

# India Warehousing & Logistics Show 2021

Reed Manch Exhibitions

## 4-5-6 MARCH 2021

HALL 1, HELIPAD GROUND, GANDHINAGAR, GUJARAT

Co-located with

**IMHLS**  
INDIA MATERIAL HANDLING  
& LOGISTICS SHOW

**SUPPLY CHAIN** ZONE

**LOGISTICS**  
4 MANUFACTURING

**WESTERN INDIA'S  
ONLY PLATFORM  
TO DISPLAY COMPLETE  
WAREHOUSING &  
LOGISTICS  
SOLUTIONS**

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



The warehousing and logistics community will come together at the 9th edition of India Warehousing and Logistics Show 2021 to exhibit, launch and display latest solutions, services and technologies required to run a successful supply chain operation.

With a successful legacy of 8 years in the sector, the exhibition takes pride in being an established platform to identify market trends, explore a wide range of products related to material handling, storage, racking, automation, infrastructure, supply chain, protective packaging, AIDC and commercial vehicles, network with peers, enhance your brand reach at a unique platform to be held at a new destination-Gujarat-one of the major warehousing hubs in western region with biggest as well as busiest ports in India, Porbandar and Kandla Port. It is also an emerging warehousing and logistics location, and includes other major cities in Western India such as: Mumbai, Pune, Nashik, Nagpur, Bhavnagar, Jaipur and Indore.

## Indian warehousing and logistics sector on the rise with future investments



Indian warehousing and logistics sector is estimated to attract nearly \$10 billion investments over the next 4-5 years. With addition of around 200 million sq ft warehousing space across India, total supply is expected to nearly double by 2022.



The Indian logistics sector is currently around \$160 billion and estimated to be of \$215 billion by 2020. This phenomenal growth is driven by emerging e-commerce retailers especially in Tier II cities, a corresponding increase in demand and the entry of more MNCs in the FMCG segment.



Furthermore, this has resulted in the rapid increase in the retail channels requiring efficient inventory management and warehousing solutions. Many companies have started engaging with logistics service providers for catering to the customised demands of consumers. The global logistics market will register a CAGR of over 7% by the end of 2022.

## Co-located events at IWLS 2021



**India Material Handling & Logistics Show (IMHLS)** is a dedicated zone bringing the material handling industry together to showcase latest innovations, develop new methods and discover new trends and technologies.



**Supply chain zone** brings into focus end-to-end solutions, consultants, logistics parks & industrial parks, helping in the smooth management of logistics.



**Logistics 4 Manufacturing** highlights products, solutions & technologies aiding in the efficient flow and storage of goods from point of origin to the point of consumption.

## Why Gujarat?

In its 9th edition, India Warehousing & Logistics Show is going to be held at a **new destination- Gujarat**. There are slew of reasons that are responsible for bringing the show to Gujarat.

- Gujarat being one of the major warehousing hubs in western region with biggest and busiest ports in India Porbandar and Kandla Port. It is also an emerging warehousing and logistics location that includes other major cities of Western India such as: Mumbai, Pune, Nashik, Nagpur, Bhavnagar, Jaipur and Indore.
- The state has 45 operational ports and commercial ports, 12 domestic airports and 1 international airport in addition to an extensive rail and road network.
- There are two major warehousing clusters – Aslali – Kheda Belt and Changodar- Bagodara Belt and up to 18% equity IRR for a Development project can be achieved in the Changodar-Bagodara Warehousing Belt.
- The key sectors identified by the Government for supporting the growth of manufacturing industry in Gujarat is broadly classified into Textiles, Engineering, Automobile and Auto Ancillaries, Chemical and Pharmaceutical.
- Gujarat has a significant presence of Industrial estate and industrial park with sector focus on Brass, Petrochemical, Oil refinery, Mineral based, Cement and Fertilizer.
- State contributes 7.2% of the nation's GDP and shows leadership in many areas of manufacturing and infrastructure sectors.



# Key highlights of IWLS 2021



**150+**  
Exhibitors



**FOCUS**  
**Logistics 4**  
manufacturing



**25+**  
Product launches



**100+**  
Live demos



**50+**  
First time exhibitors



**VIP**  
Buyer Program



**Supply Chain**  
zone



**GoConnect**  
Online matchmaking service

## Unlimited opportunities at India Warehousing & Logistics Show 2021!

- It is an ideal show for creating awareness of your offerings to the western marketplace of India
- Networking opportunity with key decision-makers and budget holders across warehousing and supply chain community
- From small & medium enterprises to larger companies, you can reach a broader audience under one roof
- It offers a perfect environment to demonstrate your products even to customers you have been targeting without prior success
- Benefit from the comprehensive multi-channel marketing campaign that reaches innumerable prospects of the industry

