

**ISI BERITA**

**Perihal** : Undangan *India Manufacturing Show 2012*, 27-30 September 2012, Bangalore International Exhibition Centre, Bangalore - India

Merujuk perihal tersebut pada pokok brafaks bersama ini dengan hormat disampaikan hal-hal sebagai berikut:

1. *India Manufacturing Show 2012* akan diselenggarakan pada 27-30 September 2012 di Bangalore atas kerjasama *India Manufacturing Show Foundation* dengan *Big Expo* dan didukung oleh Pemerintah India bagian Karnataka.
2. Tujuan diselenggarakan *India Manufacturing Show 2012* untuk membangun jaringan kerjasama antar pengusaha serta memamerkan serangkaian produk terbaru khususnya di bidang:
  - a. *Aerospace Engineering;*
  - b. *Automotive Technology;*
  - c. *Industrial Engineering;*
  - d. *Energy & Environment;*
  - e. *Metallurgy & Mining Engineering;*
  - f. *Automation & Robotics;*
  - g. *Electronics & Assembly;*
  - h. *Infrastructure;*
3. Disamping acara *India Manufacturing Show 2012* tersebut juga akan dilaksanakan *Vendor Development Program*, *Technical Seminar* dan *Aspiring Entrepreneurs*.
4. Sehubungan dengan hal-hal tersebut di atas, dimohon bantuannya untuk meneruskan undangan *India Manufacturing Show 2012* dimaksud kepada pihak-pihak terkait di Indonesia (undangan terlampir).
5. Untuk keterangan lebih lanjut, kiranya dapat menghubungi *India Manufacturing Show* di # 15/47, 47th A Cross, 8th Block, Jayanagar, Near Gelli Apartments, Bangalore - 560 070, Karnataka, India. T: +91 80 26651234/41716085, Email: [info@ims2012.in](mailto:info@ims2012.in), *website*: [www.indiamanufacturingshow.com](http://www.indiamanufacturingshow.com).

Demikian disampaikan, atas perhatian dan kerjasamanya diucapkan terima kasih.

