

Connect with the
Packaging Industry in India at



intelpack
12TH INTERNATIONAL PACKAGING
EXHIBITION AND CONFERENCE
2012

India's Largest, Longest Running &
Most Successful Packaging Exhibition

23 - 25 February 2012
Bombay Exhibition Centre
Mumbai, India

Co-located with



FOODTEK
8th Exhibition and Conference on
Food Processing and Packaging **2012**



PHARMAPACK
5th International Exhibition & Conference on Pharmaceutical Packaging



Co-located with



Cutting-Edge Business Exhibition. Unparalleled Marketing Opportunity.

IntelPack-2012, organised first time in 1990 and now in its 12th Edition, is India's largest and most successful packaging exhibition.

Co-located with Foodtek-2012 and Pharmapack-2012, the exhibition will showcase the cutting-edge technology where visitors can find innovations and solutions to make their business more efficient and profitable.



Explore
Business Opportunities in
the Most Lucrative and
Fastest Growing
Packaging Markets

Why Exhibit?

- India: The fastest and the most lucrative packaging markets in world growing valued at over 15 Billion Dollars and growing at around 18% per annum.
- IntelPack: The largest, longest running and most successful packaging exhibition having an unmatched database of buyers and decision makers.
- IntelPack-2012: To be organised in floor space of around 15,000 sq. mtrs. will be the largest ever packaging exhibition to be organised in India.
- IntelPack-2012: India's only strategic forum for the Packaging Industry, the event that will put in touch with your customers from across several countries.
- Identifying and recruiting new distributors and partners.
- Targeting, testing and developing new markets.
- IntelPack-2012 : The best value for your investment. No other show India delivers you more number of targeted buyers and decision makers - all at one time, all under one roof.
- IntelPack-2012: An unparalleled networking opportunity within the packaging industry meet the who's who from the public and private sectors, your peers and your competitors.
- Direct selling to serious buyers in active buying mode.
- Launch your business into high gear for 2012, and build business relationship that will reap long term benefits.
- IntelPack exhibitions is the forum where several projects and contracts are finalised.



Meet Your Customers - Face-to-Face

Intelpack-2012 will attract Senior Management from the following industry sectors:

- Alcoholic & Non Alcoholic Beverages
- Automotive & Engineering
- Confectionery and Bakery
- Packaged Food/Snack Food
- Converters & Printers
- Cosmetic and Toiletries
- Dairy and Meat
- Electrical and Electronics
- Garments and Textile
- Hosiery & Knitwear
- Pharmaceutical and Chemical
- Contract Packers
- Plastics & Packaging
- Agents/Resellers
- Exporters/Importers

Intelpack-2012 will attract various Job Titles from Companies, such as:

- Owners/Directors
- Packaging Development Managers
- Supply Chain Managers
- Brand Managers
- Production Managers
- Project Managers
- Purchase Managers
- Quality Controllers
- R&D Managers
- Converters & Printers
- Creative & Art Directors
- Consultants

“Intelpack is indeed a very good platform to share and understand the new developments happening in the packaging industry. We have been at Intelpack every time since 1990”



Piyush Mangal
Head – Distribution
ITW India Ltd.

1st Exhibitor at Intelpack-1990



Make The Best Investment To Grow Your Packaging Business in India



The most progressive companies within the packaging and processing industries have greatly benefitted from their participation at the Intelpack exhibitions.

If you are a supplier of packaging media, make the decision to invest by exhibiting at the Intelpack-2012. Invest to gain wide exposure, meet with existing customers, make new customers, re-establish customer relationship and most importantly the opportunity to close business with new and potential customers.

Intelpack-2012 co-located with Foodtek-2012 and Pharmapack 2012

is the best investment you can make to grow your business in India and the region.

**Don't Wait.
Make that investment Today**

“We are participating at the Intelpack since its' first edition in 1990 without a break. Intelpack-2010 is very big and the response has been very good. Intelpack is the only exhibition we ever participate in India.”