## Exhibitor profile



**MATERIAL HANDLING EQUIPMENT**



**HVLS FANS**



**COMMERCIAL VEHICLES**



**SAFETY & SECURITY SOLUTIONS**



**LOGISTICS & SUPPLY CHAIN**



**PROTECTIVE PACKAGING**



**INDUSTRIAL LIGHTING**



**WAREHOUSE INFRASTRUCTURE**



**AUTOMATION & IT (AIDC & SOFTWARE SOLUTION)**



**LOGISTICS SERVICE PROVIDERS**

# Recap of IWLS PUNE 2019



**4000 sqm**  
Exhibition area



**124**  
Exhibitors



**4564**  
Unique Visitors



**124**  
VIP Buyers



**421**  
Business Matchmaking Meetings



**61**  
Product Launches

## Success in numbers at IWLS 2019

### Exhibitor facts

**84%** | exhibitors agreed that exhibition delivered better ROI than other media channels

**80%** | exhibitors agreed that IWLS is highly effective in generating sales leads

**87%** | of the exhibitors recommend participation in the next edition

**91%** | exhibitors were overall satisfied with their participation at IWLS

### Visitor facts

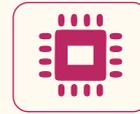
**70%** | visitors were looking to invest

**45%** | new visitors visited the show

**87%** | visitors are going to visit next edition

**80%** | visitors were overall satisfied with IWLS 2019

## Focus Industry sectors



Electronics



Chemical



Retail



Textile



Pharma



Structural Engineers



Engineering



Warehouses



Architects



Automobile



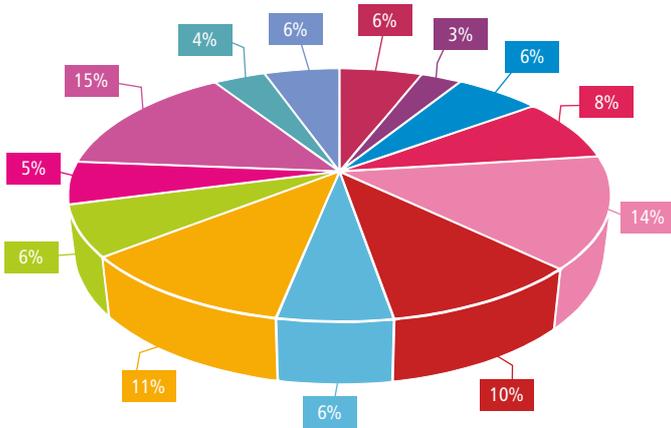
Logistics



3PL, 4PL, 5PL & Supply Chain Companies

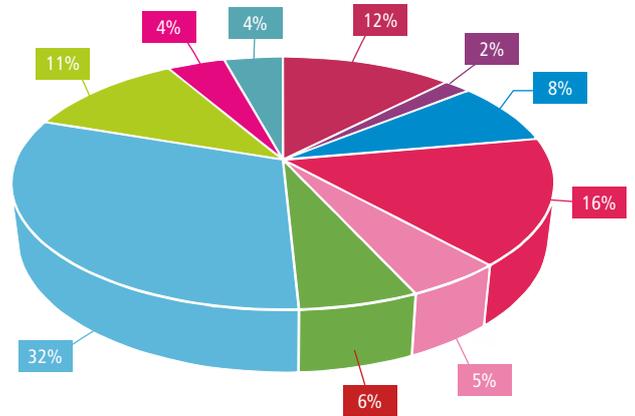
# Visitor Facts

## Product of interest



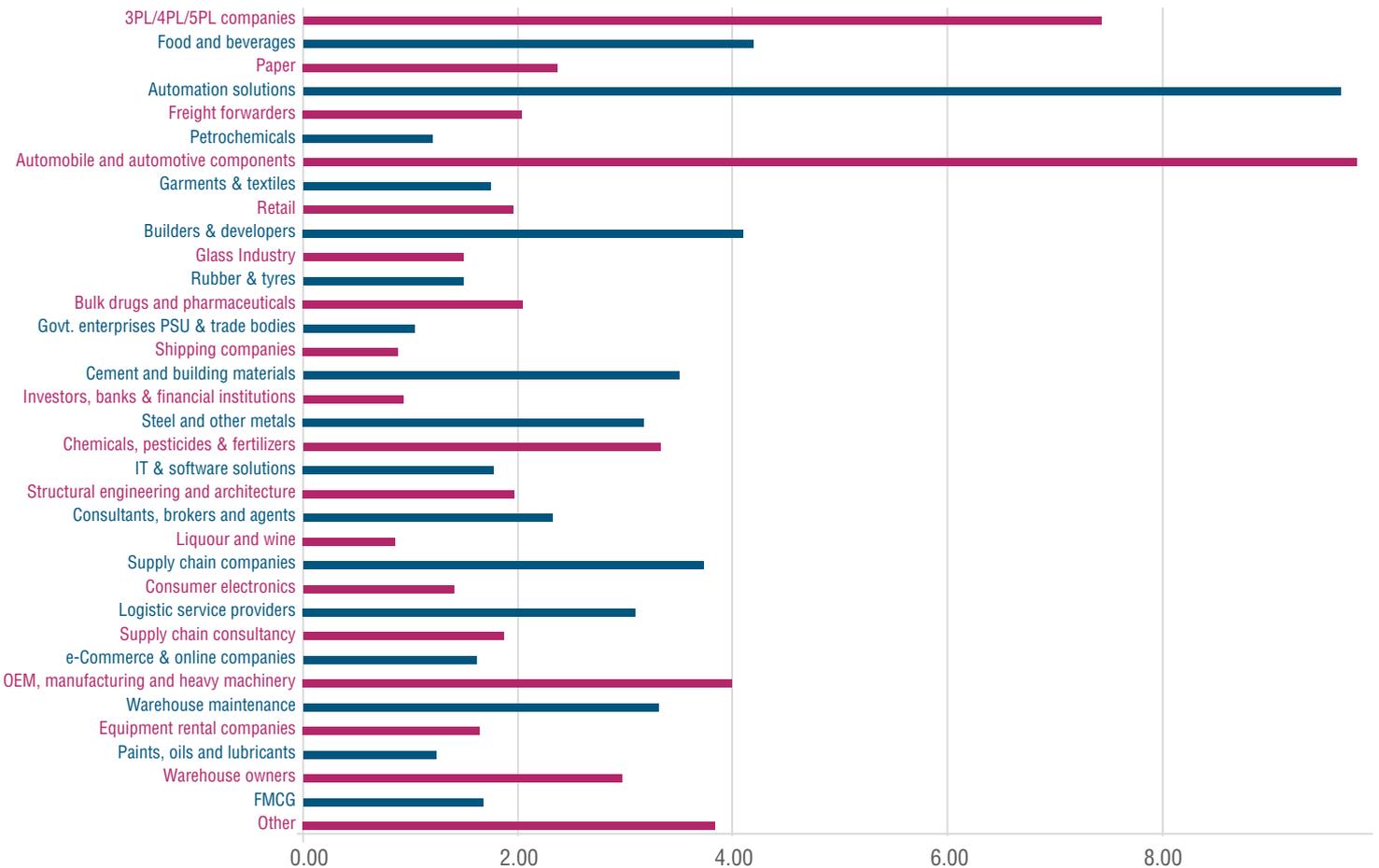
- AIDC & WMS technologies
- Last mile delivery solutions
- Protective packaging
- Commercial vehicles
- Logistics & supply chain
- Warehouse infrastructure
- Consultants, brokers & agencies
- Logistics automation
- Warehousing management software
- Industrial lighting
- Material handling, picking & storage
- Industrial parks
- Safety & security solutions

## Nature of business



- Cold Storage Owner
- PSU / Government / Defense
- Trading
- Importer / Exporter
- Retail / E - Commerce
- Warehouse Owner
- Manufacturing / Production
- Service Provider (logistics, Consultants, Banking Etc.)
- Wholesale / Distributor
- Other

## Visitors from various sector/industry



# Industry Speaks

"We have always been participating at IWLS and have always used this platform to unveil new products. Mainly, this show helps us to focus on the regional market. The response we received at this show is very positive."

**Manojit Acharya**  
MD, Jungheinrich Lift Truck India Pvt. Ltd.



