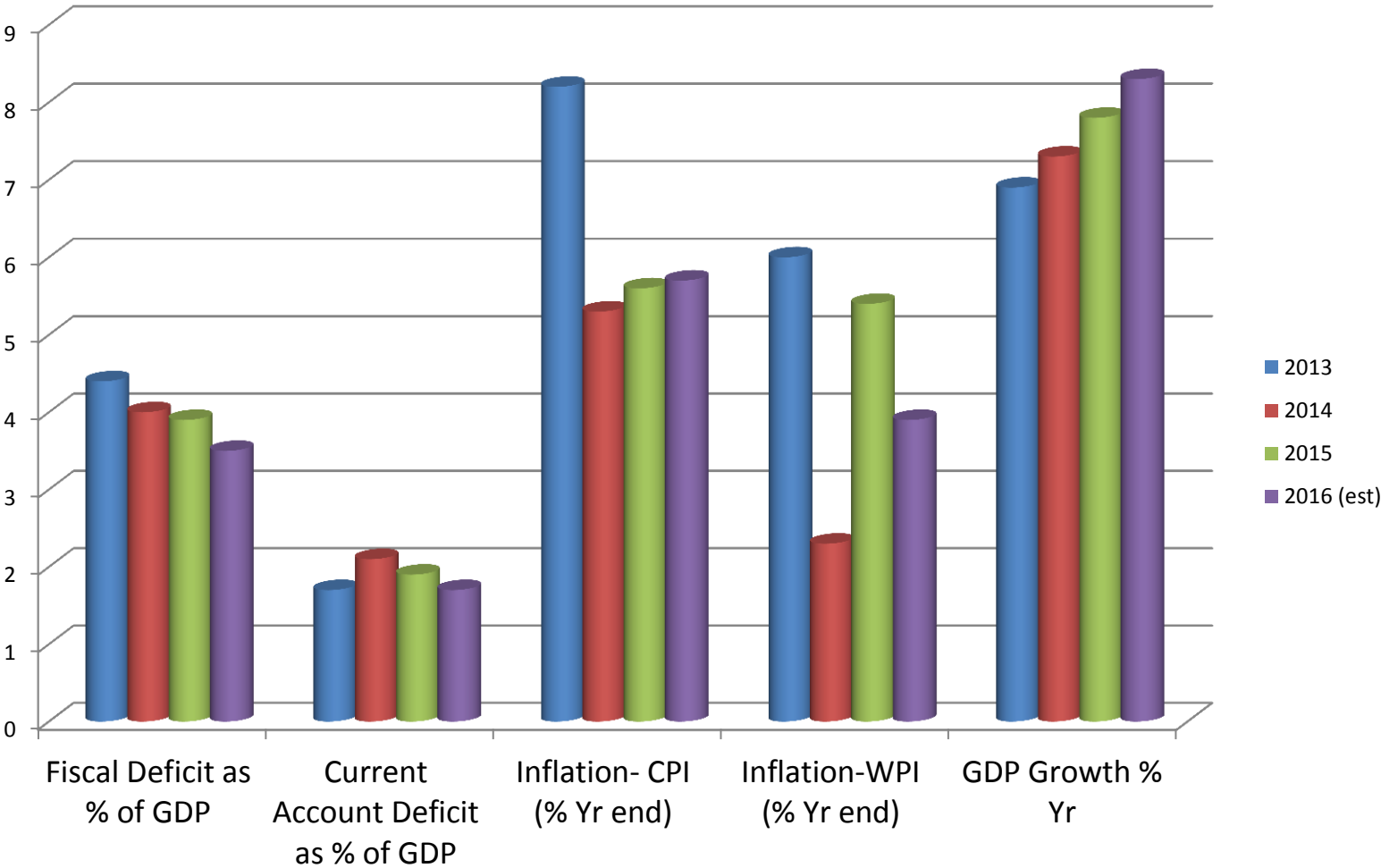
Political and Economical Scenario

Political Scenario

- » After 30 years – single party majority
- » Slogan – “Ache Din” – Better days ahead
- » Absolute Majority in Lok Sabha (lower house); Minority in Rajya Sabha (upper house)
- » Maximum governance, Minimum government
- » Ease of Doing Business
- » Cooperative Federalism



Present Economical Scenario



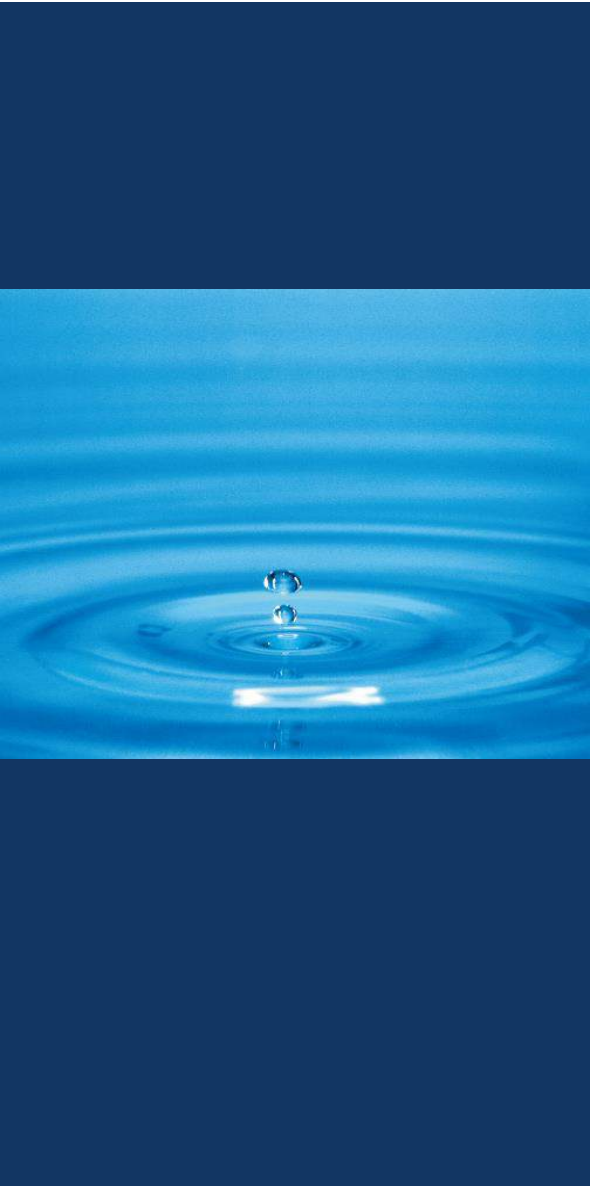
Make in India Campaign

Indian Prime Minister Mr. Narendra Modi's 'Make in India' campaign

Summary

- » An increase in the share of manufacturing in the country's Gross Domestic Product from 16% to 25% by 2022.
- » To create 100 million additional jobs by 2022 in manufacturing sector.
- » To develop 100 smart cities in India by 2020.
- » Skill India's aim is to provide training & skill development to 500 million youngsters by 2020.
- » A new 'National Industrial Corridor Development Authority' is being created to coordinate, integrate, monitor and supervise development of all Industrial Corridors.



