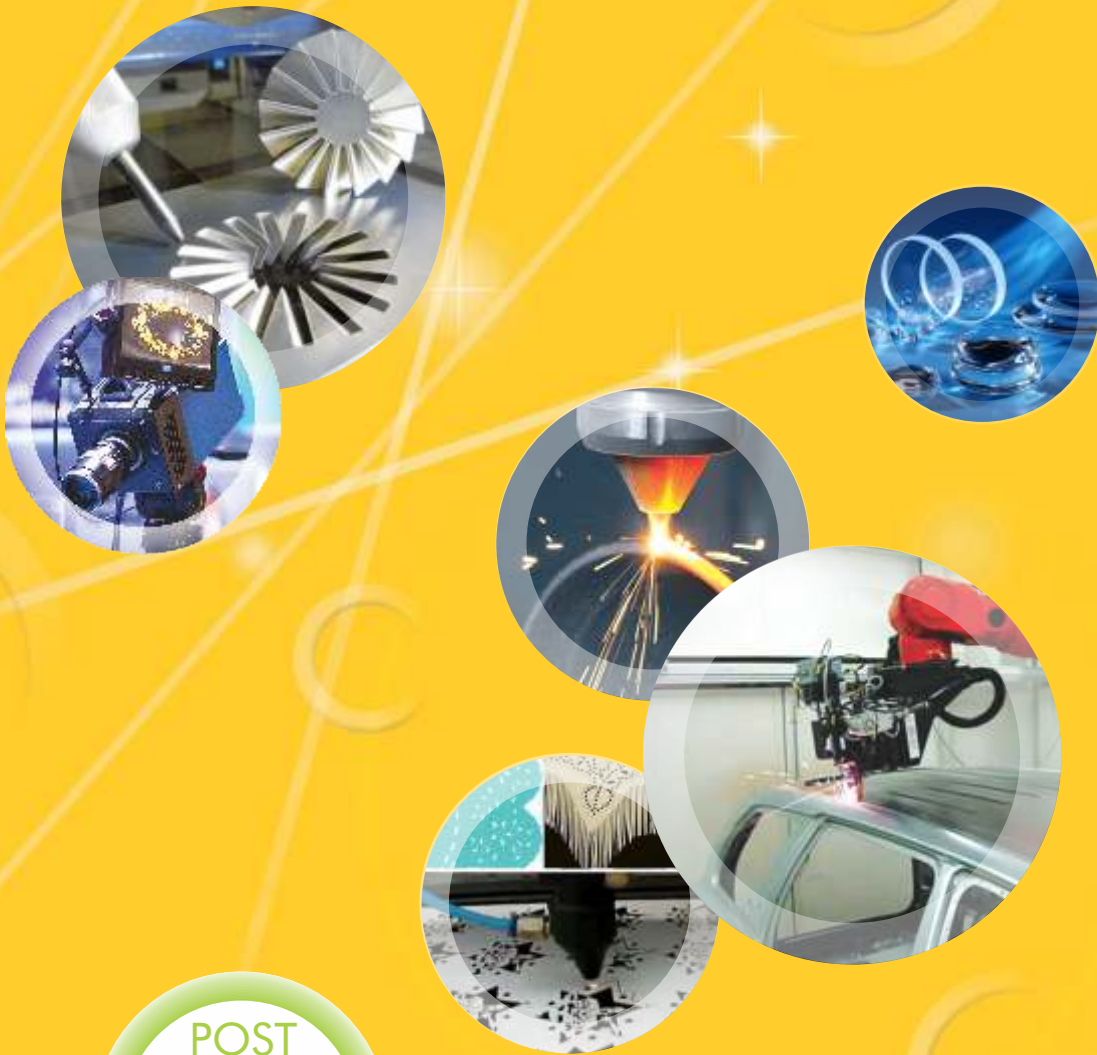


## PROGRESS IN LIGHT



POST  
SHOW  
REPORT  
2016

SEPTEMBER 21–23, 2016, BIEC, BENGALURU

India's Platform for Laser and Optical Technologies —  
Components, Systems and Applications



# HIGHLIGHTS

LASER World of PHOTONICS INDIA took place for the fifth time from September 21-23, 2016 at Bangalore International Exhibition Centre in Bengaluru with increased participation from exhibitors and visitors alike, reflecting that laser technology is the need of the hour. Knowledgeable and educational programs contributed to the high level of interest from key buyers attending the fair.

