



INNOVATION WITH LIGHT

EXHIBITOR INFORMATION

SEPTEMBER 26–28, 2018

BIEC, BENGALURU

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



ABOUT THE SHOW

LEADING AND ONLY TRADE FAIR IN INDIA FOR LASER AND OPTICAL TECHNOLOGIES

INDIA'S ONLY DEDICATED & LEADING TRADE FAIR FOR LASER AND OPTICAL TECHNOLOGIES

Showcase your company at India's only dedicated gathering for laser and optical technologies – LASER World of PHOTONICS INDIA – to scale up your business and tap the growing market. Network with decision makers, interact with academics and forge strong ties with key buyers as the trade fair returns to Bengaluru in 2018 from 26-28 September at Bangalore International Exhibition Centre.

MARKET OVERVIEW

- ▶ The Indian laser industry is expected to grow at 19% CAGR to 1 billion EUR by 2020*
- ▶ India is an import market for lasers and optics with various supply chains in the ecosystem:
 - OEMs import the finished product into India
 - Indian companies import the laser source and servo motor package and integrate in India
 - International players carry out integration at global sites
- ▶ Major laser applications are in Indian key industries like automotive, railway, construction equipment, agriculture equipment and others*
- ▶ Strong growth potential for laser applications is expected in telecommunications and advanced consumer goods**
- ▶ The Indian market for photonics is witnessing high growth also due to rising automation and development of new applications**
- ▶ The increasing demand for innovations leads to investments in R&D and education*

Sources:

*Outlook and opportunities 2020: Laser in India by EAC International Consulting

**India Photonics Market: 2017 Study by IndustryARC and SPECTARIS

REASONS FOR YOUR PRESENCE

The audience we address is incomparable

The visitors attending the trade fair – key decision makers, experts and scientists – represent a variety of industries ranging from automotive to telecommunications, from life sciences to jewellery, from printing to mechanical engineering, as well as from research institutes.

Our unique accompanying program delivers additional value

In collaboration with industry associations and influencers, we add value to the exhibition by organizing a high quality accompanying program to encourage suppliers and buyers, users and engineers as well as researchers and scientists to exchange ideas, share vision, demonstrate know-how and showcase innovations.

We provide high quality service and international standards

Our years of experience with LASER World of PHOTONICS in Munich, China and India enable us to provide you with more than just an exhibition stand. That means competence, contacts and a competitive edge to promote an entire industry including your company. Exhibitors benefit from our international network and our global partnerships with associations, key industry players and media.

Our co-located trade fairs create attractive synergies for visitors

Co-locating LASER World of PHOTONICS INDIA with India's number one electronics hardware trade fairs electronica India and productronica India has proved to create attractive synergies and added value for exhibitors and visitors alike. As a combined platform, we offer our attendees and participants full insight into the latest technologies and applications.

The diverse range of exhibits at LASER World of PHOTONICS INDIA covers all topics that pertain to optical technologies: a unique combination of research, innovative technologies and industrial application sectors, supported by a program of related events.

THE ENTIRE VALUE CHAIN IN PHOTONICS

RESEARCH & DEVELOPMENT

- ▶ Bhabha Atomic Research Centre (BARC)
- ▶ Tata Institute of Research Centre (TIFR)
- ▶ Photonics Society of India
- ▶ Optical Society of India
- ▶ Indian Laser Association
- ▶ Indian Space Research Organisation (ISRO)
- ▶ Defence Research & Development Organisation (DRDO)
- ▶ Indian Institute Technology (IIT)
- ▶ RRCAT & more



COMPONENTS

- ▶ Lasers
- ▶ Laser components
- ▶ Optics
- ▶ Lenses
- ▶ Optical filters
- ▶ Optoelectronics
- ▶ Cable & Optical fibers
- ▶ Raw Materials
- ▶ Sensors



SYSTEM INTEGRATION

- ▶ Laser systems
- ▶ Robot systems
- ▶ Measuring/testing systems
- ▶ Cameras
- ▶ Microscopy
- ▶ Software
- ▶ Display
- ▶ Manufacturing technology for optics
- ▶ System periphery



APPLICATIONS

- ▶ Industrial manufacturing technology
- ▶ Process control and quality inspection
- ▶ Lighting
- ▶ Optics manufacturing
- ▶ Research & Development
- ▶ Industrial image processing
- ▶ Communication technology
- ▶ Medicine/Biophotonics
- ▶ Solar technology
- ▶ Environmental technology/Energy