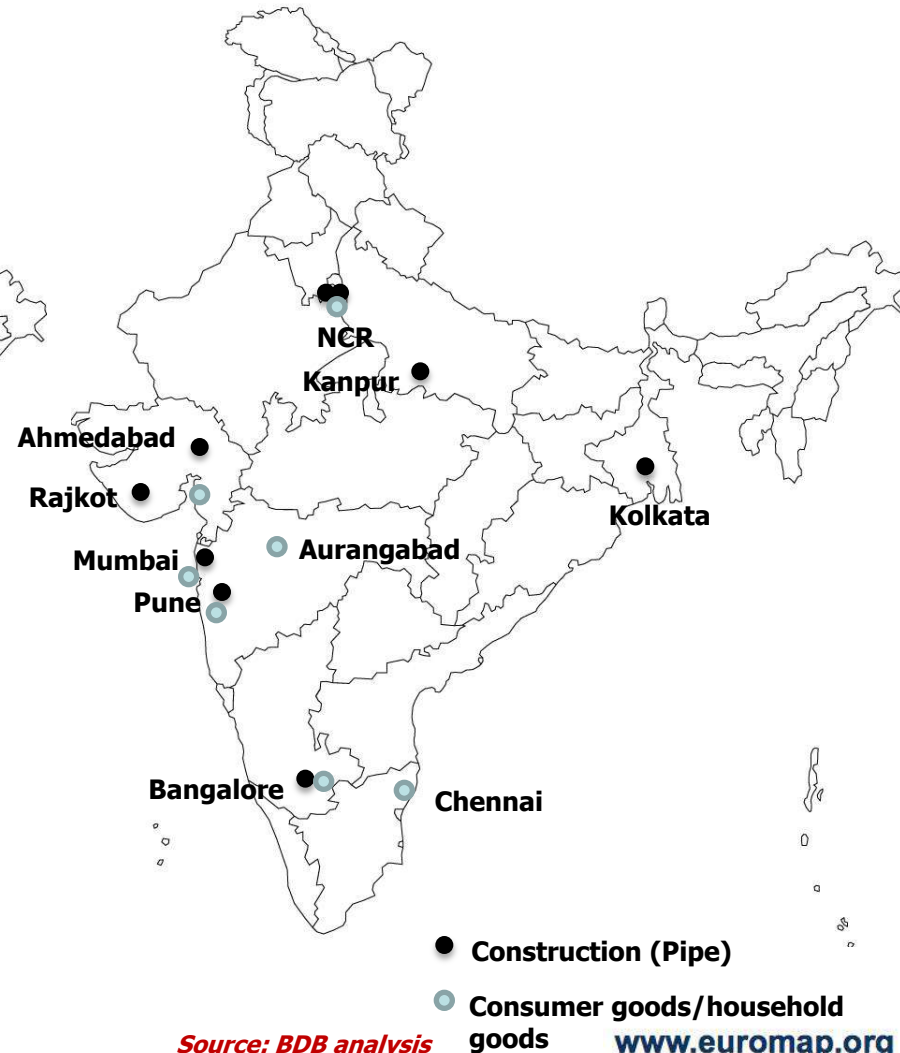
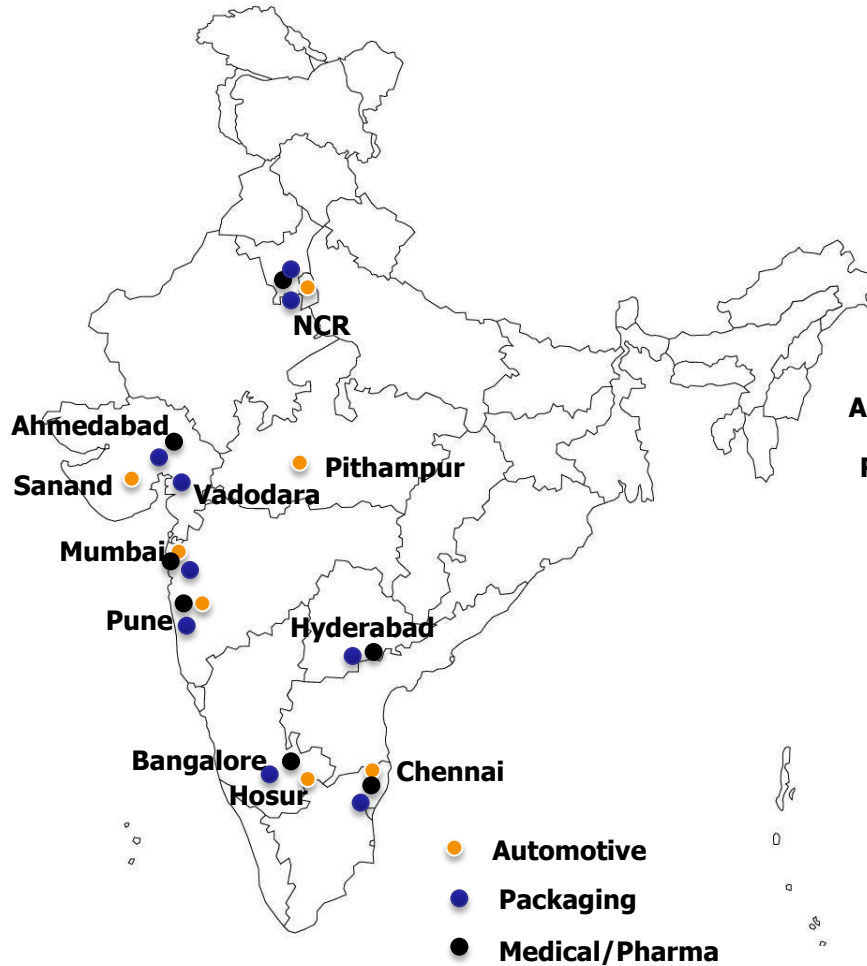