## LASER WORLD OF PHOTONICS INDIA 2016 OVERVIEW

- 4000 m<sup>2</sup> of exhibition space
- 140 exhibitors and 20 represented companies from 17 countries
- 7,182 visitors (plus 18%) as compared to previous edition
- Over 90% from 22 Indian states, the top covering South and West
- 31% of visitors from outside Karnataka
- Country Pavilions from China, Germany, Great Britain, Japan, Lithuania and Singapore
- Machine Vision Pavilion and Laser Safety Forum
- Top-class conference programmes: IEEE CRALT and ARCI Automotive Conference
- Customer-specific Buyer Seller Meetings

## PLAN TO PARTICIPATE AGAIN IN 2017



## WOULD RECOMMEND TRADE FAIR TO OTHERS



## MARKET ASSESSMENT BY VISITORS AND EXHIBITORS

### PRESENT ECONOMIC SITUATION IN THE INDUSTRY

Considered as excellent/very good/good



### FUTURE ECONOMIC SITUATION

Expected to improve or stay the same



## SPECIAL AREAS

### MACHINE VISION PAVILION



The Machine Vision Pavilion brought together a complete range of machine vision solutions under one roof. Positive response was received from attending visitors who explored product segments such as Lenses, Camera, Image Processing and Lighting.

### LASER SAFETY FORUM (NEW)



The debut of the Laser Safety Forum added real value to both visitors and exhibitors. The forum covered various aspects of laser safety practice and hazard control and how to implement laser technology safely into a company's production. There was a high demand for laser safety trainings.

### BUYER SELLER FORUM



The forum facilitates targeted networking between buyers and sellers of laser and optics components, products, equipment and machinery. In 2016, 142 meetings took place with 27 buyers and 32 exhibitors. Business worth 100 million Euros was negotiated. (Approx.)

## SUPPORTING MINISTRY AND ASSOCIATIONS

- Ministry of Electronics and Information Technology, (Government of India)
- ARCI - International Advanced Research Centre for Powder Metallurgy & New Materials
- Bayerisches Laserzentrum (blz)
- IEEE Photonics Bangalore Chapter
- Indian Laser Association (ILA)
- OptecNet Germany
- Optical Society of India (OSI)
- SPECTARIS

" We are getting closer to the laser industry by participating at LASER World of PHOTONICS INDIA. The exhibition will create a bigger footprint and brand recall in the minds of our target audiences."

**Sanjay Shah**, Director,  
Suresh Indu Lasers  
Pvt. Ltd.



# VISITOR PROFILE

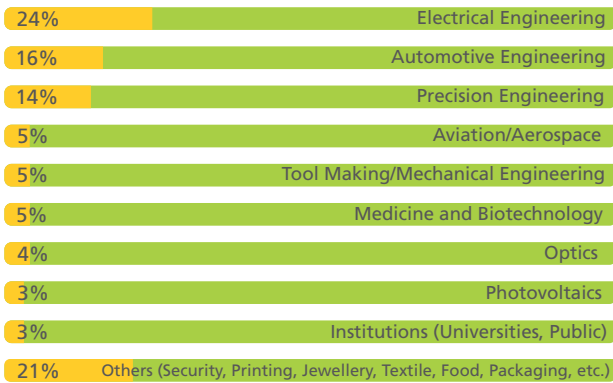
Business thrives on contacts. More precisely: from contacts at the highest level that go hand in hand with a distinct willingness to invest. At LASER World of PHOTONICS INDIA, key decision makers and buyers source the best of cutting-edge technology for their industry.

## Impressive Show Statistics

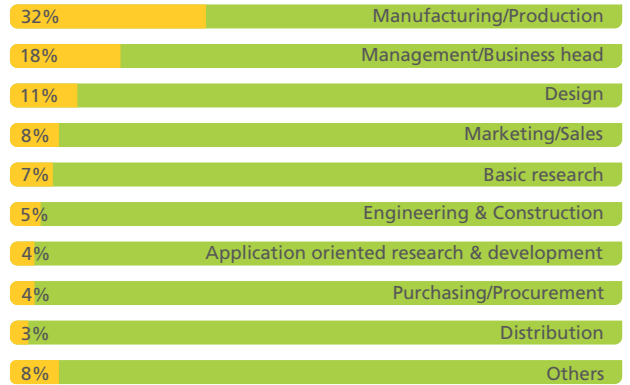
- About 98% of the respondents rated LASER World of PHOTONICS INDIA 2016 from good to excellent
- 97% of the visitors felt that the event offered them benefit for their professional activities
- 98% would again visit LASER World of PHOTONICS INDIA 2017.