New Delhi, 24 Oktober 2011



# IMS 2012

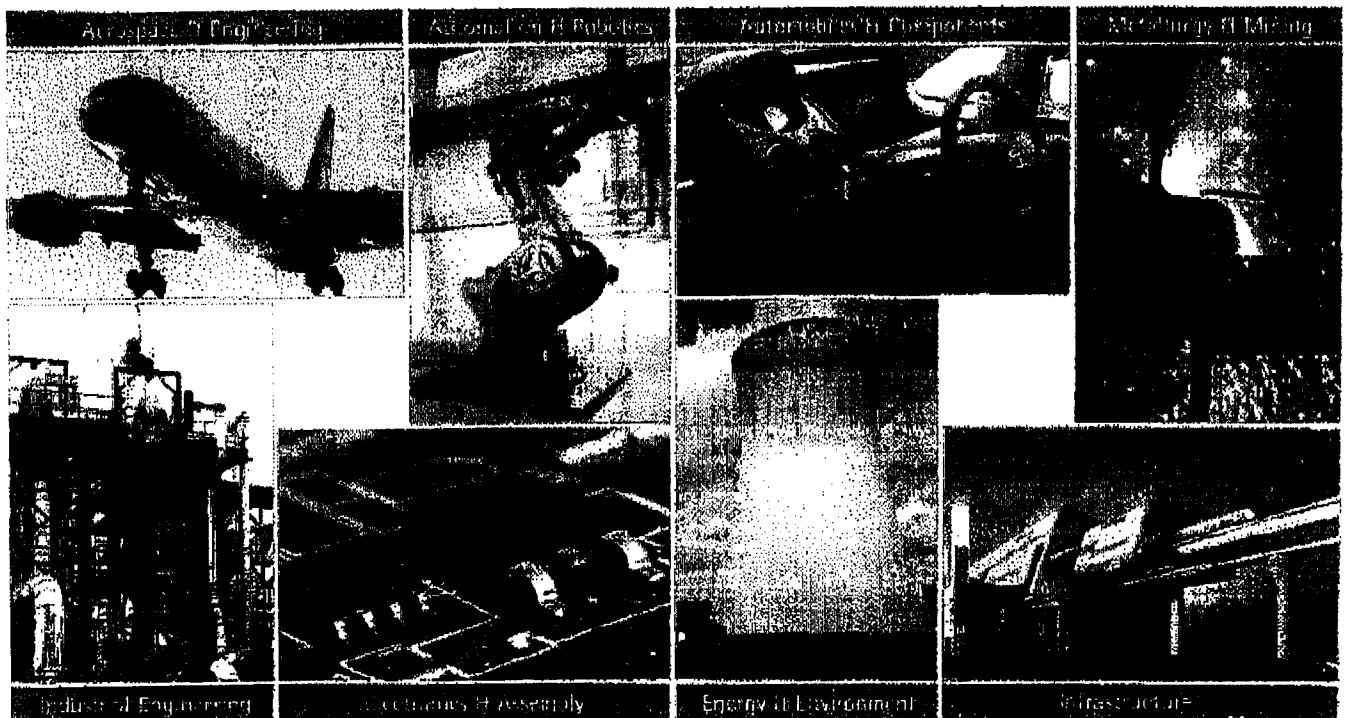
*Where Industries Converge*

## India Manufacturing Show 2012

September 27 - 30, 2012

Bangalore International Exhibition Center  
Bengaluru, India

[www.indiamanufacturingshow.com](http://www.indiamanufacturingshow.com) | [www.ims2012.in](http://www.ims2012.in)



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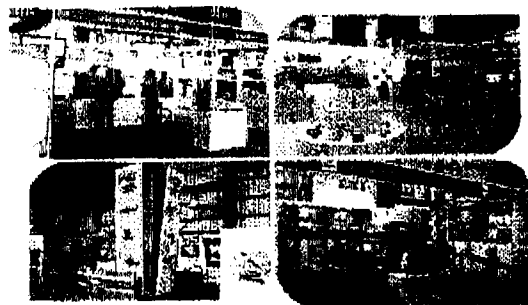


Organisers



# The Market

## India The land of Opportunities



- The MSMEs constitute over 90% of total enterprises in most of the economies and are credited with generating the highest rates of employment growth and account for a major share of industrial production and exports. It accounts for about 45% of the manufacturing output and around 40% of the total export of India.
- India ranked second in terms of manufacturing competence, according to report '2010 Global Manufacturing Competitiveness Index', by Deloitte Touche Tohmatsu and the US Council on Competitiveness.
- The engineering sector is the largest segment of the overall Indian industrial sector. The engineering industry accounts for 12 per cent of India's GDP.
- India's infrastructure financing requirements and the new manufacturing policy being finalised will open up US\$ 1 trillion opportunities for global investors over the next five years. The infrastructure sector accounts for 26.7 percent of India's industrial output.
- The automobile industry currently contributes 22 per cent to the manufacturing GDP and 21 per cent of the total excise collection in the country.
- The Indian auto component sector has been growing at 20 per cent a year since 2000 and is projected to maintain the high-growth phase of 15-20 per cent till 2015.
- The Indian commercial aerospace market is estimated to absorb about 1,100 commercial jets worth US\$ 130 billion over the next 20 years, making it one of the most lucrative markets for the global aviation majors.
- Steel industry is of great significance to the economic growth of the country. India has been ranked the world's fifth largest producer of crude steel in 2009 and is projected to become the world's second largest producer by 2015-2016, with a production volume of 54.5 million tonnes (MT).

## Why you need to be here?

The IMS 2012 has many advantages and some compelling reasons for you to participate and maximize the impact of participation. If you don't participate in IMS 2012, your competitors will have the IMS advantage allowing them to create positive business impact. They will:

- a) Be a part of the single largest convergence of the best talent from the manufacturing and engineering industries across the globe
- b) Be a part of a privileged group of enterprises that invest in Technology, Quality systems and Applications development.
- c) Be able to interact and network with international and national audiences including global manufacturers, investors, diplomats, Govt. officials and industry stalwarts
- d) Be able to utilize the numerous opportunities for collaboration, strategic alliances and business development.
- e) Be able to share best practices among their peers, business associates and competitors from the international arena
- f) Be able to attend seminars, panel discussions and vendor development programs



# Fact Sheet

## Exhibitor Profile

- Aerospace Engineering
- Auto Components & Accessories
- Automation & Robotics
- Adhesives & Sealants
- Aluminum
- Batteries & UPS Systems
- Blowers & Fans
- Boilers & Furnaces
- CAD, CAM & Software Engineering
- Castings & Forgings
- CNC and Special Purpose Machines
- Construction, Earthmoving Equipments & Machines
- Construction Engineering Materials
- Cooling Tower & Heat Exchanger
- Cutting Tools
- Die & Moulds
- Electrical, Electronics & Instrumentation
- Energy Conservation & Renewable Energy Resources
- Environmental Engineering
- Fasteners & Clamping Elements
- Forming Technologies
- Foundry & Casting Engineering
- Gears, Motors, Drives
- Hydraulic Tools & Pneumatic equipment

