



Messe München

Connecting Global Competence



September 23–25, 2020

# Accelerating Innovation

Factsheet for exhibitors



**productronica India 2020**

International Trade Fair for Electronics  
Development and Production  
September 23–25, 2020  
Bangalore International Exhibition Centre (BIEC)  
Bengaluru  
[productronica-india.com](http://productronica-india.com)

co-located trade fairs

# Innovations begin at productronica India 2020:

International, innovative, unrivalled:

productronica India is the only event of its kind in South Asia to showcase the entire value chain in electronics production—from technologies and production equipment to software and services. Present your company at productronica India 2020 and profit from its unique surroundings.

The venue alternates between Bengaluru and New Delhi on a yearly basis.



## The complete range of products

No other trade fair in India depicts the global market for electronics manufacturing as extensively as productronica India. productronica India brings together all domestic and international participants what gives you the best possible range of new partners and potential new customers from around the world.

## Global business platform

High-quality visitors including decision-makers from India and abroad ensure first-rate potential for new business.

## Expert knowledge and industry know-how

Tailored with regard to specific topics that drive the industry, productronica India always underscores a close link to new developments. Leading national and international experts share their latest know-how.

## Attractive synergies for visitors

Being co-located with electronica India, Smart Cards Expo and Laser World of Photonics India creates attractive synergies and added value for visitors. It gives them the opportunity to gain insights into the latest technologies and applications in all industry sectors.

## 2019 key figures\*

**673** exhibitors from 18 countries and regions: China, France, Germany, Hong Kong (SAR), India, Indonesia, Japan, Korea, Poland, Portugal, Russia, Singapore, Sweden, Taiwan (Chinese Taipei), Thailand, Turkey, United Kingdom, USA