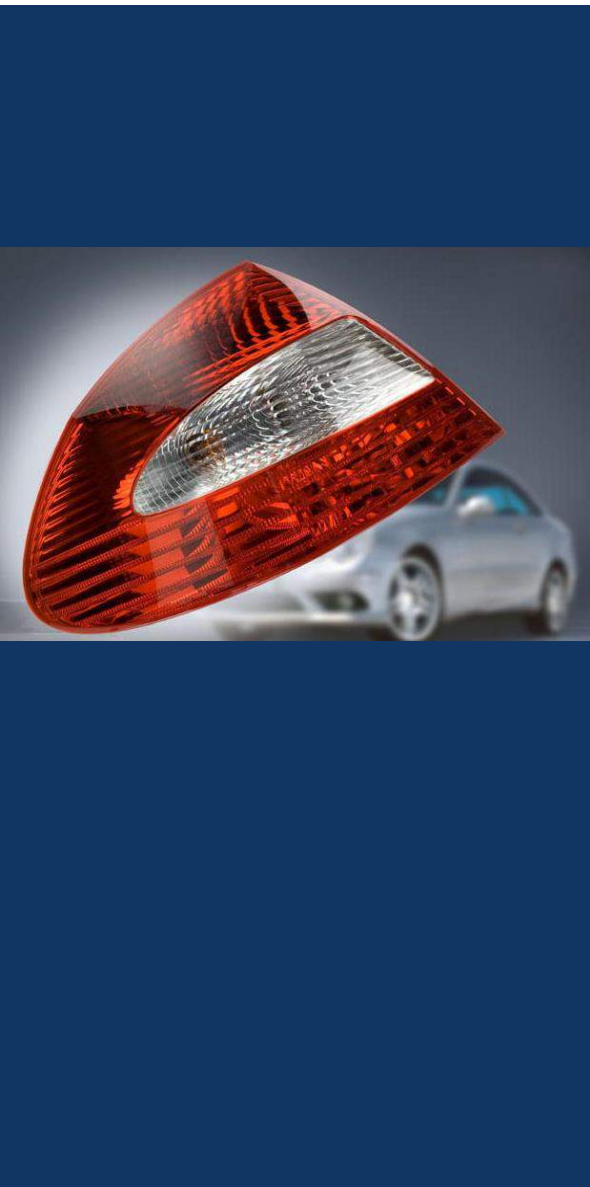
Plastics and Rubber Machines in India

Key Clusters Of Plastic Processing Sectors In India

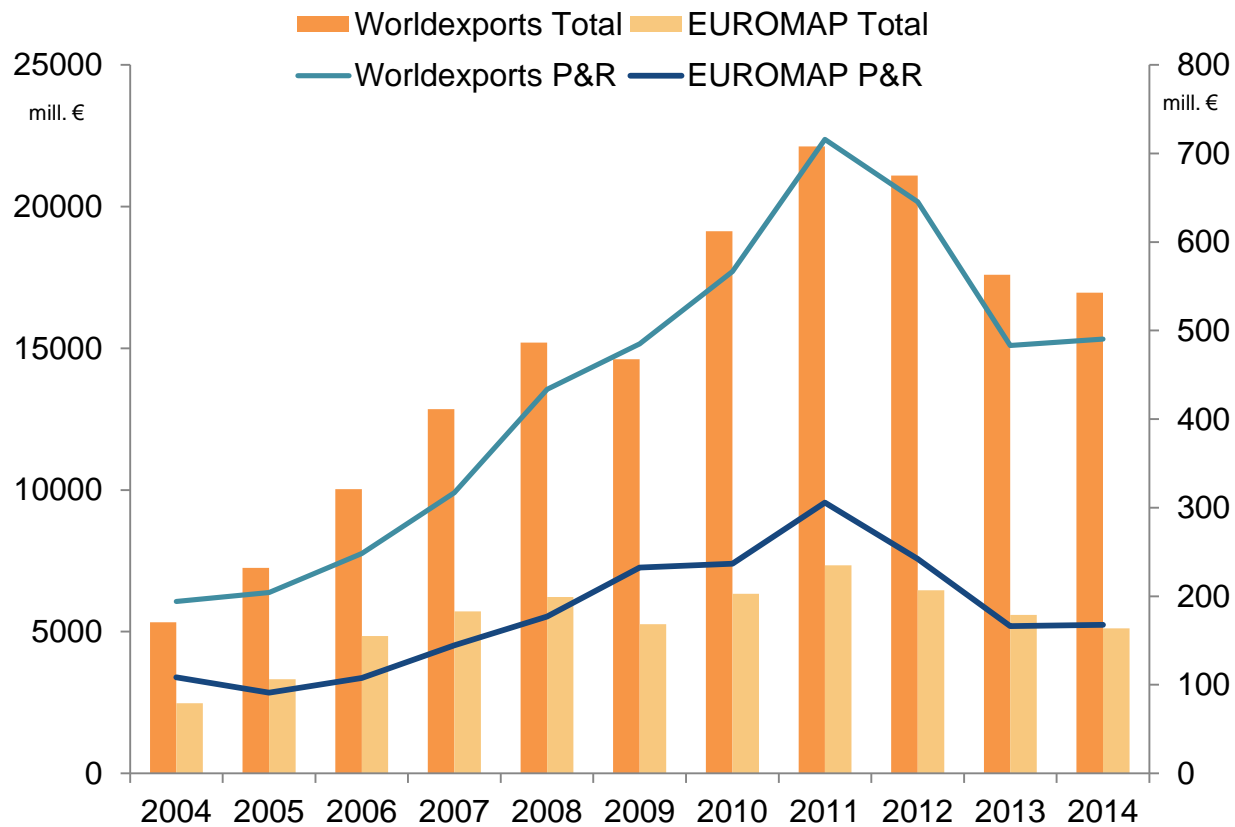
**Key clusters for plastic processing sectors :
packaging, medical and automotive**