BUSINESS PROSPECTS IN ALL INDIAN INDUSTRY HUBS

Western Region

- ▶ Automobile
- ▶ Auto Components
- ▶ Pharmaceuticals
- ▶ Heavy Metal Fabrication
- ▶ Gems & Jewellery
- ▶ Ship Building
- ▶ Iron & Steel
- ▶ Ceramics
- ... to name a few

Northern Region

- ▶ Automobile
- ▶ Automotive components
- ▶ Electronics
- ▶ Pharmaceuticals
- ▶ Textiles
- ▶ Signage
- ▶ Shoes & Leather products
- ▶ R&D Centre
- ... to name a few

Southern Region

- ▶ Automobile
- ▶ Automotive Components
- ▶ Textiles
- ▶ Steel
- ▶ Electronics
- ▶ Bio Technology
- ▶ Solar Equipment
- ▶ Machine Tools
- ▶ Aerospace
- ▶ Semiconductor
- ▶ Precision Engineering
- ▶ Optics
- ▶ Research Institution
- ▶ R&D Centre
- ... to name a few

Eastern Region

- ▶ Mining Equipment
- ▶ Food Processing
- ▶ Packaging
- ▶ Textiles
- ▶ Agro Products
- ... to name a few



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ABOUT THE VENUE

AN IDEAL HUB FOR LASER PROFESSIONALS
LOOK WHAT EXHIBITORS AND BUYERS HAVE TO SAY

EXPLORE A NEW WORLD OF OPPORTUNITIES AT LASER WORLD OF PHOTONICS INDIA 2018

LASER World of PHOTONICS INDIA - India's only laser and optical technologies gathering - presents the full spectrum of the photonics industry: components and manufacturing equipment as well as photonics applications for a wide range of user industries.

Buyers from all application fields visit the trade fair to find innovative solutions to increase their productivity and competitiveness.

EXHIBITOR STATEMENTS

“ I am very confident that we will continue to benefit by participating in this exhibition in future as well. The event is really adding value to the industry and particularly to our company.

Pradeep Patil, Managing Director ,
TRUMPF India

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“ Our experience with LASER World of PHOTONICS INDIA has been excellent. We have observed that we get a lot of walk-in customers, old customers and this exhibition is extremely useful for companies like us. We are happy with the enquiries and responses we have received.

Dr. Lalit Kumar, Managing Director,
Coherent Laser India

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BUYER STATEMENTS

“ It is a wonderful forum. We introduce the buyer and seller directly and therefore the attention to the product details and connect between the two parties is smooth. Laser has got a very bright future in terms of innovation and industry application. This is my first time that I am attending the buyer seller forum and it has turned out to be an eye opener for me. It covers all the aspect of Laser technology and we see so many Indian companies participating at this platform. This is a great support to 'Make in India' initiative of Indian Government.

Harishbabu Shrivastava, DRDO

”

“ It has been a brilliant experience. We meet interact with the right audience at the buyer seller forum. It will help us significantly in reaching out to the exact buyer and exact seller. This is the third time I have participated and I am quite happy with the response.

N. Karthik Ganesh, Managing Director
DACE Medical Systems

”