**26,310** trade visitors – an increase of 35% compared to the previous Delhi edition

**32,000 m<sup>2</sup>** of exhibition space, for productronica India, electronica India and IPCA India expo together

## 5 Country and region pavilions:

China, Korea, Singapore, Taiwan (Chinese Taipei), United Kingdom

### Exhibitor numbers

2019

**673**

2018

**592**

2017

**453**

2016

**452**

### Visitor numbers

2019

**26,310**

2018

**25,459**

2017

**19,028**

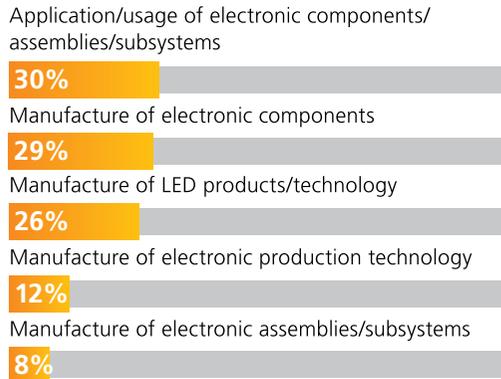
2016

**17,968**

\*Figures include numbers of productronica India and electronica India 2019

# Visitor profile

## Type of Business\*



Overall assessment (good to excellent)\*

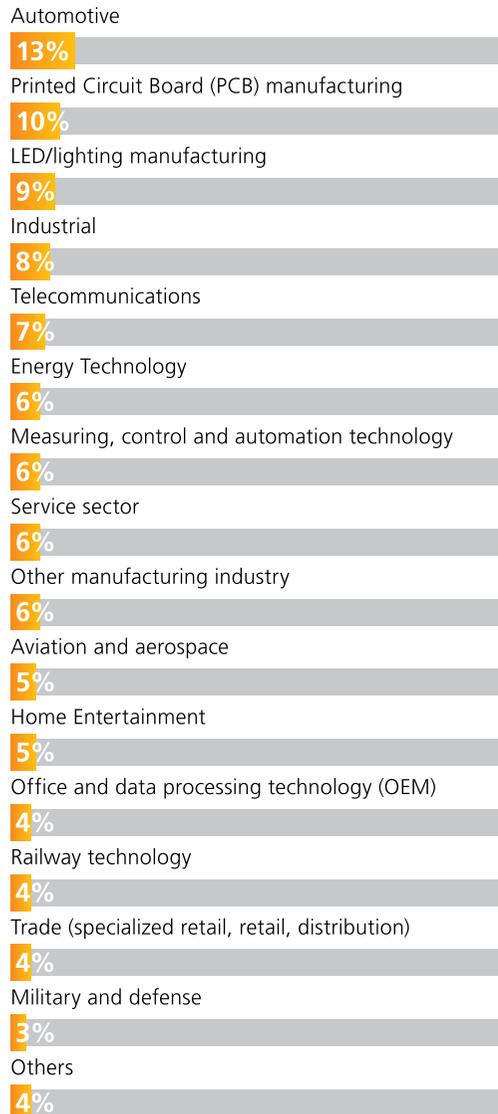


Plan to attend productronica India 2020 (probably to definitely)\*



Benefit of the productronica India (good to excellent)\*

## Industry\*\*



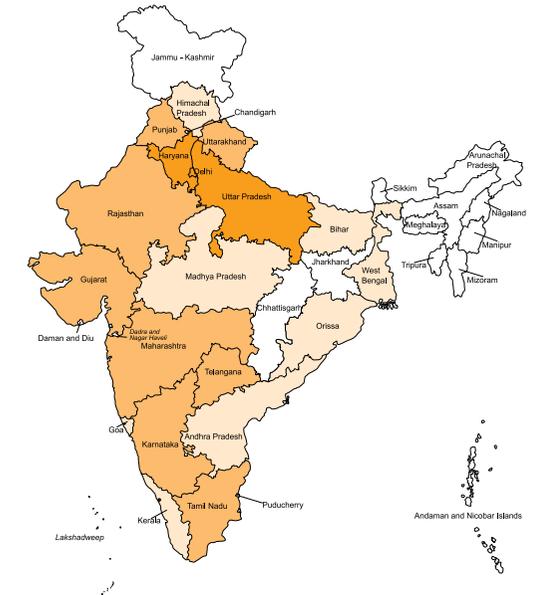
## Job function\*



\*Figures from visitor survey report of productronica India and electronica India 2019 (all responding visitors)

\*\*Figures from visitor registration report of productronica India and electronica India 2019

## Indian state-wise visitors\*\*



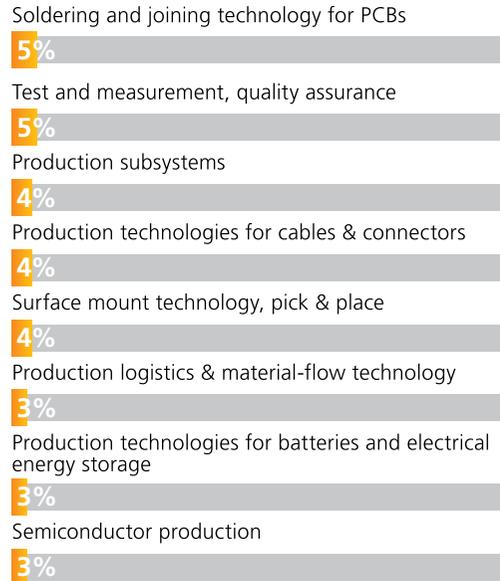
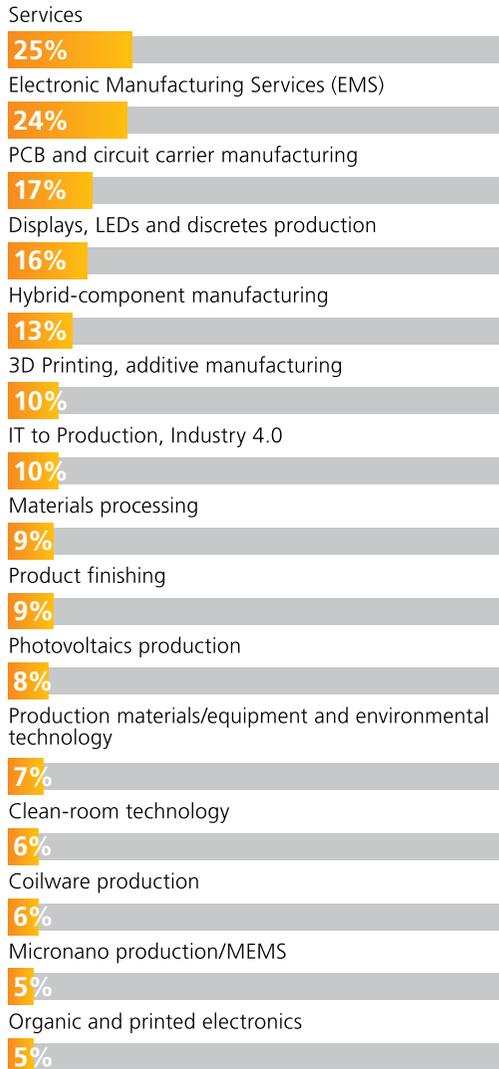
Statewise visitors (1 = most visitors - 4 = least visitors)

