



# 8<sup>th</sup> INDIA WAREHOUSING SHOW 2018

## POST SHOW REPORT

21-22-23 JUNE, 2018  
Pragati Maidan, New Delhi, India

LEADING EVENT ON REDEFINING LOGISTICS  
TO EXPLORE NEW BUSINESS OPPORTUNITIES

Warehousing | Logistics | Supply Chain | Material Handling | Packaging

Foundation Partner

 **INDOSPACE**  
INDUSTRIAL & LOGISTICS PARKS

Co-located Event

 **IMHLS**  
INDIA MATERIAL HANDLING & LOGISTICS SHOW

Organised by

 **Reed Manch  
Exhibitions**

# INDIA WAREHOUSING SHOW 2018

## OUR PARTNERS

### Foundation Partner



### VIP Partner



### Conference Partner



### Networking & Awards Partner



### Warehouse Partner



### Technology Partner



### Gold Partner



### Silver Partners



### Connectivity Partner



### Official Supply Chain Partner



### 3PL Partner



### Automation Partner



### Bronze Partner



### Delegate Kit Partner



### Knowledge Partner



### Panel Session Partner



### Sustainability Partner





# THE 8<sup>TH</sup> INDIA WAREHOUSING SHOW ENDED ON A HIGH NOTE CEMENTING ITS POSITION AS A MARKET LEADER

The 8<sup>th</sup> edition of India's truly global logistics show- India Warehousing Show 2018 (IWS2018) concluded with flying colours. The show undoubtedly proved itself as the biggest and the most popular show on logistics, warehousing, automation, material handling and supply chain bringing together over 10, 976 unique visitors from June 21 to 23 at Pragati Maidan, New Delhi. The most innovative and latest products & solutions by leading companies, who were the exhibitors at the show, were unveiled and demonstrated attracting many eyeballs.



## Impressions from the show floor

The largest area ever!  
Spread over an area of **11,000 sqms** in 2018

The most exhibitors ever!  
The exhibitor count for IWS 2018 **increased by 32%.**

First time exhibitors ever!  
The count of first time exhibitor in 2018 **increased by 35%**

The most attendees ever!  
**increased by 38%**

## 2018 AT A GLANCE



**11,000** sqms  
EXHIBITION SPACE



**250**  
EXHIBITING COMPANIES



**83**  
FIRST TIME EXHIBITORS



**11**  
EXHIBITING COUNTRIES



**10,976**  
UNIQUE VISITORS



**08**  
VISITING COUNTRIES



**193**  
CONFERENCE DELEGATES



**700**  
BUSINESS MATCHMAKING MEETINGS



**1100**  
VIPs ATTENDED

# EXHIBITOR FACTS:

## Exhibitor analysis

250

EXHIBITORS

11

COUNTRIES

26

INTERNATIONAL  
EXHIBITORS

83

FIRST TIME  
EXHIBITORS

## Top 6 sectors at IWS 2018



MATERIAL  
HANDLING



WAREHOUSE  
INFRASTRUCTURE



LOGISTICS &  
SUPPLY CHAIN



AUTOMATION &  
PACKAGING



AIDC



INDUSTRIAL  
PARK

## Top 11 exhibiting countries



## Exhibitor feedback

ROI

### EXCELLENT RETURN ON INVESTMENT

86% exhibitors agree that exhibition delivered better ROI than other media channels.



### SALES LEADS

73% exhibitions agreed that IWS is highly effective way of generating sales leads.



### RECOMMENDATIONS

84% of the exhibitors recommend participating in the next edition.