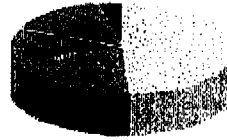
- Industrial Brushes & Cleaning Systems
- Industrial Safety Equipments
- IT Products & Services
- Machine Tools & Accessories
- Material Handling Equipments
- Metals & Alloys
- Mining Engineering
- Oil, Lubrication & Filtration
- Packaging & Printing Equipments
- Pipes, Tubes & Hoses
- Plastics
- Process Plant Machinery & Equipments
- Pollution Control
- Power Engineering
- Pumps & Valves
- Reactors
- Rolling Mills
- Safety & Security
- Steel
- Structural Engineering
- Sub Contracting
- Testing & Measuring Instruments
- Welding Equipment & Consumables
- Wires & Cables

## Exhibitors' Feedback



- Will participate in IMS 2012 82%
- Will not participate in IMS 2012 5%
- Will consider 13%

## Visitors' Feedback



- Excellent 19%
- Good 21%
- Satisfied 11%
- Can be better 15%
- Dis-satisfied 4%

## Name of Exhibition: India Manufacturing Show, 2012

**Dates:** September 27 - 30, 2012  
**Venue:** Hall 1 & 2, Bangalore International Exhibition Centre, Bengaluru  
**Edition:** 2nd  
**Exhibition Cycle:** Biennial  
**Organized by:** IMS Foundation & Reliance Broadcast Network Ltd.  
**Supported by:** Government of Karnataka, Ministry of MSME & NSIC  
**Event website:** www.indiamanufacturingshow.com | www.ims2012.in

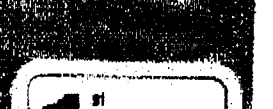
## Past Edition

**2010:**  
**Venue:** Hall 1, Bangalore International Exhibition Centre, Bengaluru  
**Exhibitors:** 184  
**Visitors:** 9976  
**Gross Area:** 10,000 sqm.  
**Standard facility:** One Laminated Table, two Chairs, One Dust Bin, 3 Spot Lights, One 5 amp Plug Socket for every Stall Size of 9 Sqm. One entry in Exhibition Catalogue, One Exhibition Souvenir.

## Visitor Profile

- Senior Management (CEO, MD, GM)
- Key personnel of core and allied sectors
- Government officials
- Managers, Architects, Engineers
- Ministry & Training Institutes
- Heads of PSU's
- Component Manufacturers
- Plant machinery and equipment suppliers, Manufacturers, distributors, dealers
- Plant heads
- Procurement heads
- Maintenance managers
- Maintenance engineers
- Design Engineers
- Contractor/Subcontractor
- Technology suppliers and seekers
- Quality Control
- Consultants & Researchers
- Trade delegations
- Delegations from Governments Departments
- Consultants
- Contractors & Builders
- Engineering Colleges
- Financial institutions
- Heads of service departments
- Safety institutes
- Trading & marketing companies

**8 in 1**



**184 Participants**  
 60 PSU & IIT Companies  
**120 MSME's**  
**9976 Visitors**



Category	Percentage	Category	Percentage
Automotive	25%	Industry & Cleaning	20%
Aerospaces	15%	Material Handling	15%
IT & ITI	14%	Sub-Contracting	12%
Power & Energy	12%	Analysis	10%
Die & Moulds	10%	Other	10%
Electronics & Instrumentation	10%	Other	10%

Concurrent with IMS 2012 the following would be organised:

- Vendor Development Program
- Technical Seminar
- Special Session on "Aspiring Entrepreneurs"



Bengaluru City is the capital of the State of Karnataka.

•B.I.E.C., the host of IMS 2012, offers its exhibitors services and amenities of the highest quality on par with international standards. Located within 18km from the city center and beautifully landscaped over 34 acres this multi-purpose facility is a common ground for industry exhibitions, conferences, product demonstrations and training programmes



India as the tourist destination has much to offer. It will be an excellent opportunity to ideally mix business with leisure. Special tours for India Manufacturing Show 2012 will be planned. Contact the Project Manager for further details.