1 2 3 4

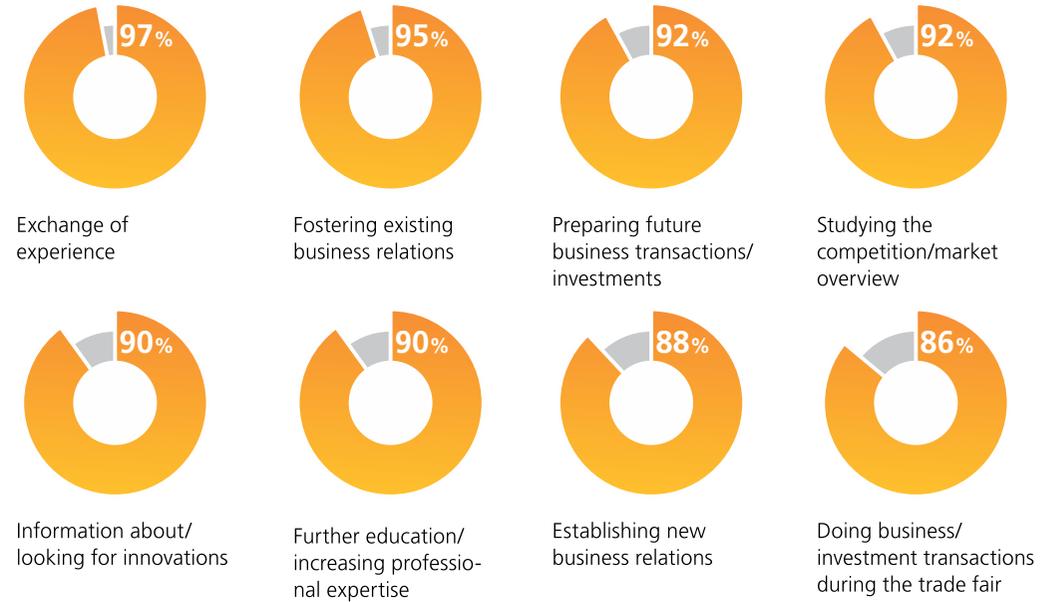


# Exhibitor profile

## Product category\*



## Assessment of aims (from good to excellent)\*\*



## Signs of satisfaction\*\*



\*Figures from exhibitor survey report of productronica India 2019 (all responding visitors)

\*\*Figures from exhibitor survey report of productronica India and electronica India 2019 (all responding visitors)

## Some of the key exhibitors



# The four elements of electronics development and production

productronica India's cluster structure keeps everyone oriented. It helps participants to keep track of the entire value chain in electronics manufacturing:



**PCB & EMS Cluster**  
PCB and circuit-board manufacturing, Electronic Manufacturing Services (EMS)



**Cables, Coils & Hybrids Cluster**  
Manufacturing technologies for cables and connectors, coilware production



**We have got overwhelming response from the visitors and there were many who were really curious to know about the microscopes and how they can be used in the PCB and electronics industry. productronica India is helping all the exhibitors who are into quality inspection for the PCBs and gives us a platform to showcase our technologies.**



Sunny Sharma, Marketing Specialist, Leica Microsystems



**The visitors, who visited in the last three days were decision makers and it was a fruitful crowd. We use the platform of productronica India as a tool to market ourselves, and position our brand with Indian customers.**



Glenn Qiu, Chairman, GKG, Precision Machine Co. Ltd.