### BIGGER ORDERS

Business executed on show floor

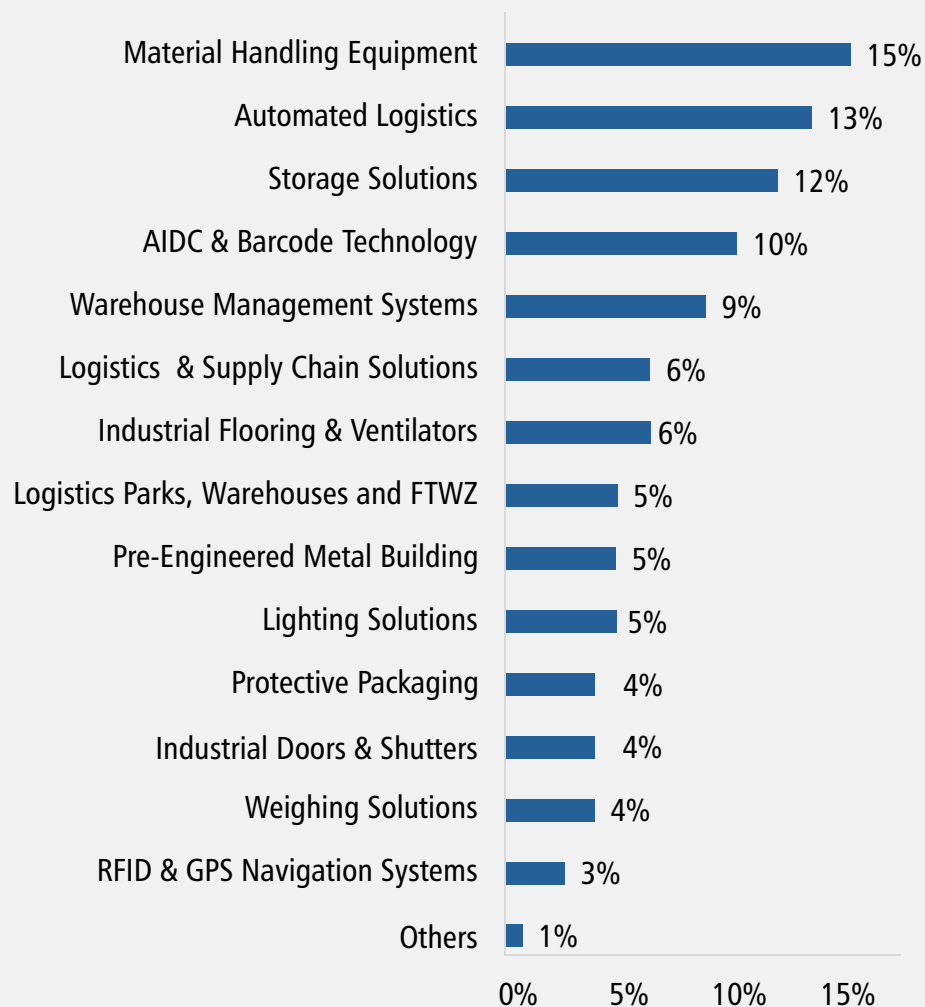


Overall, **90% exhibitors** were satisfied with their participation at IWS 2018.

