

# OUR QUALITY, YOUR BENEFIT.

bauma CONEXPO INDIA, Gurgaon/New Delhi  
November 3-6, 2020



**BECOME AN  
EXHIBITOR!**

**APPLY NOW**

Priority deadline:  
April 30, 2020

International Trade Fair for Construction Machinery,  
Building Material Machines, Mining Machines and  
Construction Vehicles.

[www.bcindia.com](http://www.bcindia.com)    

**bauma** CONEXPO **INDIA**

# The hot spot for India's construction machinery industry

## Connecting India. Building a sustainable future.

Being a key driver, the infrastructure sector is the backbone of the growing Indian economy. Some of the key factors that will boost the Indian economy and result in the high demand for construction equipment:

- grand national highway construction targets
- modernisation of railways
- enhancement of road, water and air connectivity with the initiatives of Bharatmala (highways), Sagarmala (ports), UDAN (airports)
- railway station development programs
- inland waterways development, AMRUT & Smart Cities (urban infrastructure)
- development of the 5 industrial corridors.

bauma CONEXPO INDIA is your gateway to connect with key industry players and explore new business opportunities in the power capital of India.

**Our demand is to exceed yours.**

**Expect more in 2020**



### Facts and figures\*

**39,173**  
participants from  
63 countries

**668**  
exhibitors from  
26 countries

**195,000 m<sup>2</sup>**  
of exhibition  
space

\* Figures from 2018

## Visitor satisfaction\*

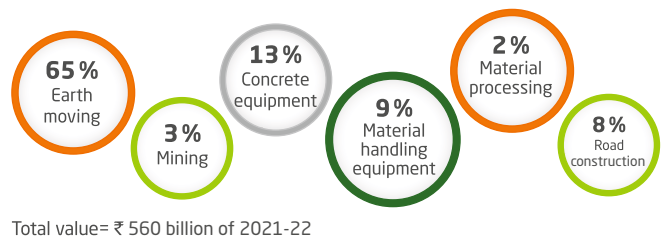
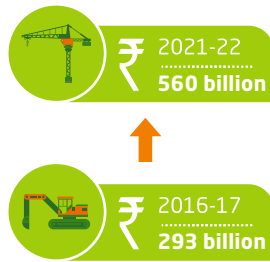
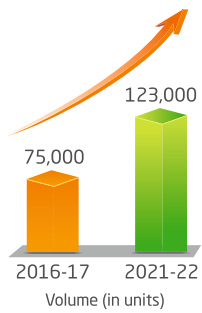
**95 % of the visitors** are involved in decision-making processes. The top three visitor target groups expected by exhibitors matched the actual visitor distribution.

Recommend to others	<b>96 %</b>
Assessed as excellent	<b>97 %</b>
Benefited from visiting	<b>91 %</b>

\* Source: Facts & figures from visitor survey 2018



## Market overview: potential growth



Total value= ₹ 560 billion of 2021-22

\* Source: EAC Market Research Report

## Offering first-rate programs

### Conferences, meetings, events and presentations

Thanks to collaborating with industry associations, bauma CONEXPO INDIA will feature a high-quality supporting program.

The industry experts will exchange ideas, share visions, demonstrate know-how and showcase innovations.



### Buyer-Seller Forum: find new strategic partners

Offering pre-scheduled meetings, the Buyer-Seller Forum at bauma CONEXPO INDIA facilitates direct contact between exhibitors and buyers from domestic and international markets.

Take the opportunity to meet new companies and potential customers.

### Demo area: machinery live in action

Experiencing concentrated machine power: at bauma CONEXPO INDIA, new technology innovations can be marveled at live in action.



## What participants and partners say

» ICEMA would like to announce to the world the arrival of a mature and confident CE Industry in India. While we offer the perceptive Indian customer the best in technology and range of products, we would also explore avenues of export, fresh partnerships and greater collaboration with all stakeholders. «

**Sandeep Singh**  
**iCEMA—President**  
**Managing Director**  
**Tata Hitachi Construction Machinery Company Pvt Ltd**



» bauma and CONEXPO enjoy a great reputation in the construction equipment industry across the world and we believe that they can transform the exhibition landscape by bringing their best practices to India—which is a rapidly growing market with enormous potential. I am also very happy about adoption of the new dates, November 3–6, 2020 and I believe this is an excellent move for the benefit of the industry. «

