



# INNOVATION

# WITH LIGHT

# FACTS & FIGURES 2017

SEPTEMBER 14-16, 2017

PRAGATI MAIDAN, NEW DELHI

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



## OVERVIEW

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

- ▶ 5500 sqm of exhibition space
- ▶ 160 exhibitors + 10 represented companies from 16 countries
- ▶ 6508 visitors from 15 countries
- ▶ Over 55% of visitors from outside Delhi
- ▶ Country pavilions from Germany, China, North America, Lithuania

### PLAN TO PARTICIPATE AGAIN IN 2018

97% Visitors

84% Exhibitors

### WOULD RECOMMEND TRADE FAIR TO OTHERS

97% Visitors

95% Exhibitors

### FUTURE ECONOMIC SITUATION

Expected to improve or stay the same

99% Visitors

98% Exhibitors

### 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

### ACCOMPANYING PROGRAMS WHERE RESEARCH MEETS INDUSTRY

#### IEEE Photonics Short Courses

Knowledge Platforms-Short courses by IEEE Photonics, the three short courses organized by the Institute of Electrical and Electronics Engineers Photonics (IEEE Photonics) covered different aspects of fiber lasers and applications, nanophotonics and fundamentals of fiber optics and waveguides.

#### Laser Safety Forum

For the second consecutive year since its inception, the Laser Safety Forum stood out as one of the most important knowledge sharing platforms for the industry. The participants learned about the safe use of lasers in their working environment.

#### Buyer Seller Forum

The forum facilitates targeted networking between buyers and sellers of laser and optics components, products, equipment and machinery. In 2017, 237 meetings took place with 37 buyers and 44 exhibitors. Business worth 157 million euros was negotiated.

NEW

### ADDITIVE MANUFACTURING PAVILION AND CONFERENCE

Additive Manufacturing pavilion was launched to showcase processing and systems for laser-based additive manufacturing in industrial applications at the show. At the co-located Additive Manufacturing Insight conference which was jointly organized by CNT Expositions and Services LLP, delegates learnt about the growing market for Industrial 3D printing.

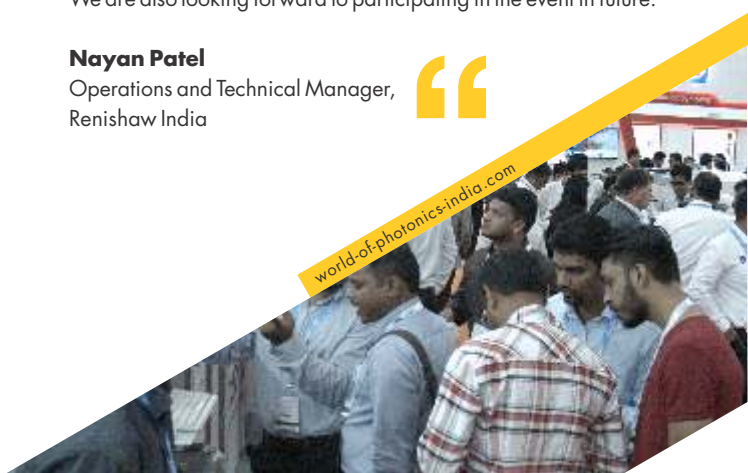
” This is the first time we attended and our participation was very successful. The northern market, especially Delhi NCR, needs an eco-system for additive manufacturing and this is a perfect platform. We are also looking forward to participating in the event in future.

#### Nayan Patel

Operations and Technical Manager,  
Renishaw India

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world-of-photonics-india.com



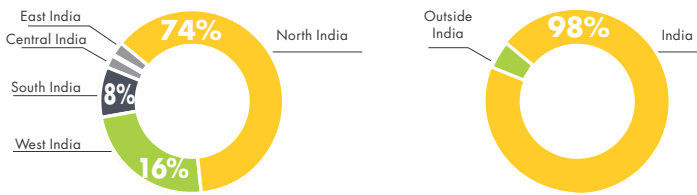
**VISITORS:**  
**QUALITY ON CONTINUOUS**  
**HIGH LEVEL**

” It has been a brilliant experience. We 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. Karthick Ganesh**, Managing Director  
 DACE Medical Systems

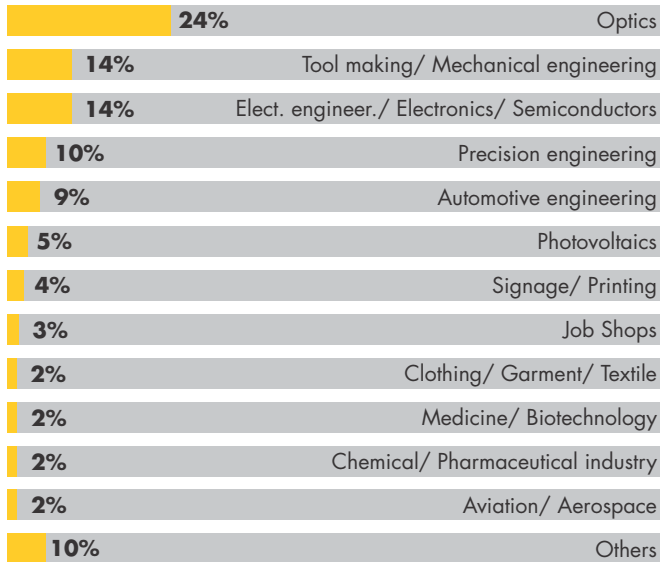
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### WHERE THE VISITORS CAME FROM



