

Munich, November 2017

Statements about electronica India 2017

Exhibitor statements:

“We have been participating in electronica India for a few years now. We found the response very positive and reached a lot of customers. Our goal was to introduce our products to a broad audience. The trade fair helped us to achieve this goal. We congratulate Messe Muenchen India for the brilliant job”, **P.T. Thomas, Head National Sales & Marketing, Continental Device India Pvt. Ltd.**

“We would like to thank electronica India for giving us the opportunity to showcase our products. The trade fair has been very fruitful for us”, **Mohan M.N., Manager Marketing & Sales, Bosch Automotive Electronics India Pvt. Ltd.**

“electronica India is well organized. It is really useful to us because we get to connect with the players of the industry. This way we get an opportunity to learn about their plans and views and where we can find possible business for ourselves”, **Girish Kamala, Director & Country Head Sales Infineon Technologies, India Pvt. Ltd.**

“It is important for us to participate in electronica India. It is a good platform for us to display our products to all our potential customers”, **Girish Dalvi, Regional Head Sales & Marketing, EPCOS India Pvt. Ltd.**

“electronica India has been really exciting. The electronics market in India is very good right now and we have benefitted from participating in the trade fair”, **Toshiyuki Tsutsumi, Senior Director, Renesas Electronic Corporation**

“We have been exhibiting at electronica India since 2014. Our participation was successful every time, which is why we always come back again. It is a platform for us to advertise our image to the entire electronics industry in India”, **Thomas Chea, Vice President Asia, ICAPE Group**

“Taking part in electronica India was a great experience for us even though we are a well-known company when it comes to building electronic capacitors. It is a platform to build our brand image and customer base”, **R. Selva Kumar, Director, Nichicon Electronics Pvt. Ltd.**

“We were participating for the third time in electronica India. The show was successful for us as we had a good number of meetings with business partners and potential clients. It is part of our strategy to attend all electronica events worldwide. Our objective is to get more contacts and leads from small and medium sized companies in the Indian industry”, **Kai Hold, Marketing Manager, PIC GmbH**

“It was very nice to be part of electronica India. We saw some of our current customers and had good conversations with new potential customers as well. We participated for the first time so our expectations were mainly to meet attendees of the technical seminars”, **Scott Pelhank, Sales, Vacuumschmelze GmbH & Co. KG**

Statements about the supporting program:

“The **e-Automotive conference** at electronica India was truly interesting. In this transformational period a lot of electronic content is coming to play like never before. Such events help us to find out more about the future of this industry. We are here to interact more with people coming from various sectors of the industry. The event was well organized and I would like to see more of such events”, **Vijay Raman, CEO, Autocentric**

“Our participation in the **Advantage India summit** at the trade fairs electronica India and productronica India was really good. We saw a lot of interest from numerous investors from across India, South East-Asia and Europe. We met promising business prospects and hope that all of this materializes into an interesting investment”, **Alex Paul Menon, CEO, Indian Administrative Service**

“electronica India and productronica India are very attractive for the electronics sector since it is a growing sector in India right now. As Invest India said, there is a huge gap in the market demand and supply in this sector. That is why we are participating in the **Advantage India summit** and our aim is to attract investments. We are developing an electronic manufacturing cluster near Raipur which is the first smart city in India. We are looking for more investors in the electronic manufacturing cluster project which is around 120 acres in this smart city”, **O.P. Banjare, Incharge Industrial Promotion/Project Development & Financial Cell, Chhattisgarh State Industrial Development Corporation Limited**

Statements from buyers, visiting electronica India 2017:

“I believe that electronica India and productronica India have grown. There is a number of exhibitors that we saw at the previous shows as well as new exhibitors, taking part for the first time. The trade shows give us an idea of what is happening in the industry every year and helps us to get an overview of all the components and areas in which we are lacking in knowledge. All in all, the shows were really delightful”, **Vinod Sharma, Managing Director, Deki Electronics Ltd.**

“We visited electronica India and productronica India to meet all suppliers and evaluate the new technologies. The environment is really good and there is so much to explore here. Interacting with the present suppliers can support our business. Exhibitions like these have the

potential to generate more business opportunities in India. It is giving the suppliers and customers a chance to get better growth opportunities”, **Sudhir Shukla, Manager Foreign Purchase, Lava International Ltd.**

“electronica India and productronica India are very large events. Messe Muenchen India is doing a great job in promoting the industry. This is a great platform to share ideas”, **Dr. Ravi Damodaran, President, Varroc**