**Key clusters for plastic processing sectors :
Construction (Pipe) and consumer /household goods**





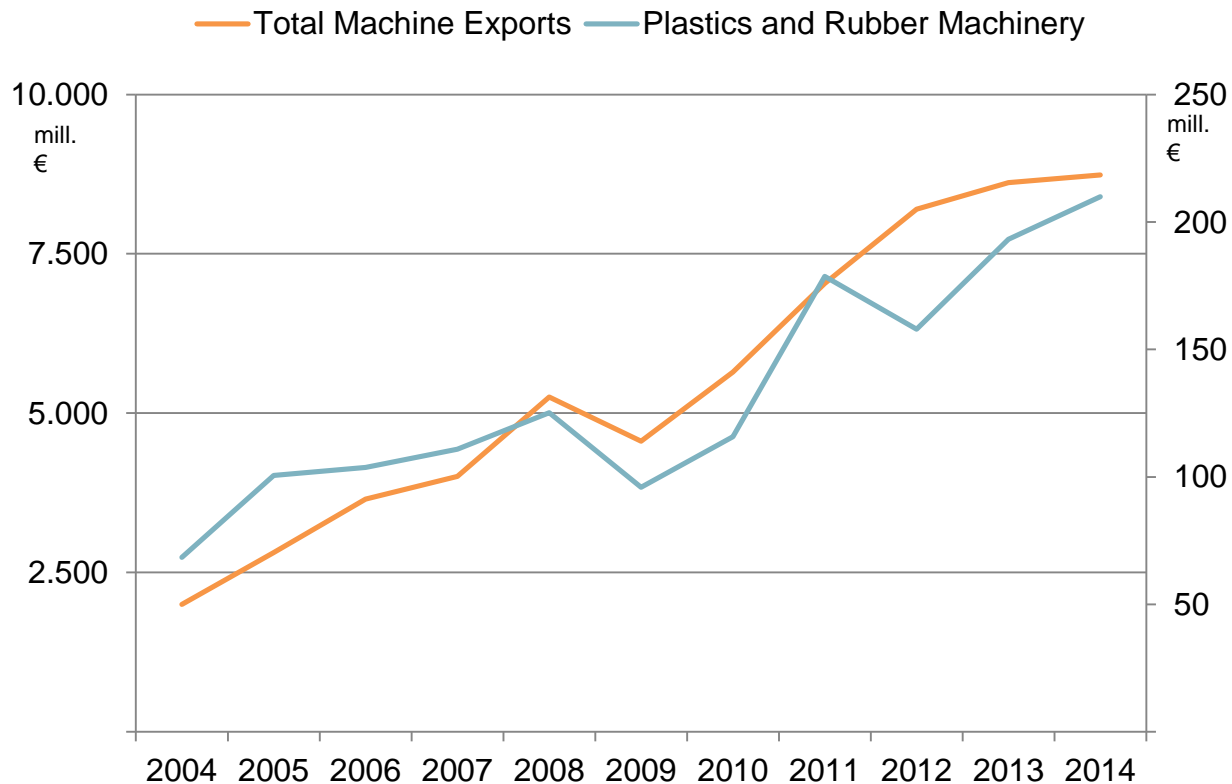
Deliveries to India



Core Machinery



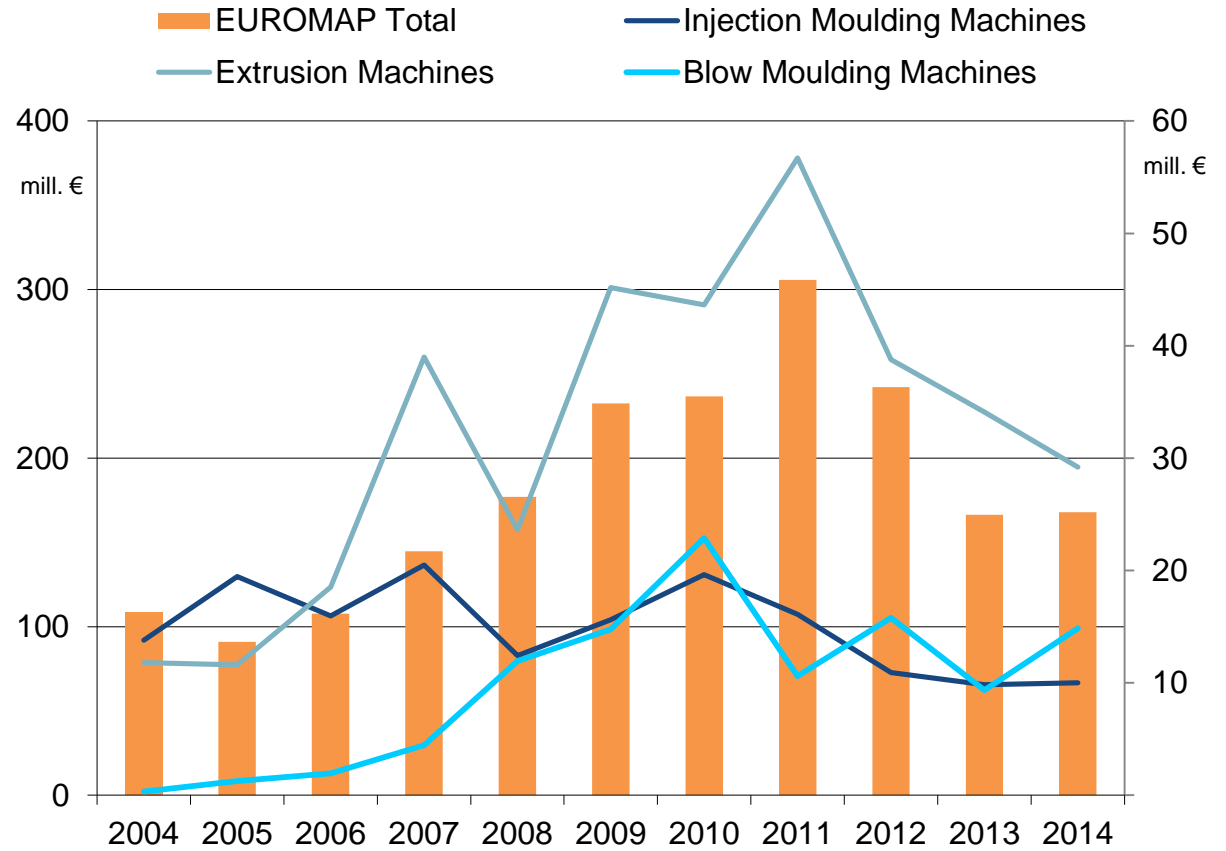
Exports from India



Core Machinery

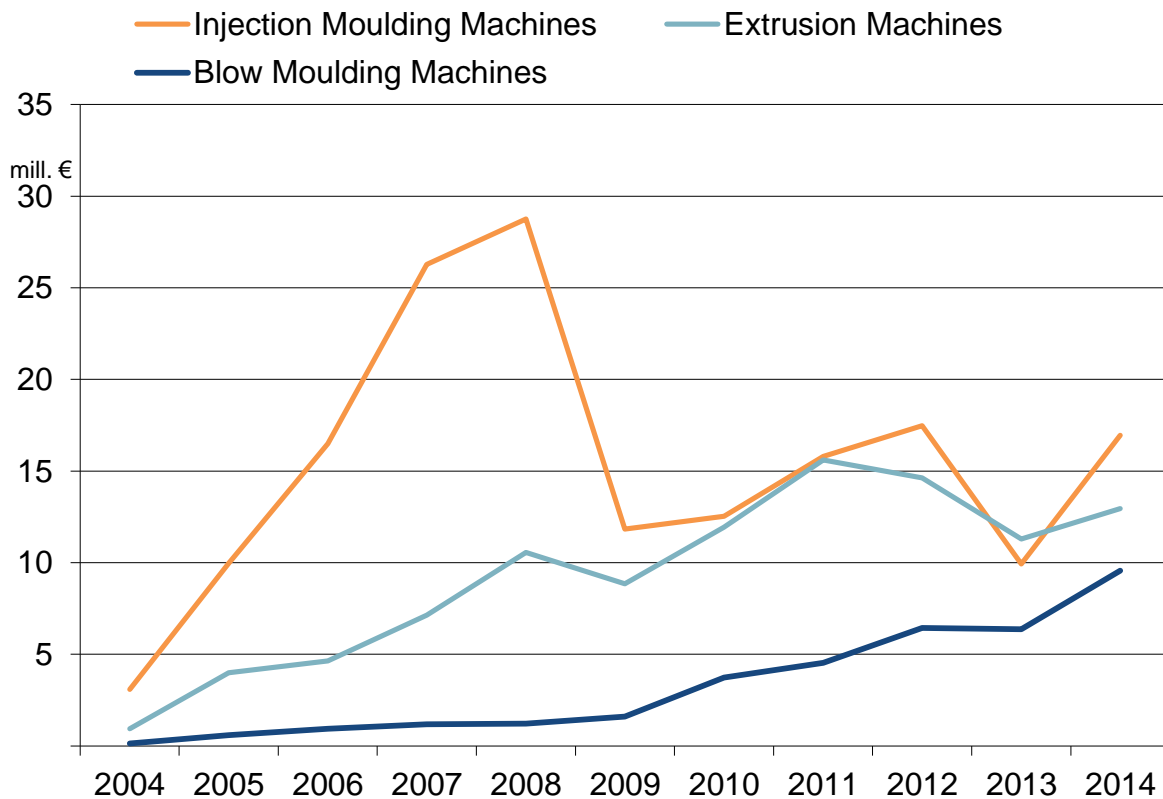