## SECTORAL REPRESENTATION OF VISITORS

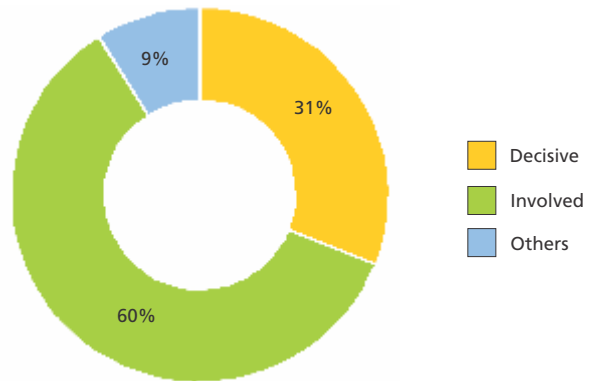
LASER World of PHOTONICS 2016 welcomed visitors from more than 20 industries, such as:



## AREAS OF RESPONSIBILITY



## INFLUENCE OF VISITORS ON PURCHASING DECISIONS



"Especially in mass manufacturing laser technologies play an important role. Precision and speed are what is required here. We found many affordable international and domestic technologies at LASER World of PHOTONICS INDIA which we want to incorporate to improve our manufacturing automation process."

**Nitesh Dhoot, M/s. Tatanagar Steel Products**

## EXHIBITOR PROFILE

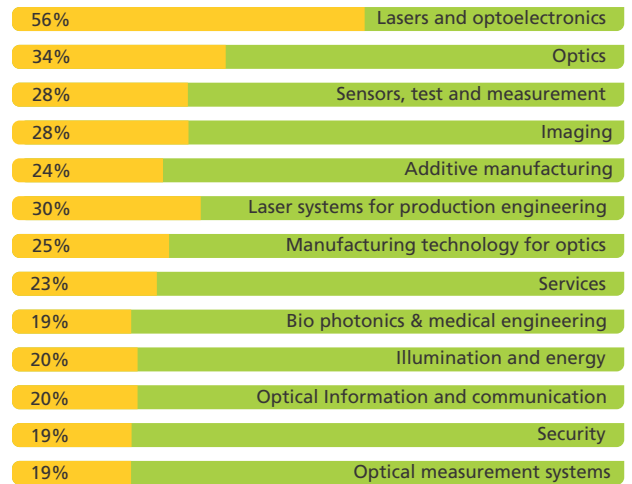
LASER World of PHOTONICS INDIA 2016 was well received by the exhibitors. Overall, 95% would recommend the show to their business partners and friends. 94% of the exhibitors are likely to participate in the next edition. The show received good assessment on aspects such as "quality of visitors" and "benefit of participating", and exhibitors reported that the trade fair helped them to reach their targeted customer groups and generate new business leads.

### WHAT EXHIBITORS APPRECIATED MOST IN LASER WORLD OF PHOTONICS INDIA 2016

- Character of a leading trade fair in India
- Quality and Quantity of visitors
- Application orientation of the trade fair contents
- Quality of exhibitor services
- Seminar Program
- Benefit from participating
- Positive market assessment as to expected future growth of market

### DECISIVE EXHIBITION SECTORS FOR VISITORS

LASER World of PHOTONICS INDIA 2016 has proved to be the market-leading must-attend event for all suppliers, buyers and users of laser and optical technologies.

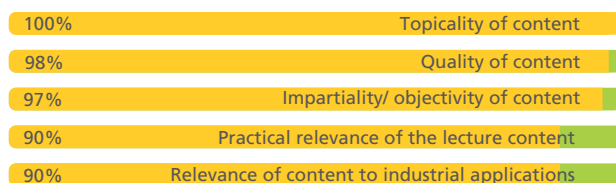


## ACCOMPANYING PROGRAMS WHERE RESEARCH MEETS INDUSTRY

Connecting the gap between scientists, industry experts and users, LASER World of PHOTONICS INDIA 2016 featured two high-class conferences which included a series of specific presentations and panel discussions to examine industry topics, and which attracted more than 200 delegates. "Future of the Indian Automotive Industry: Laser and its Applications" Conference focused on introducing laser technologies to optimize automotive manufacturing for improving efficiency and quality. The "Conference on Recent Advances in Lightwave Technology" (CRALT 2016) covered the topic of optical engineering, an emerging technology with far-reaching applications and implications.