**Semiconductors Cluster**  
Semiconductor manufacturing, display manufacturing, LEDs and discrete devices, photovoltaics production, micronano production, cleanroom technology, materials processing, production technologies for batteries and electrical energy storage, organic and printed electronics



**SMT Cluster**  
Component mount technology, soldering technology, test and measurement/quality assurance, product finishing, production subsystems, production logistics and material-flow technology

## Supporting program 2019

productronica India will continue to feature knowledge rich networking programs in order to meet the needs of the growing electronics manufacturing industry. The concurrent events offer ample of learning and networking opportunities by bringing together influential experts and covering market trends.



### CEO forum

The focus was on “Realizing the vision of a trillion US\$ digital economy—The role of components and design led manufacturing”. The sessions and workshops covered the entire electronics eco-system and discussed the key concerns shared by the industry.



### India PCB Tech conference

The session was a focused knowledge forum to promote the PCB industry in India. Policy makers, manufacturers, as well as various stakeholders exchange valuable information on market and technology trends, technical skills, policies, to boost the success and growth of the PCB manufacturing and assembly sector.



“

The buyer seller forum was really a very good experience and expectations were fulfilled. It is a hassle free forum. And the moment I came here, all the meetings were well organized and 95% of the meetings were useful for me and my business. The quality of meetings were really professional.

”

Robins N, Manager Strategic Sourcing,  
Ather Energy

### Buyer-Seller forum



The Buyer-Seller forum is a unique platform to connect major buyers with sellers of electronics components, products and equipment from various segments including automotive electronics, consumer electronics, LED and lighting, industrial electronics to name a few.

In 2019, over 1,500 meetings were successfully conducted.

## The location

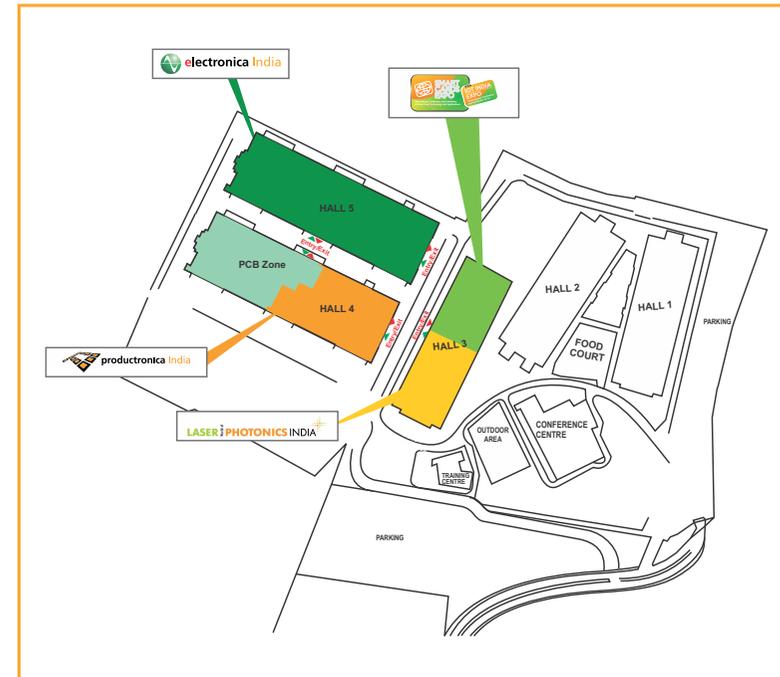
**Bangalore International Exhibition Centre** complements its 77,200 square meters of covered space in five aesthetically and functionally designed exhibition halls. The conference centre, food court and other support services for exhibitor and visitor comfort, all within the same complex, make BIEC a unique and most sought after exhibition centre in India.