PLAN TO PARTICIPATE AGAIN IN 2018

97% Visitors

84% Exhibitors

FUTURE ECONOMIC SITUATION

Expected to improve or stay the same

99% Visitors

98% Exhibitors

Source: exhibitor and visitor surveys 2017

A LEADING EXHIBITION IN AN INDIAN INDUSTRIAL STRONGHOLD

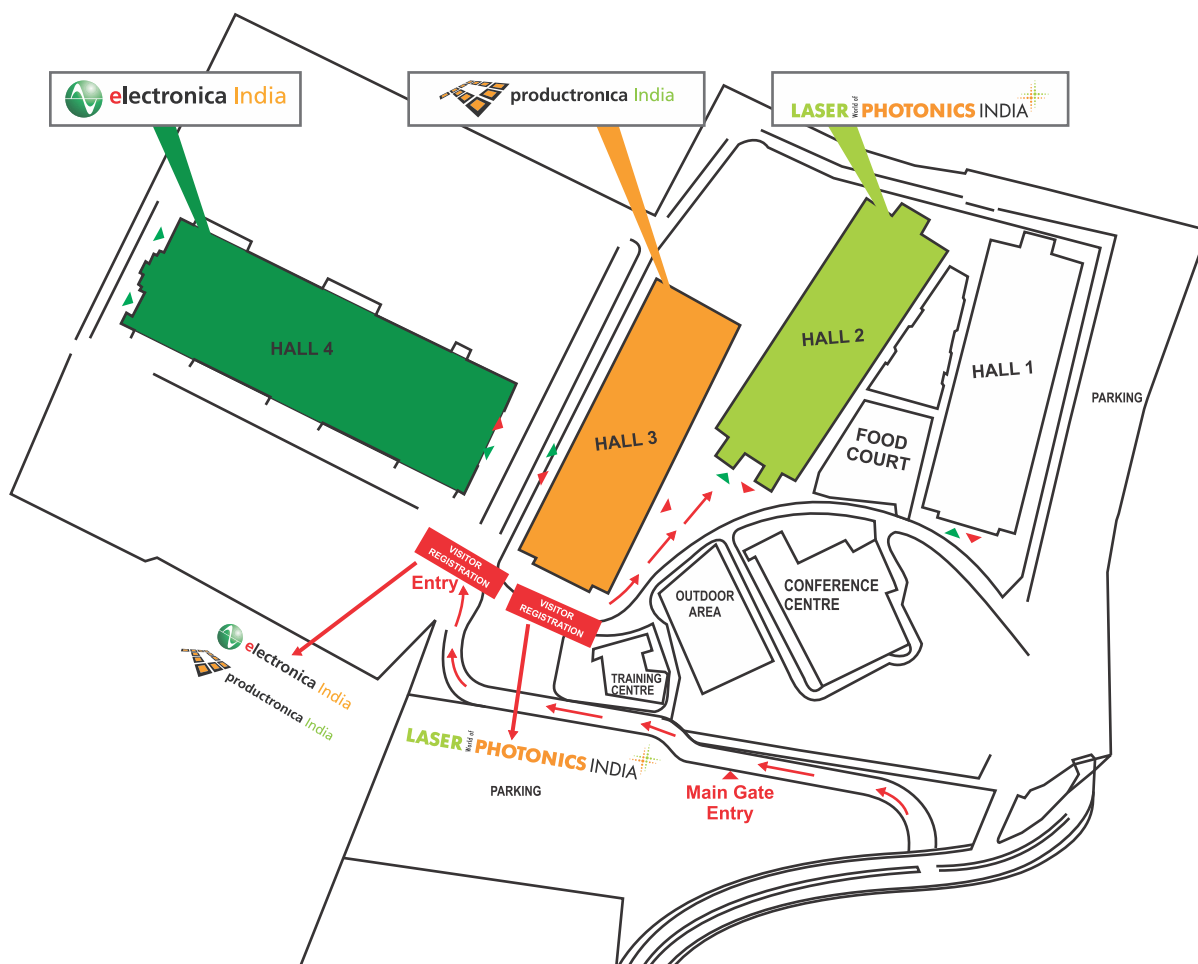
In 2018 the trade fair is again moving to Bengaluru. The heavily industrialized region leads the nation in fields such as precision tool manufacturing and is the world's fourth largest technology cluster after Silicon Valley, Boston and London. With its potent industry platform LASER World of PHOTONICS INDIA, Messe Muenchen India is supporting the southern Indian region's strategy of harnessing this modern technology for production purposes. The trade fair in Bengaluru taps into the state of Karnataka with its more than 61 million inhabitants and, further afield, cluster regions for application and research, such as Chennai or Cochin.

ACADEMIC STRONGHOLD IN SOUTHERN INDIA AND THE MEETING PLACE FOR PHOTONICS RESEARCHERS

In addition to practitioners from the industry LASER World of PHOTONICS INDIA is also an important meeting place for optics and laser technology researchers and developers. They make use of the accompanying conference program for their gatherings, they present their visions, exchange ideas and help taking the Indian photonics industry to the next level. The state of Karnataka and the south of India are preeminent in optics and laser research and development. The region boasts a wealth of universities, engineering schools and polytechnic universities.

PLAN OF THE FAIR GROUND

Layout of Bangalore International Exhibition Centre



LEGEND



world-of-photonics.com/events



SHOW PROFILE DISPLAYING ENTIRE RANGE OF TECHNOLOGY WITH KEY DECISION MAKERS FROM INDUSTRY

EXHIBITOR PROFILE

At LASER World of PHOTONICS INDIA, trade visitors will witness an extensive range of components, machines and solutions for applications like laser cutting, welding, engraving, marking, micro machining and medical applications among many others.

The exhibitor profile includes:

Lasers and Optoelectronics

Innovative beam sources and system components expand manufacturing capabilities and set new standards in precision, quality, effectiveness and cost efficiency.