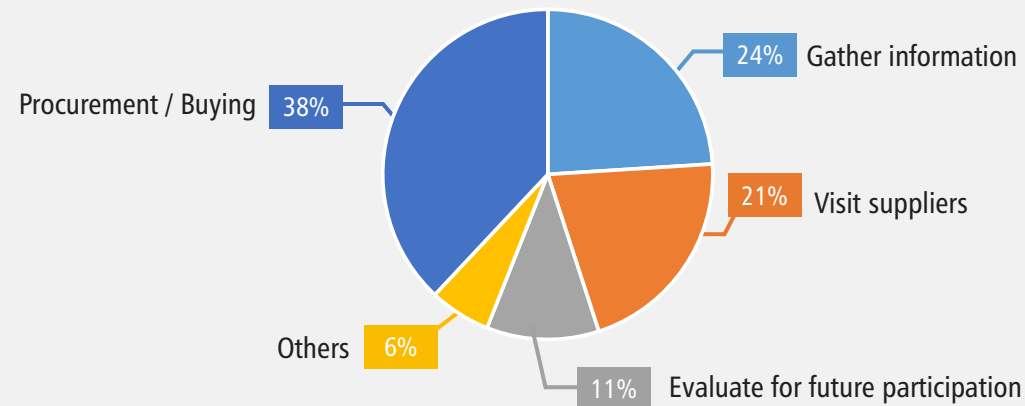


## VISITOR'S FACT

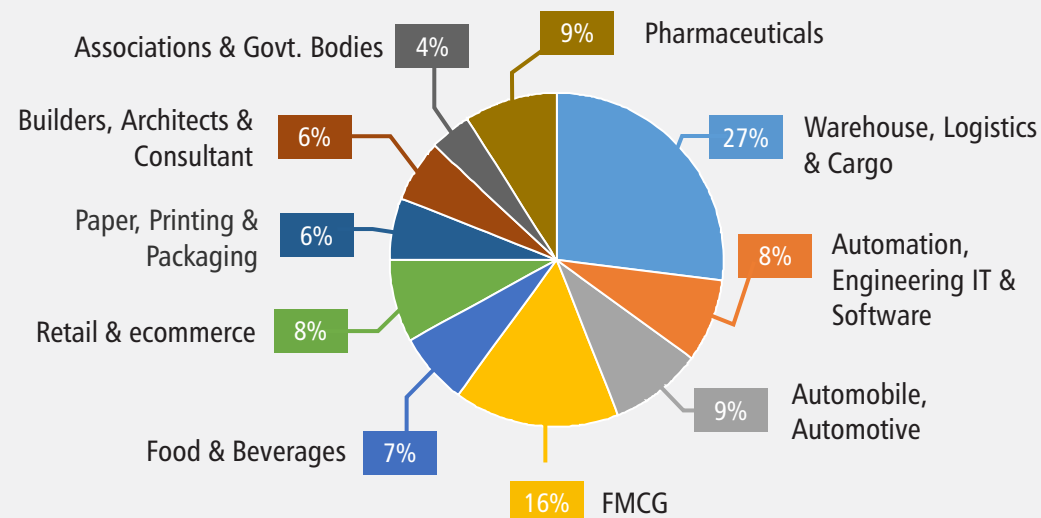
### Visitor's area of interest at IWS 2018



### Visitor's objective for visiting 2018



### Breakup of visitors by Industry/Sector



# ACTIVITIES DURING THE SHOW

**Product Launch:** A number of new products were unveiled during these three days. Companies such as Jungheinrich, SSI Schafer, Grey orange, Armstrong, Zirkel Infracore, Honeywell, SGS Fabrications Works, Nido, Great Eastern, Pepperl Fuchs and many more conducted live demos.



**India Warehousing Summit:** India's most relevant and unique conference on the intra-logistics industry brought together over 193 delegates. These delegates came from various fields and not just the intralogistics industry but also from FMCG, retail, eCommerce, electronics, investment providers and many more verticals making the conference truly versatile and relevant for all. The conference also hosted over 52 key speakers who are industry experts and think tanks bringing their knowledge and expertise.





# ACTIVITIES DURING THE SHOW

**Day 1 of the conference witnessed White Paper Launch by JLL India.** The White Paper themed Indian Warehousing: The evolutionary leap forward aiming to display India's position in the evolution of logistics. It gives a snapshot of current trend and market dynamics that will boost growth and pave the way forward.



**Open floor workshops:** IWS hosted two noteworthy workshops on June 22, 2018. The workshops revolved around topics such as 'Sustainability in Warehousing' and 'I have land & I want to open a warehouse'. The workshop on Sustainability in Warehousing highlighted ways to reduce the operational costs involved in warehousing by going green and sustainable. Apoorv Vij, Senior Manager-Technical Dev. GBCI, moderated it. The second workshop on I have land and I want to open a warehouse was moderated by Arif Siddiqui, Managing Director, Coign Consulting, a renowned supply chain consultant.