## Conference center

Area of 3,200 m<sup>2</sup>

Six air-conditioned conference halls of different dimensions  
Flexible seating arrangements in the halls: class room, theatre, roundtable  
Auditorium seating capacity of around 1,400 persons  
Specially designed VIP room/protocol lounge and board room  
Adequate space for networking, lunch/dinner, tea/coffee, etc.

## Plan of the fairground – BIEC, Bengaluru



## Accompanying trade fairs 2020



electronica India is the leading trade fair for electronic components, systems, applications and solutions in India. The venue alternates between New Delhi and Bengaluru.



Launched in 1999, Smart Cards Expo is India's only trade fair focusing on Smart Card technologies and applications. It is co-located with RFID India expo, Biometric India expo, IoT India expo, AI India Expo, e-security and digital payment solutions.



LASER World of PHOTONICS INDIA is the only regional trade fair for laser and photonics in India. It revolves around innovative products as well as their industrial solutions and applications, which reflect actual developments in the industry around the world.

## Event

September 23–25, 2020  
Bangalore International Exhibition Centre,  
Bengaluru, India

**Opening hours:** Wednesday to Friday, 10:00–18:00

**Space allocation until:** July 31, 2020

### Organizer information:

Messe Muenchen India Pvt. Ltd.,  
Unit No. 762/862, Solitaire Corporate Park Building No. 7, 6th Floor,  
167, Guru Hargovindji Marg, Andheri (East), Mumbai–400 093  
Tel.: +91 22 4255 4700  
E-mail: [info@mm-india.in](mailto:info@mm-india.in)

## We look forward to welcoming you at productronica India 2020

### Project management India

Mr. Tanmay Pol Group Project Director Tel: +91 22 4255 4749 <a href="mailto:tanmay.pol@mm-india.in">tanmay.pol@mm-india.in</a>	Ms. Joyce Naikade Assistant Project Manager Tel: +91 22 4255 4731 <a href="mailto:joyce.naikade-extern@mm-india.in">joyce.naikade-extern@mm-india.in</a>
---	---

### Project management Germany

Ms. Anne Dautremant  
Senior Exhibition Manager  
Tel: +49 89 949-20322  
Fax: +49 89 949-9720322  
[anne.dautremant@messe-muenchen.de](mailto:anne.dautremant@messe-muenchen.de)

## Global electronics network



Global Electronics Network With subsidiaries in Europe, Asia, Africa and South America and over 70 foreign representatives covering more than 100 countries, Messe München offers a network that spans the globe. The current address list is available here: [messe-muenchen.de](http://messe-muenchen.de) (International).

Besides productronica India, Messe München organizes other leading electronics trade fairs in the world. This allows exhibitors to profit from the know-how network of Messe München worldwide. [electronica-india.com/trade-fair/information/global-electronics-network](http://electronica-india.com/trade-fair/information/global-electronics-network)

### Sales India

**West Region**  
Mr. Venkatesh Raman  
Mob.: +91 99875 50472  
[venkatesh.raman@mm-india.in](mailto:venkatesh.raman@mm-india.in)

**South Region**  
Mr. Saravana Anand  
Mob.: +91 99163 90422  
[saravana.anand@mm-india.in](mailto:saravana.anand@mm-india.in)

**North Region**  
Ms. Shweta Ojha  
Mob.: +91 91679 34930  
[shweta.ojha@mm-india.in](mailto:shweta.ojha@mm-india.in)

### Sales Germany

Mr. Michael Taller  
Sales Consultant Germany  
Tel.: +49 89 949-20569  
Fax: +49 89 949-9720569  
[michael.taller@messe-muenchen.de](mailto:michael.taller@messe-muenchen.de)