Optics

Innovative optical products and optical know-how are indispensable in the entire photonics industry —i.e. in information and communications technology, micro- and macro-manufacturing technology, and in medical technology, diagnosis and therapy.

Manufacturing Technology for Optics

Increasing production rates for optical components call for new manufacturing facilities, techniques and new production resources, including optical coating materials and coating techniques as well as special adhesives for optics.

Sensors, Test and Measurement & Optical Measurement Systems

Optical sensors and laser-based measuring and testing systems are indispensable — and essential for quality and efficiency — in the industrial, skilled-trades, medical technology and scientific sectors. After all, light is the perfect measuring tool: it is quick, accurate, contact-free and flexible.

Laser Systems for Production Engineering

Lasers and laser systems are considered driving forces behind innovations in manufacturing that make it possible to improve production efficiency, optimize processes and increase productivity.

Optical Information & Communication

The information society produces and processes enormous quantities of data that can only be stored, transmitted and visualized with the help of photons, e.g. in the consumer-electronics, office-automation and printing sectors.

Biophotonics and Medical Engineering

Medical components, systems and optical techniques are used to support diagnosis and therapy in nearly all fields of medicine.

Imaging

Industrial image processing and photonics are considered important key technologies because they help to increase efficiency and quality. They have a wide range of applications in sectors such as measuring and testing technology, optics, medical technology, photography, electronics and materials processing.

Illumination and Energy

New manufacturing techniques in photovoltaics, e.g. battery manufacturing, energy-saving lighting concepts and the use of renewable energy sources increased energy efficiency and master the global challenges of generating and storing energy and protecting the environment.

Security

From terahertz technology and biometric techniques to thermal imaging cameras, head-up displays, fingerprint analysis and alarm systems: optical technologies account for a large percentage of solutions for modern safety technology.

Additive Manufacturing

Laser-based techniques for the additive manufacturing enable the direct production of nearly any component or product from digital data. Hence "3D printing in manufacturing" opens up new perspectives for industrial applications: small numbers as well as complex components from various materials can thus be manufactured cost-effectively.

VISITOR PROFILE

The visitors of LASER World of PHOTONICS India come from all user industries with the objective to find innovative solutions to increase their productivity and competitiveness. Willing to invest in new technologies they look for the best suppliers, attend meetings and participate in the accompanying program to network with business partners.

Meet visitors from the following industries:

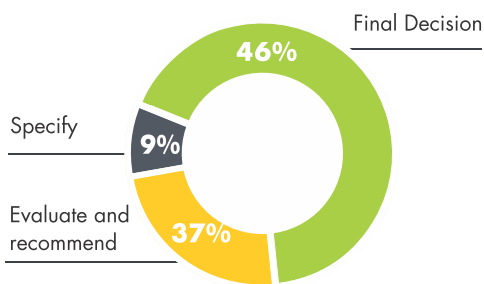
- Automotive
- Toolmaking / Machine Manufacturing
- Electrical Engineering / Electronics
- Precision Mechanics / Optics
- Health Care / Medical Technology
- Science / Research
- Jewellery
- Textile
- Food and Packaging
- Aviation / Aerospace
- Photovoltaic
- Contract Manufacturing / Job Shops
- Telecommunications
- Signage

and many more....

KEY FIGURES 2017

- 5,500 sqm. of exhibition space
- 160 exhibitors + 10 represented companies from 16 countries
- 6,508 visitors from 15 countries
- Over 55% of visitors from outside Delhi
- Country Pavilions from China, Germany, Lithuania and North America
- Customer-specific Buyer Seller Meetings where business was negotiated

INFLUENCE OF VISITORS ON PURCHASING DECISIONS



WHAT VISITORS APPRECIATED MOST IN LASER WORLD OF PHOTONICS INDIA 2017

Assessment excellent to good:

- Representation of International and Indian exhibitors
- Presence of market leaders
- Representation in terms of products
- Leading role of the trade fair in this branch in India
- Accompanying program

WHAT EXHIBITORS APPRECIATED MOST IN LASER WORLD OF PHOTONICS INDIA 2017

Assessment outstanding to good:

- Application orientation of the trade fair contents
- Quality of visitors
- Decision making power of the visitors
- Accompanying program
- Quality of exhibitor services

HIGHLIGHTS 2018

- Special Pavilions on Machine Vision, Research and Additive Manufacturing
- Buyer-Seller Forum (4th edition)
- Conference on Laser Applications
- Seminar on Additive Manufacturing
- Concurrent training programs and short-courses
- International Pavilions from China, Germany, Lithuania, USA
- LIVE product demonstrations

BUYER SELLER FORUM

The Buyer-Seller-Forum facilitates direct contact between exhibitors and buyers from domestic and international markets through prescheduled meetings. Exhibitors can meet new companies and network with potential customers from various user industries and R&D. In 2018 more than 250 meetings are expected with decision-makers from the top management level.