EUROMAP Deliveries to India



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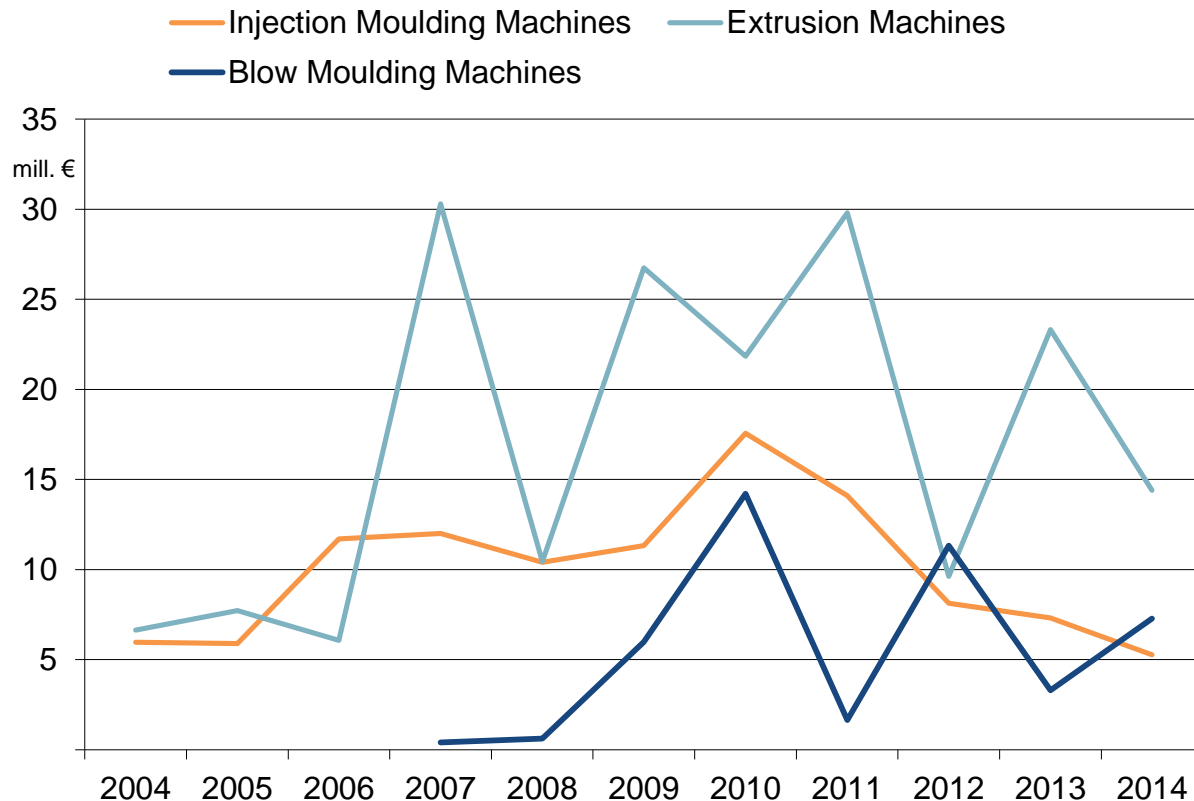
China Deliveries to India



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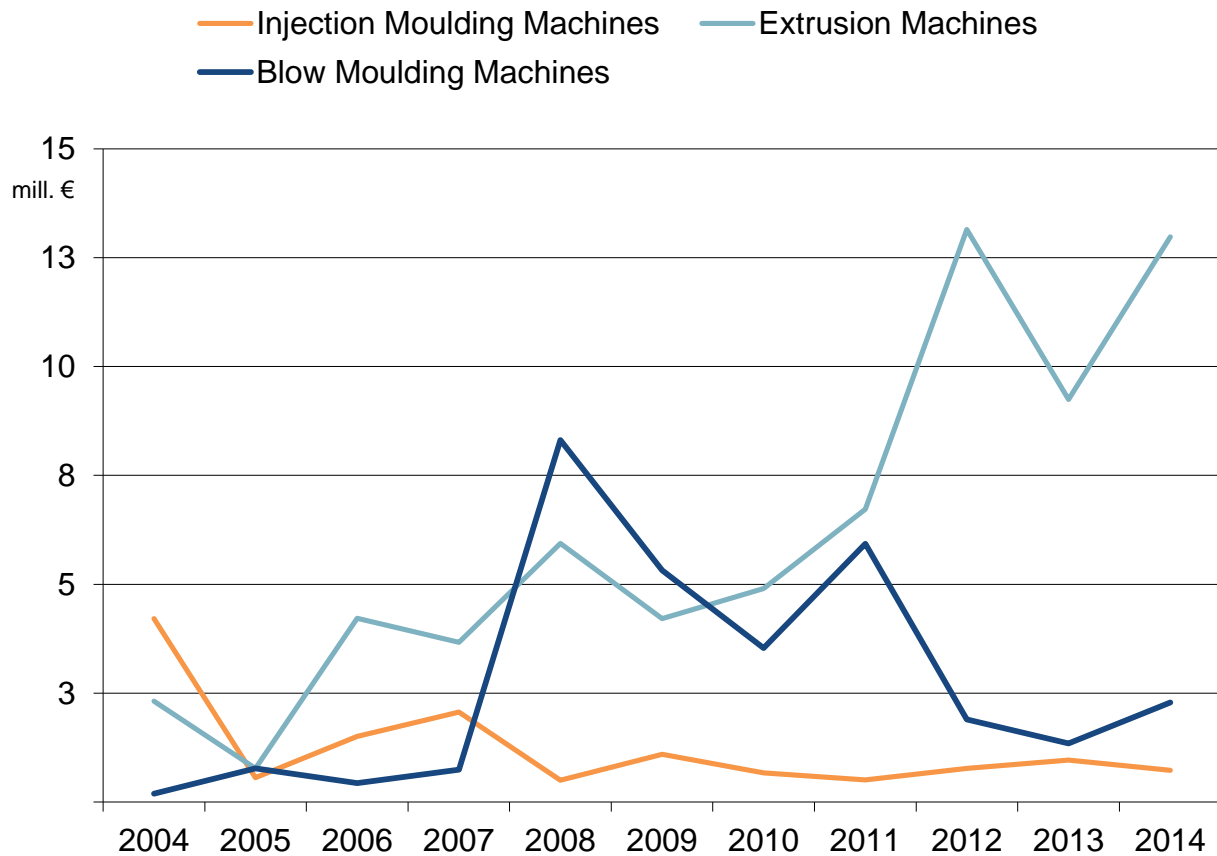
German Deliveries to India