**The Golden Chariot**

The Golden Chariot is a luxury tourist train that connects the important tourist spots in the Indian states of Karnataka and Goa. The train offers a 7-day/8-night tour of Bangalore, Kabini, Mysore, Hassan, Hospet, Badami and Goa, before returning to Bangalore. The train, along with the Deccan Odyssey, is designed on the lines of the more popular Palace on Wheels with accommodations, spa treatments and dining.

8-night tour of Bangalore, Kabini, Mysore, Hassan, Hospet, Badami and Goa, before returning to Bangalore. The train, along with the Deccan Odyssey, is designed on the lines of the more popular Palace on Wheels with accommodations, spa treatments and dining.

The tourist attractions visited include the Nagarhole National Park, Mysore Palace, Srirangapatna forts, Hoysaleswara Temple, Gomateshwara and the Badami Cave Temples.

The Golden chariot can only accommodate 88 passengers, so book well in advance to get confirmation.

Laghu Udyog Bharati (LUB) is an All India Organization in the service of Micro and Small Industries. Started in the year 1994, the organization aims at providing necessary facilities for the growth of Micro and Small Industries, to help each other, to solve problems prevalent and encourage them to do their best for the overall development of the country. Laghu Udyog Bharati has branches in almost all states of India with persons of eminence associating themselves with the organisation and conducting various Interactive Programs to promote entrepreneurship.

Reliance Broadcast Network Limited is a multi-media conglomerate with play across radio, television, out of home and live entertainment. It is part of the Reliance Group and specializes in creating and executing integrated media solutions for brands.



India Manufacturing Show 2012

India Manufacturing Show Foundation  
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**MANUFACTURING EXPO**

REALISING the huge range of opportunities open in today's era, the Government of Karnataka is organising a unique event - India Manufacturing Show 2012 in the city of Bangalore. It is expected to enhance the supply chain management of the manufacturing sector in the state. The Government will be bringing along top exhibitors, an interactive forum, all kinds of the industry. The government has organised a special session to make this event a successful one. In the past 30 years, Karnataka has emerged as a global hub for electronics, automobile, aerospace, pharmaceuticals, IT, etc. Some of the participants of the IMSS 2012 are Tata Motors, Bosch, Luxon, HAL, Avon, AET, Binylon, etc. The event will be held in the state of Karnataka, Bengaluru. The star attraction of Bangalore is Bengaluru Development Project which is a major hub for the industry.

- Direct Mailers
- Trade Publications
- National English Dailies
- Economic Dailies
- Vernacular Dailies
- Electronic Media
- Out of Home Media
- Presentation Meetings
- Press Meets
- Website
- Social Networking

**India Manufacturing Show 2010 held**

India Manufacturing Show 2010 was held from October 9 to 12, 2010 at the Bangalore International Exhibition Center. Supported by the Government of Karnataka, the event aimed at promoting business between small, medium and large industries. More than 100 exhibitors participated in the show.

**IMS helps bridge 'large-small' gap**

IMS 2012 will be a unique event for the industry. It will bring together small, medium and large industries. The event will be held in the state of Karnataka, Bengaluru. The star attraction of Bangalore is Bengaluru Development Project which is a major hub for the industry.

Hotel Accommodation will be made available at special discounted rates and the facilities would be available for the exhibitors, business visitors and seminar delegates to facilitate their stay in India

**Star Category Hotels in Bangalore**

- |                            |                                       |
|----------------------------|---------------------------------------|
| ITC Gardenia               | The Royal Orchid                      |
| The Leela Palace Kempinski | The Paul                              |
| The Taj West End           | The Park                              |
| The Lalit Ashok            | Crowne Plaza Hotel                    |
| The Oberoi                 | The Chancery Pavilion                 |
| Le Meridien                | Jayamahal Palace Heritage Hotel       |
| Vivanta by Taj - MG Road   | Sheraton Bangalore At Brigade Gateway |
| Ista Hotel                 | Movenpick Hotel Et Spa                |
| The Gateway Hotel          | Vivanta by Taj - Whitefield           |
| The Zuri Whitefield        |                                       |