### SECTORAL REPRESENTATION OF VISITORS

LASER World of PHOTONICS INDIA 2017 welcomed visitors from more than 20 industries, such as:

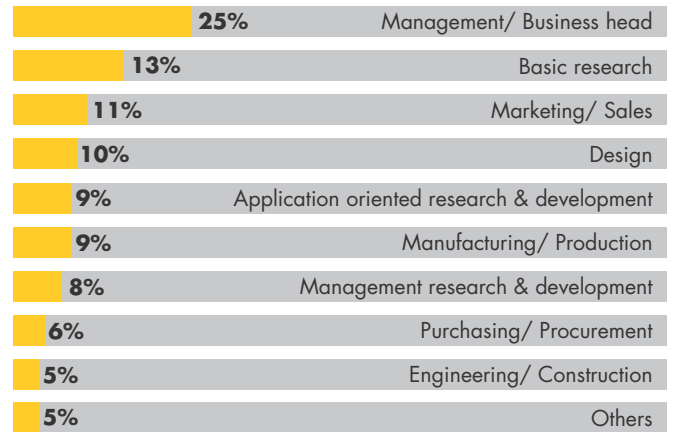


Source: Visitor Survey Report 2017

#### Other visitors came from:

Data processing/ Telecommunications, Jewellery, Food & Packaging  
 Security and Defense, Colleges/ Universities/ Institutes  
 Public administration/ Public authorities, Traffic and Transport

### AREAS OF RESPONSIBILITY

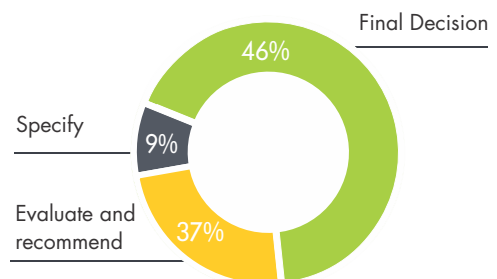


Source: Visitor Survey Report 2017

#### Other visitors came from:

Distribution, Quality management, Education/ Training  
 Pupil/ Student/ Not working

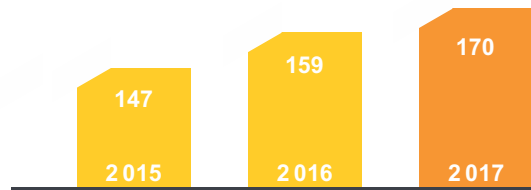
### INFLUENCE OF VISITORS ON PURCHASING DECISIONS





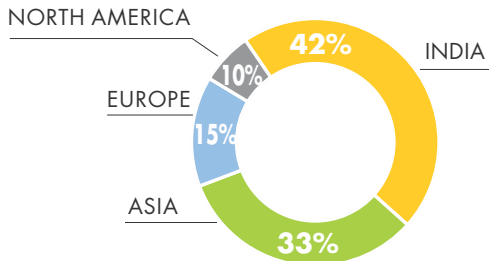
**EXHIBITORS:**  
CONTINUED  
HIGH SATISFACTION

## GROWING EXHIBITOR NUMBERS



including direct exhibitors and additionally represented companies

## EXHIBITORS FROM VARIOUS CONTINENTS

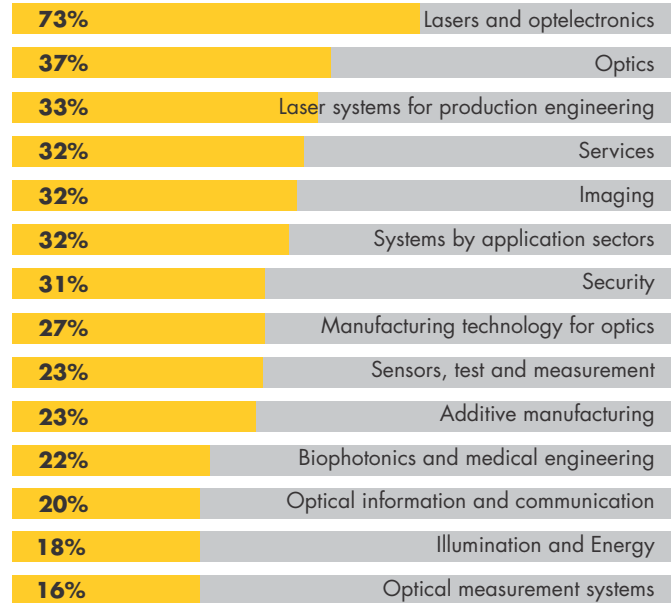


## WHAT EXHIBITORS APPRECIATED MOST IN LASER WORLD OF PHOTONICS INDIA 2017

Assessment outstanding to good:

- ▶ Application orientation of the trade fair contents
- ▶ Quality of visitors
- ▶ Decision making power of the visitors
- ▶ Character of a leading trade fair in India
- ▶ Accompanying program
- ▶ Quality of exhibitor services

## DECISIVE EXHIBITION SECTORS FOR VISITORS



Source: Exhibitor Survey Report 2017

“ Our experience 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



“ 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



## SAVE THE DATE

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

SEPTEMBER 26–28, 2018, BIEC, BENGALURU

## CONTACT

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(Formerly known as MMI India Pvt. Ltd.)

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