"We are the largest construction equipment company exhibiting at IWLS. This show is an excellent platform to showcase our products as in the next five years the warehousing & logistics sector will grow tremendously. IWLS being the regional show gives the right impetus."

**Chetan Gole**  
CEO (Forklifts), ACE



"We have been participating for the last five years at IWLS. This is a good platform where we can demonstrate our products as well as communicate with our customers. Moreover, we received many queries over a period of 3 days."

**Bhushan Rewatkar**  
Dy. General Manger,  
Kelley Material Handling Equipment India Pvt Ltd



"Our experience at IWLS has been great. This expo creates a very good opportunity to capitalise on the regional aspect of this platform. We received a lot of customers and this show successfully brought a lot of small and big players together."

**Afzal Hussain**  
Director, Racks & Rollers



"We have received a lot of queries from clients, dealer as well as VIP buyers. This show effectively highlighted our brand in front of target audience. It is a pleasure exhibiting at this show."

**Mr. Arnab Ghosh**  
Senior Marketing Communications Manager  
Godrej Material Handling



"We have been exhibiting at IWLS since its first edition. This is a great platform to network and meet with key buyers from the warehousing & logistics sector. This show has helped us reach the targeted logistics & warehouse professionals across various industries"

**Samir Gandhi**  
Director, Gandhi Automations Pvt. Ltd.



## About the venue

Helipad Ground Exhibition Centre is one of the most famous venue is located in Gandhi nagar, Gujarat, India. The Exhibition Centre is best venue for events such as Exhibitions, Trade Fairs and Tradeshows belonging to Fabrication, Repair & Maintenance, Building Construction, Industrial Products industry and all the events has organized successfully at this venue. It delivers the high quality professional services and facilities to each and every attendee of the event.



## About Organiser

Reed Manch Exhibitions, India is a joint venture between Manch Communications, India and Reed Exhibitions, UK. Reed Manch is currently one of the most prominent organisers in India and is responsible for bringing Reed events to booming India market in addition to launching shows on new subjects. The company is India's fastest growing company and worldwide a leader in organising trade shows and conferences on niche industry subjects. The organisation has a growing portfolio of events and is involved in launching various Reed global brands in India.

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