# IMS 2010

*Where Industries Converge*

**INDIA MANUFACTURING SHOW 2010**

## REPORT

Organised By



**LAGHU UDYOG BHARATI**  
Karnataka

Supported by



Government of Karnataka



**NSIC**  
ISO 9001:2008  
National Small Industries  
Corporation



Trade Commission  
of Denmark

**INDO-ITALIAN Chamber**  
of COMMERCE and INDUSTRY

**SICC**  
SINGAPORE  
INTERNATIONAL CHAMBER  
OF COMMERCE

## INAUGURATION

India Manufacturing Show 2010 was inaugurated by the Hon'ble Minister of Large & Medium Industries, Government of Karnataka, Mr. Murugesh R Nirani on 09-10-2010 at 10:30 am. The guests on the dias included Mr. Jajprakash Aggarwal, Chairman & Managing Director, M/s. Surya Roshni Limited., Mr. Akash Passey, Managing Director, VOLVO Buses Private Limited, Mr. Anbu, CEO, Bangalore International Exhibition Centre.

Mr. Murugesh R Nirani elaborated on the policy initiatives taken by the State Government to encourage industries and briefed about the success of Global Investors Meet held by the State Government in June 2010. He appreciated the effort of Laghu Udyog Bharati - Karnataka in organising IMS 2010 to benefit industries and pledged the Government's support for the initiative.

## VENDOR DEVELOPMENT PROGRAMME



### BHEL, Bangalore plant-Electronics division.

Informed the members present, that there are about 1100 components required by them. They elaborated on the procedure to get enlisted as vendors to BHEL, provided the vendors are product oriented, quality oriented & price competitive. Mr Venugopal Karkera, Sr. DGM (MPC-Sub Assembly), of BHEL anchored the programme and informed that BHEL Procures components and sub assemblies from SMEs.

He also informed that surveillance by vigilance department is ensuring transparency in procurement activities. Interested vendors can visit [www.bheledn.com](http://www.bheledn.com) for details.



### BEML: Mr. Vinod S Salunke, DGM (VDS&SCM), BEML Ltd.

BEML is one of the manufacturing PSU, who are in the field of manufacturing Earth moving equipment and coaches to railways. Their products are required by various sectors like

a. Coal b. Mining and construction c. Defence d. Railways e. Steel and Power f. Aviation

He gave detailed presentation of the requirement by BEML, their vendor policy and registration procedure. They have manufacturing facilities at KGF, Mysore, Bangalore and new facility at Palakkad.

He told the gathering that BEML is looking for machined components, light and heavy sheet metal fabricated structures, forgings and castings among major items. The total budget for purchase in BEML during the current fiscal is around Rs.2320 crores and it is nursing growth of 20-25% per annum.

## South Western Railways



South Western Railways is one of the zones of Indian Railways, which is head quartered in Hubli, Karnataka. Railways, is one of the public sector organizations which procures huge amount of materials and components running to several thousands of crores every year. It provides very good opportunity for the SME sector and depends on them for materials.

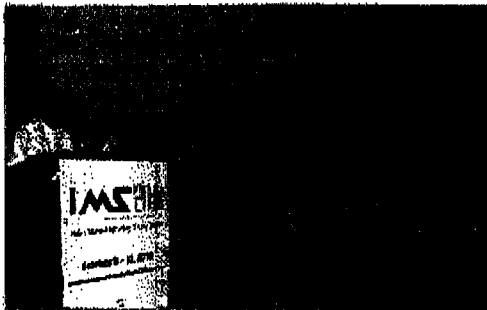
The officers from South Western Railways gave a detailed presentation about the items required by them. They spoke about the vendor registration with South Western Railways, about approval required from RDSO, and the procedure for participating in e-tenders of all zonal railways and the production unit.

Mr. Sridhar, Assistant Manager-Materials gave the presentation. He informed the gathering that the procurement of items is by tender process and the mode of tendering (a) Bulletin Tender, (b) Limited Tender, (c) Advertised tender through News Papers. Total value of purchases by South Western Railways this year is about Rs. 1000 crores, and he explained the procedure of becoming registered vendors with the Railways. All information can be accessed on their website - [www.southwesternrailway.in](http://www.southwesternrailway.in)

## KSRTC:

Mr. Nagaraj Rao, Controller of stores purchases and materials management, made a detailed presentation during the program, about the procurement policies of KSRTC. He distributed a book, containing the list of items being procured by KSRTC. KSRTC buys about Rs. 2100 crores worth goods every year. Almost 50% of the items are procured from MSME's in the country.