**Arvind Garg**  
**Chairman—IESC & EVP,**  
**Head of Construction Mining Machinery Business**  
**Larsen & Toubro Ltd.**

» In 2018, we participated for the fourth time in bauma CONEXPO INDIA. The show was a success for us as we achieved a good number of meetings with business partners and potential clients. We have seen exponential growth of the trade fair and are looking forward to participating in the next edition. «

**Vipin Sondhi**  
**Managing Director and CEO**  
**JCB India Ltd.**

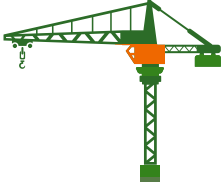


» BAI is proud to be associated with bauma CONEXPO INDIA as joint organizer and sincerely hopes bauma CONEXPO INDIA 2020 will become a trendsetter in the Indian construction equipment industry. «

**Sachin Chandra**  
**President**  
**Builders' Association of India**

# Our quality, your benefit. The entire industry. In one hot spot.

## Exhibition sectors



### All around construction sites

- Construction vehicles
- Earth-moving machines
- Road construction and maintenance equipment
- Pipe & cable laying equipment & tools
- Lifting appliances and conveyors
- Construction equipment, tools and special systems
- Handling and processing concrete and mortar at construction sites
- Formwork and scaoldings
- Site installations



### Mining, extraction and processing of raw materials

- Machines for extraction of raw materials and for mining
- Handling of raw materials
- Mineral processing (incl. coke oven equipment)



### Production of building materials

- Manufacture of cement, lime and gypsum compounds for building materials
- Machines and systems for producing concrete, concrete products and pre-fabricated components
- Machines and plants for producing asphalt
- Machines and plants for producing pre-mixed dry mortar, plaster, screed and building supply store products
- Machines and plants for producing lime sandstone and building products using power plant residue (fly ash, slag)
- Building material handling and packaging plant



### Component and service suppliers

- Transmission engineering, fluid technology and power generation units
- Accessories and wear parts
- Services
- Test, measurement and process control engineering
- Communication and navigation
- Job safety

## Industry profile

- **Contractors**
- **Developers / investors / builders**
- **Government / ministers / public-sector undertaking**
- **Mining companies**
- **Financial / leasing companies**
- **Manufacturers**
- **Rental companies**
- **Distributors / retailers**
- **Associations**
- **Others\***

Other: Port companies; oil refineries; power plants; architects; engineering colleges/institutes; consultants; safety companies; spare parts & component manufacturers etc.)

This list is indicative only

## Visitor profile

- Management: CMD, CEO, COO, proprietor, owner etc.
- Operators: construction equipment, fleet, cranes
- Construction equipment owner
- Construction machinery manufacturers
- Component manufacturers
- Construction machinery and service providers

### Departments

1. Technical
2. Marketing
3. Operations
4. Purchase
5. Procurement
6. Projects
7. Plant & equipment
8. Engineering
9. Mechanical
10. Vendor development / dealer development
11. Skill development

This list is indicative only

# General information

## Venue

Gurgaon/New Delhi, India  
→ [www.bcindia.com/venue](http://www.bcindia.com/venue)

## Date

November 3–6, 2020



**Apply now**

→ [www.bcindia.com/application](http://www.bcindia.com/application)  
Priority deadline: April 30, 2020



Scan to apply!

### Partner association



### Joint organizer



## Contacts

### Contact for exhibitors from India

bC Expo India Pvt. Ltd.  
Unit No. 762/862,  
Solitaire Corporate Park  
Building No. 7, 6th Floor,  
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Marg, Andheri (East),  
Mumbai – 400 093, India

Tel. +91 22 6787-9804  
[info@bcindia.co.in](mailto:info@bcindia.co.in)

### Contact for exhibitors from Europe, Asia, Australia and Africa

Messe München GmbH  
Messegelände  
81823 München  
Germany

Tel. +49 89 949-20251  
[info@bcindia.com](mailto:info@bcindia.com)

### Contact for exhibitors from the Americas

Association of  
Equipment  
Manufacturers (AEM)  
6737 W. Washington St.,  
Suite 2400, Milwaukee,  
WI 53214 U.S.A.

Toll Free: +1 800-867-6060  
(U.S.A. and Canada)

Tel. +1 414 298-4750  
[bcindia@aem.org](mailto:bcindia@aem.org)

### Contact for exhibitors from China

AEM China  
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