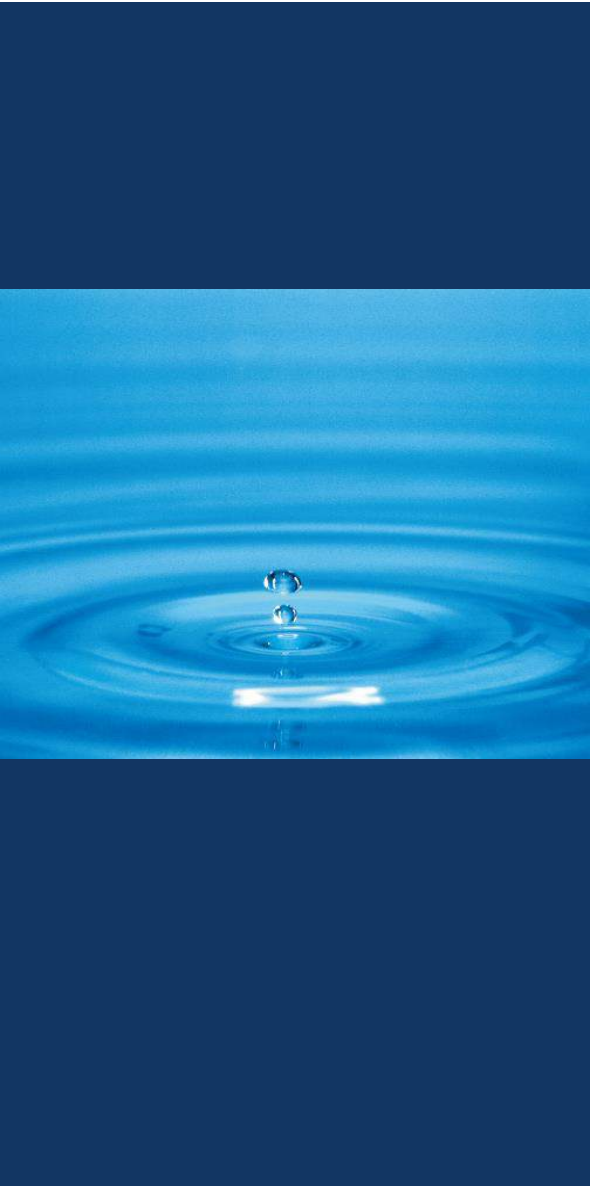
Core Machinery



Italian Deliveries to India

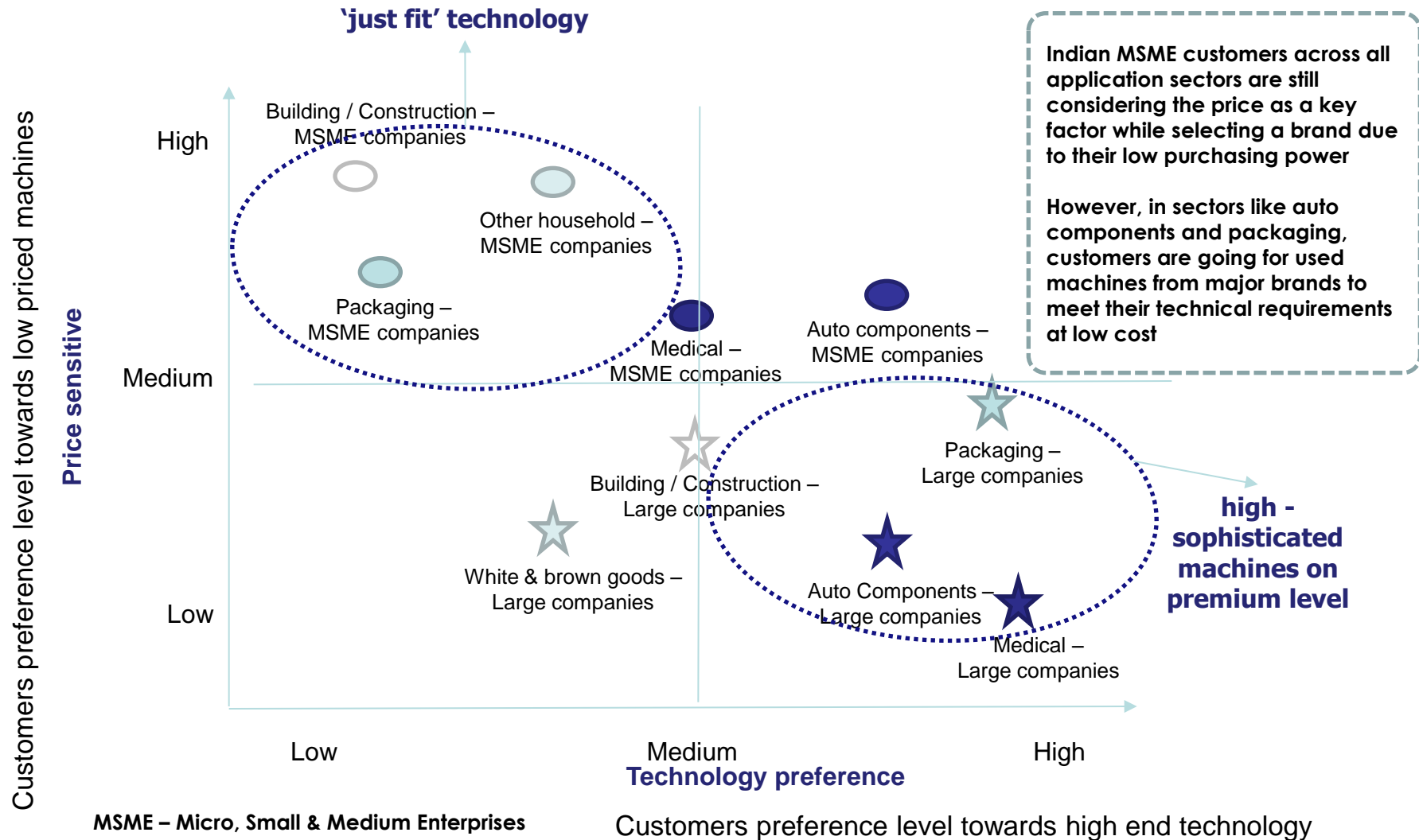


Core Machinery



Is Fit enough, good enough?