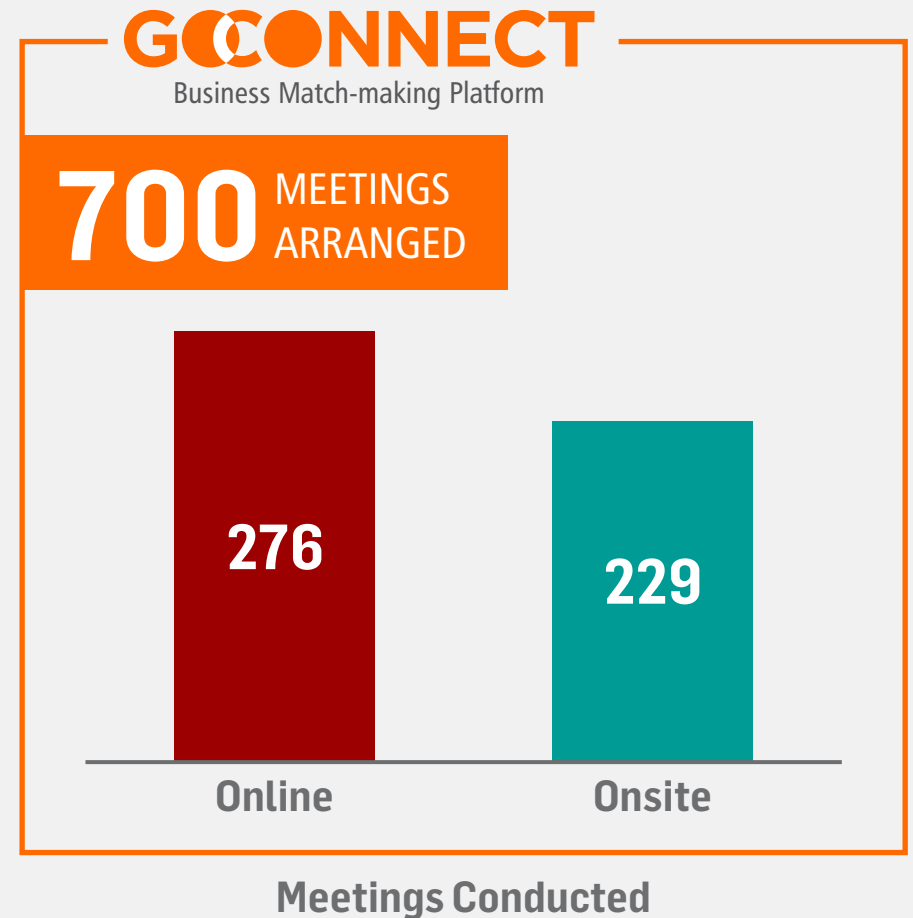
BUSINESS MATCH MAKING AND EXCLUSIVE VIP BUYER PROGRAM

## VIP BUYER PROGRAM

1100 VIPs from prominent brands such as

**GROFERS** **DOMINOS** **WALMART INDIA** **PEPSICO** **SAMSUNG ELECTRONICS**  
**HONDA** **HINDUSTAN** **COCACOLA** **BLUEDART** **MYNTRA**  
**YES BANK**

## BUSINESS MATCH MAKING



# WAREHOUSE EXCELLENCE AWARDS



For the first time, Reed Manch Exhibitions, the organisers of India Warehousing Show along with ESR, a leading pan-Asia logistics real estate developer, owner and operator presented their maiden edition of **Warehouse Excellence Awards**. The awards were an initiative to recognise and appreciate companies that are constantly evolving themselves, upgrading their current facilities, technologies and redefining their processes. Through these accolades, the aim was to highlight & promote companies and their best practises in the industry.

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





Don't miss the next edition

9<sup>th</sup> INDIA  
**WAREHOUSING**  
SHOW 2019

**20-21-22 JUNE 2019**

**HALLS: 11-12-12A**  
**Pragati Maidan, New Delhi**

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

**SEE YOU IN DELHI!**



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