Likewise other major PSU's and Corporates like HAL, BEL, TATA MOTORS, VOLVO Buses Limited, KTTM & others interacted with entrepreneurs present during their programmes and gave their company's vendor policies, registration process and the quality requirements of components and products. From the feedback received, the Vendor Development Programme and the Technical Seminars were very well received by the exhibitors, visitors and budding entrepreneurs. It is noteworthy that many SME's present during the exhibition got enlisted with the above components as vendors.



## TECHNICAL SEMINAR

During IMS 2010, a high quality technical seminar was organised. The seminar was held from 11:00 am to 1 pm on 11-10-2010. Eminent Speakers Prof. Sadagopan, Director, IIIT-B, Prof. Rajagopalan, IIIT (B) and Prof. Janath Shah, IIM(B). spoke elaborately about the effective use of IT in manufacturing processes, which will result in enormous, savings in manpower, effective control of process, thereby reducing energy/ consumption and wastage in production. He dwelt elaborately on the matter.

Mr. Rajagopalan spoke with great detail on energy conservation and environment and gave case studies, about advantages of saving energy, and the effective methods to be adopted and conservation of environment. His case studies, elaborate on the cost benefits of saving energy and environment, sending out a clear message of it's importance. Overall the technical seminar held was of immense help to the entrepreneurs and gave them sufficient knowledge on current scenarios.

## ASPIRING ENTREPRENEURS

As a special and carefully thoughtout initiative, IMS 2010 conducted a seminar for budding youngsters.

Prof. Sadagopan, IIIT(B) spoke about the challenges of starting an enterprise and encouraged young and aspiring entrepreneurs. He gave them advice on how to be successful entrepreneurs, the qualities of successful entrepreneurs and several important topics

R. L. Kashyap, Prof. Purdue University, USA also spoke inspiringly and motivated students to realize their dreams.





## VISITORS PROFILE

Being the inaugural edition, IMS2010 incredibly managed to attract visitors in large numbers. 10,000 plus people visited IMS during 4 days of exhibition. Visitors included Business Visitors, Bureaucrats, International Delegations, Policy makers, Entrepreneurs, Foreign Trade Offices. Large number of Business Visitors were attracted to IMS due various programmes like Vendor Development Programme by PSU's and Corporates and Seminars, in which eminent speakers participated and spoke on the challenges and solutions for industries in the present globalised world.



Automotive	32%	Foundry & Casting	2%
Aerospace	15%	Material Handling	1%
CNC, SPM Machine tools	14%	Sub-Contracting	1%
Renewable Energy	7%	Students	4%
Dies & Moulds	2%	Steel	5%
Electrical & Electronics	4%	Others	13%

### Visitors' Feedback



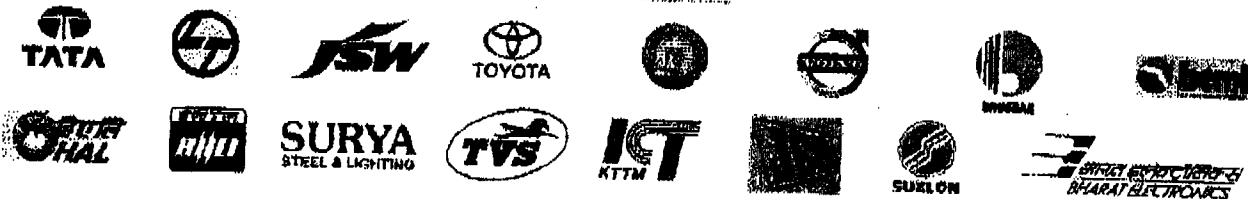
Excellent	4%
Good	21%
Satisfied	11%
Can be better	15%
Dis-satisfied	4%

### Exhibitors' Feedback



Will participate in IMS 2012	82%
Will consider	13%
Will not participate in IMS 2012	5%

## LEADING PARTICIPANTS @ IMS 2010



## PRESS & MEDIA

India Manufacturing Show 2010 was widely publicised through all forms of the media. Many articles and advertisements were published in leading National dailies, also in Hindi and vernacular papers. Thus, helping IMS reach-out to the masses & industry specific regions. TV ads were broadcast on popular channels to enhance the reach & spread the message. Hoardings were placed all over Bangalore City in prime & prominent locations and in selected cities across the country. Radio jingles during the event kept reminding patrons & visitors alike. Bulk mailing campaigns helped to reach out to industries across the country. E-mail blasts in phases accounted for more than 20,00,000 e-mails sent to specific industries.



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