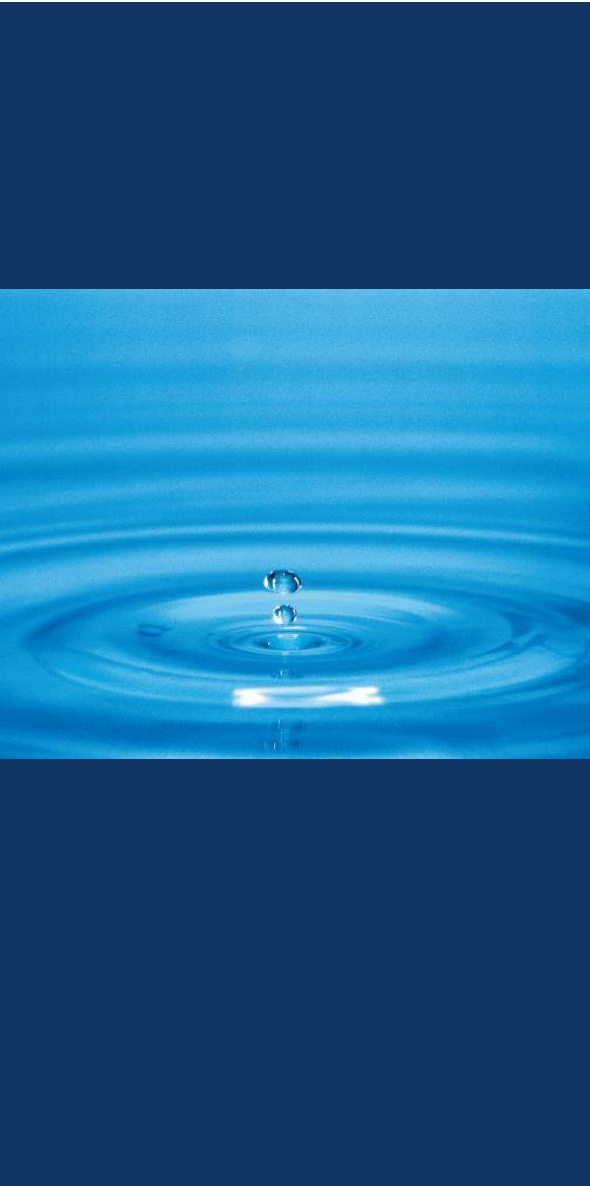
Customers Perception On Technology Vs Price



Fit enough is good enough?

- » Increasing volume and precision generates demand for high class machines.
- » It reduces energy consumption.
- » Adherence to the delivery commitment with reduced production time with higher tolerance.
- » It ensures zero wastage in operation.
- » It helps in process consistency thus improving the quality output.
- » Shift in preference from commodity injection moulding to performance injection moulding are noticed.
- » New technology machines with proven reliability are finding preference.
- » MSME customers consider price over technology irrespective of any sector
- » Large customers from auto component, medical and packaging sector prefer technology over price.
- » **India niche market – Limited Volume**





Plastics exhibitions in India - a close call!

Major Exhibitions In India For Plastic Processing Machinery

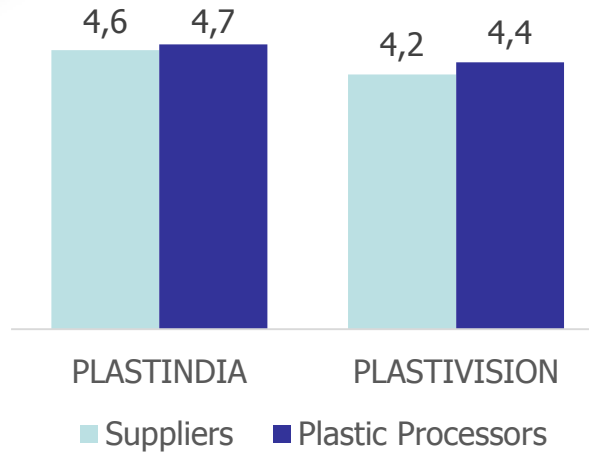
Satisfaction scale: 1= Highly dissatisfied; 5 = Highly satisfied



PLASTINDIA is one of the largest pure plastics exhibitions on the global plastics scene:

- ✓ 2000 Exhibitors.
- ✓ Participation of 40 Countries with 1,50,000 Business Visitors
- ✓ Held every 3 years
- ✓ Mounted and spread across 1,25,000 sq. mtrs area

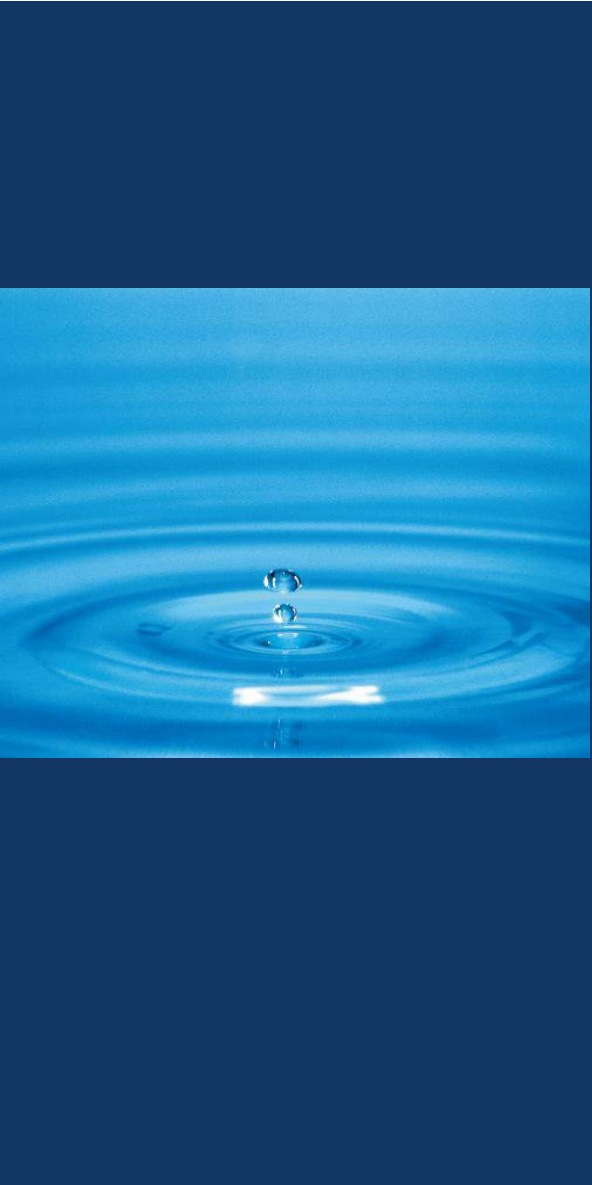
Perception on major exhibition



PLASTIVISION INDIA is the 2nd Largest Plastics Exhibition in India :