ADDITIVE MANUFACTURING PAVILION AND CONFERENCE

After a successful launch of the Additive Manufacturing Pavilion and Conference in 2017 the segment will continue to be part of the trade fair in Bengaluru. Additive manufacturing plays a vital role for various user industries as well as for Research & Development Institutes. The Additive Manufacturing Pavilion will showcase raw materials, processing and systems for industrial applications and be accompanied again by a conference program.

“ This is the first time we attended and our participation was very successful. The northern market, especially Delhi NCR, needs an eco-system for additive manufacturing and this is a perfect platform. We are also looking forward to participating in the event in future.

Nayan Patel, Operations and Technical Manager,
Renishaw India

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www.world-of-photonics-india.com/exhibitor-directory

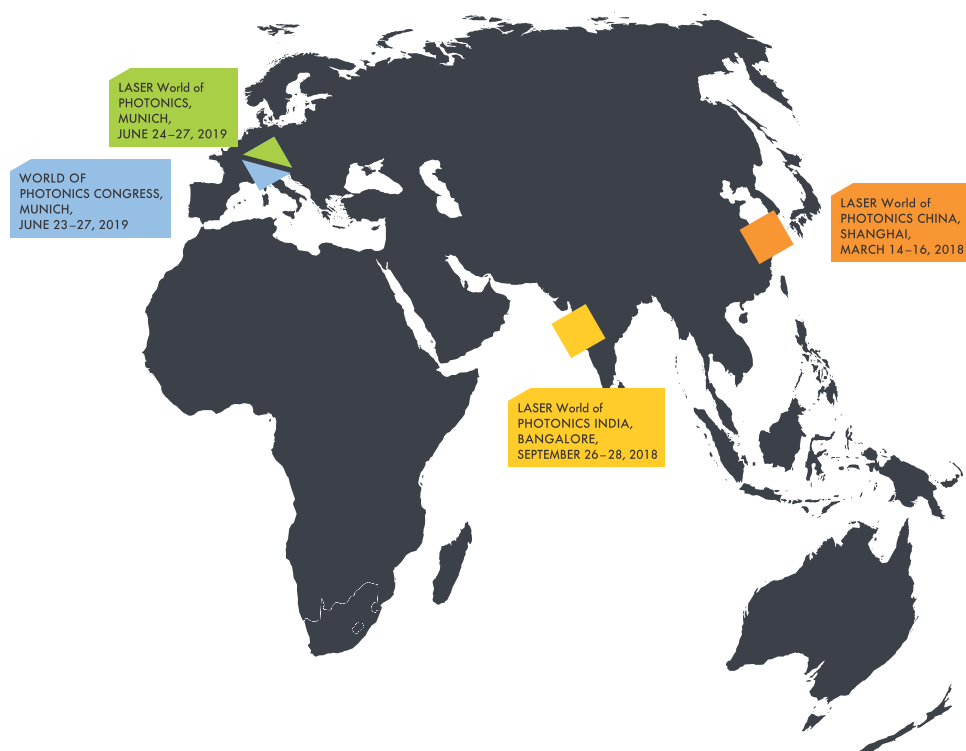
THE WORLD OF PHOTONICS NETWORK

It started 1973 with LASER World of PHOTONICS in Munich—the world's leading platform of the laser and photonics industry—and the World of Photonics Congress—Europe's largest photonics congress.

This unrivalled combination of trade fair and congress, which brings together research and application, was further developed for the growing markets in China and India. The global network combines innovations and trends with country specific main themes. Precisely tailored to the market. Plus the recipe for success of the mother fair: depicting the entire value chain and bringing together all key players at an international level.

KEY FACTS ABOUT LASER WORLD OF PHOTONICS

- ▶ More than 92,000 visitors
- ▶ 2,295 exhibitors



LASER World of PHOTONICS INDIA IS CO-LOCATED WITH



electronica India 2018
inside tomorrow

International Trade Fair for Electronic
Components, Systems and Applications

electronica-india.com



productronica India 2018
innovation all along the line

International Trade Fair for Electronics
Development and Production.

productronica-india.com

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