### ASSESSMENT OF ACCOMPANYING PROGRAMS (FROM GOOD TO EXCELLENT)



LASER World of PHOTONICS INDIA has exceeded our expectations and gave us a perfect platform to showcase our technologies. We could meet our target audiences as we were specifically looking for buyers from automotive sector. The laser industry is showing a remarkable growth and we saw lot of interest from the market for laser and optics technologies."

**Indrajit Rana**, National Sales Manager Laser Division, TRUMPF India

"This trade fair is the best platform to showcase our products and to help develop a strong client base. We truly appreciate Messe München for providing us with a platform to educate our integrators and our clients to the next level and from now on we will be participating every year and even more aggressively as we are coming up with good range of quality products and new challenging applications."

**Rajesh Sharma**, Managing Director, IPG Photonics (India) Pvt. Ltd.

"We are manufacturers of machines used in machine vision and life sciences. This is the first time we are participating at Laser World of PHOTONICS India, and we have also got the opportunity to explore the Indian market and introduce our new product offerings."

**Greg Truman**, CEO, Forth Dimension Displays

"We have been participating in LASER World of PHOTONICS INDIA since its inception. This is one show that supports photonics in complete form that helps the growing business. LASER World of PHOTONICS INDIA is bringing together the community from across India."

**Dr. Lalit Kumar**, Managing Director, Laser Science Services (I) Pvt. Ltd.

"There has been a good increase in the number of visitors as compared to the previous edition. We are also looking forward to a good response from the industry and government. Trade fairs like Laser World of PHOTONICS INDIA primarily help us to get connected with new prospective customers and create opportunities to expand our business."

**Rakesh Agarwal**, Managing Director, Laser Technologies Pvt. Ltd.

"We are a solution provider and showcasing technologies like Ultra Violet lasers. This is the first time we are exhibiting at LASER World of PHOTONICS INDIA and it has been a wonderful experience being a part of this trade fair. The trade fair provides a unique platform for networking and expanding our business."

**Vishal Jadhav**, Product Manager, FORBES

"We are associated with LASER World of PHOTONICS INDIA since past 4 years, and it is a very well organized trade fair. It gave us an opportunity to learn about new products and technology, since a relevant number of topics have been covered and a large number of companies have participated."

**Manuel Zenz**, Product Management & Development, Sill Optics

"It has been a very good experience at LASER World of PHOTONICS INDIA. This platform gave us the opportunity to connect with key people in the industry and also gain knowledge about new technologies."

**Ravinder Safaya**, Sales Account India, Schneider GmbH & Co. KG.

"The growth in the laser industry is attracting many foreign participants in India and thus increasing the demand for laser technology. The organizers have put together a successful trade fair by connecting with the key industry players and creating opportunities for one-on-one interactions."

**Shailesh Mehta**, Director, Mehta CAD CAM Systems Pvt. Ltd.

"Messe München India has done a great job in organizing the current edition of Laser World of PHOTONICS INDIA. With a number of countries participating at the trade fair, it has been very useful in terms of information about the industry and gathering leads, giving us the opportunity to develop new customers."

**Dr. U. Rambabu**, Quality Manager, Ministry of Electronics and Information Technology, Government of India

"We had a conference on Future of Indian Automotive Industry in Laser and its applications, where we focused on automobiles sectors and introduced modern technologies. Laser processing market is estimated to reach USD 9.75 Billion by 2022, at a CAGR of 6.13 % between 2016 and 2022. This edition of LASER World of PHOTONICS INDIA has been much more productive in terms of responses than last year."

**Dr. G. Padmanabham**, Director, International Advanced Research Centre for Power Metallurgy & New Materials (ARCI)

"We are associated with the Laser World of PHOTONICS INDIA since its inception. It is comparatively good in terms of visitors than its previous edition. We are looking forward to quality visitors in next two days as well."

**Maulik Patel**, Executive Director, Sahajanand Laser Technology

"Government policies have been very aggressive for the laser industry. The visitor footfall at our stall has clearly surpassed our expectations. Looking at this year's response we look forward to participate in the future exhibition for LASER World of PHOTONICS INDIA."

**Aruna M. Bhat**, Sales Manager (Asia), Sintec Optronics



**INNOVATION**  
**WITH LIGHT**  
**SAVE THE DATE**

SEPTEMBER 14–16, 2017  
PRAGATI MAIDAN, NEW DELHI

India's Platform for Laser and Optical Technologies —  
Components, Systems and Applications

[world-of-photonics-india.com](http://world-of-photonics-india.com)

**LASER** World of **PHOTONICS INDIA** 

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