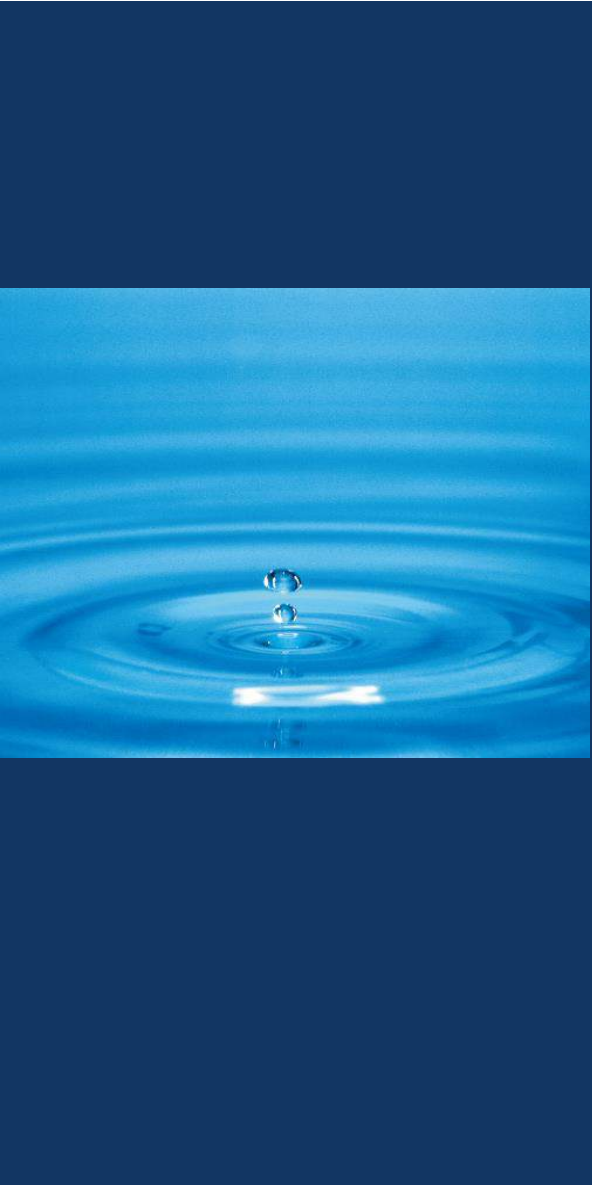
- ✓ 1500 Exhibitors.
- ✓ Participation of 25+ Countries with 1,25,000 Business Visitors
- ✓ Live Demonstration of Machines for Moulds, Printing & Packaging Products.
- ✓ Emerged as one of the top 10 global Plastics Exhibition.
- ✓ Mounted and spread across 90,000+ sq. mtrs area.

- **PLASTINDIA is considered as the key exhibition for the plastic processing machinery in India**
- **Plastic processors are perceiving that PLASTINDIA is the key source for information on the new technology and the products**
- **Apart from the Indian suppliers, the MNC suppliers are also using these exhibitions as a platform to reach out their customers in Indian market**

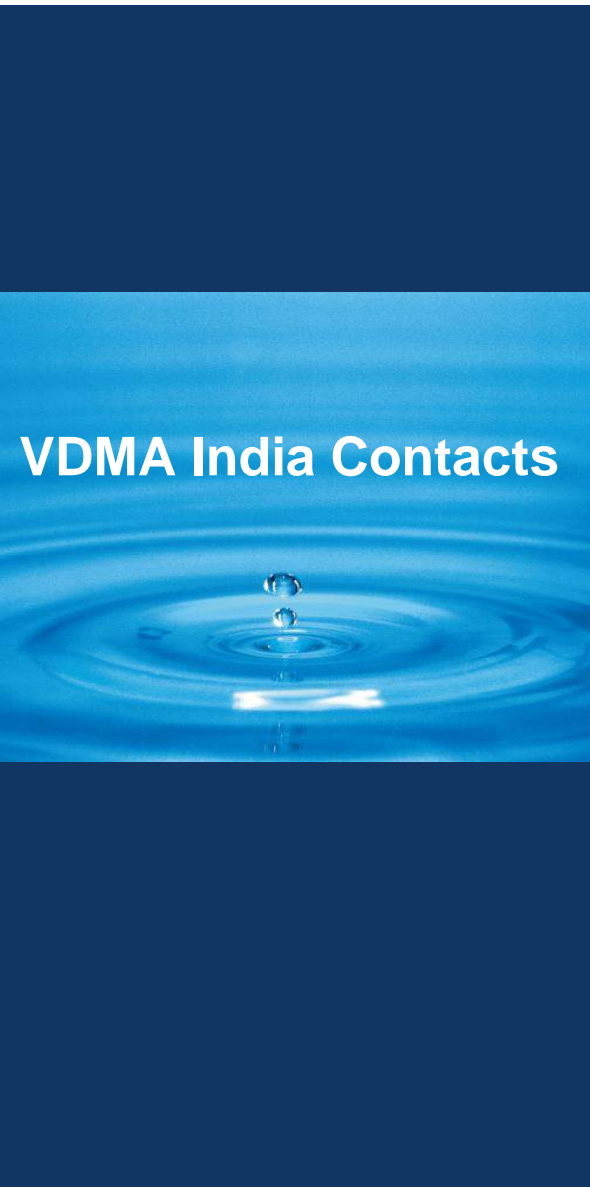


Conclusion => India back on track!





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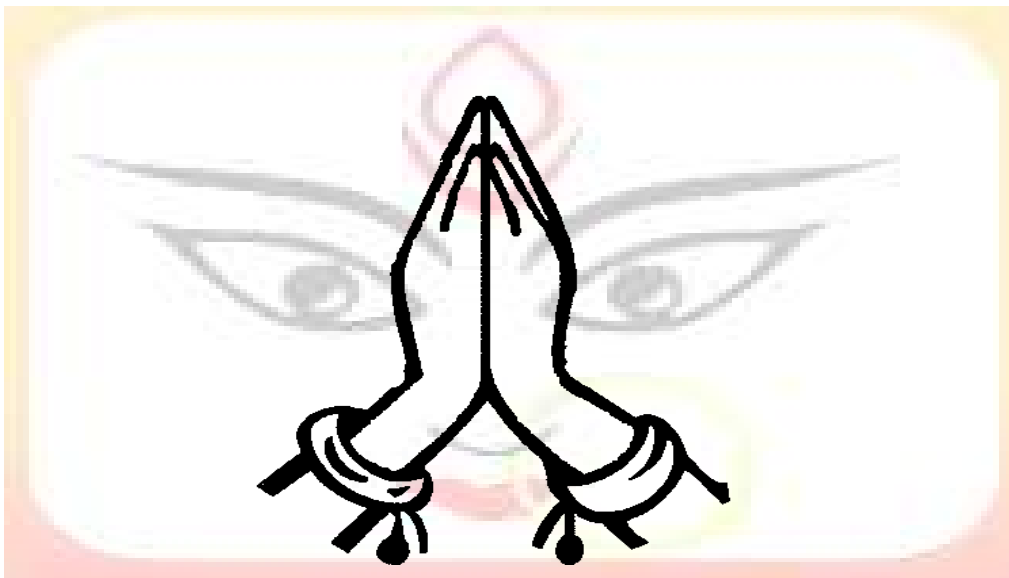
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**Thank you for Your
Attention**