Mr. Bomi Adajania
Managing Director
Pacwel Equipments

Exhibitor at Intelpack since 1990

Post Show Report Intelpack-2010

Exhibitors

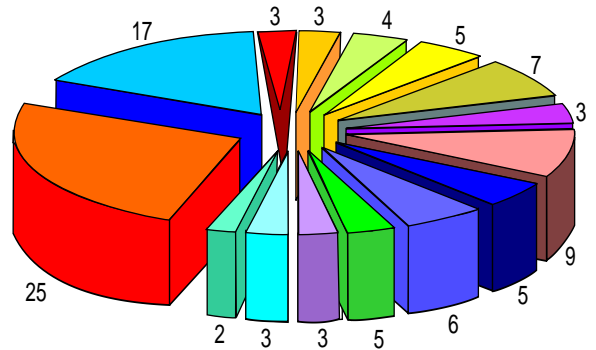
272

Trade Visitors

12718

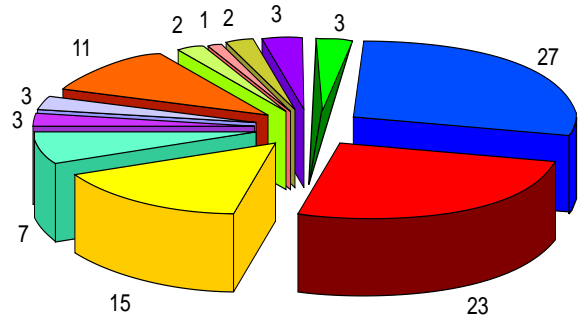
Visitors Analysis by Industry

- Packaged Food/Snack Food/Processed Food
- Pharmaceutical and Chemical
- Dairy and Meat
- Agents/Resellers/Distributors/Exporters
- Automotive and Engineering
- Beverages Alcoholic & Non Alcoholic
- Confectionery and Bakery
- Contract Packers
- Package Printers/Converters
- Cosmetic and Toiletries
- Electrical and Electronics
- Retail & Wholesaler
- Garments and Textile
- Hosiery & Knitwear
- Others/Non Specific



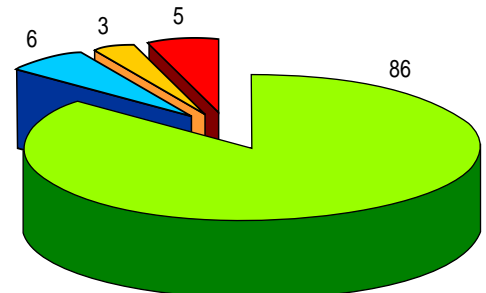
Visitor's Analysis by Job Title

- Owners/Directors/CEO/President
- General Managers/Packaging Managers
- Supply Chain/Sales & Marketing Managers
- Brand/Product Managers
- Production Managers
- Project Managers
- Purchase/Material Managers
- Quality Controllers
- R&D Managers
- Creative Professionals
- Consultants
- Others/Non Specific



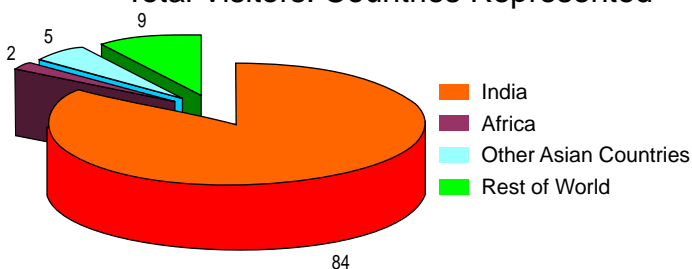
Satisfaction Survey Exhibitors

- Very Satisfied
- Satisfied
- Moderately Satisfied
- Neutral

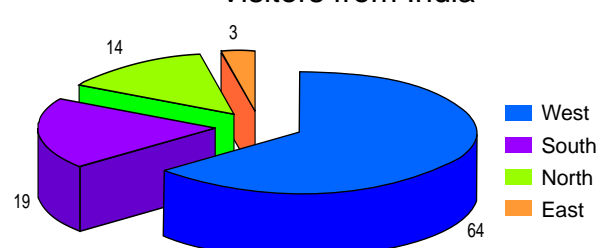


Geographical Location of Visitors

Total Visitors: Countries Represented



Visitors from India



Note: Above Values are in Percentage (%)

Post Show Report Intelpack-2010

Exhibitors Testimonials...

The quality of visitors was remarkably very high at the Intelpack-2010. 'Excellent' was the unanimous verdict from around 86% of the exhibitors at the show. They felt, Intelpack-2010 has been once again successful in delivering quality marketing leads and spot business, thus providing a high return on investment.



Congratulations on the grand success of Intelpack-2010. The show was well organised and is indeed turning out to be the best packaging show in India. Please keep up the good work as this is the place where we can have our customers met in 3 days.

Mr. Anthony D'Souza
Vice President, Clearpack India Pvt. Ltd.



Intelpack-2010 has been pretty good, good opportunities for us to meet our existing customers and we had some good leads.

Mr. Manoj Paul
Country Manager
Heat and Control South Asia Pvt. Ltd.



Intelpack-2010 has helped us a lot in gathering new leads from the market. We got numerous visitors from food and pharmaceutical industry as well. Sure this show has helped us to grow further and we expect a good business out of this show.

Mr. Anand Kulkarni
Director Sales,
IMA Precision Gears Ltd.,



I am extremely pleased at the outcome of the Intelpack-2010 held at Mumbai. We have received the best set of inquiries in the last few years and all visitors were trade oriented and serious visitors.

Ashish B. Meghani
Managing Director
Wraptech Machines Pvt Ltd.



Excellent Show. Good quality visitors and good response.

Mr. Rahul Kothari
Director
Pakona Engineers India Pvt. Ltd.



The response we got at the Intelpack-2010 has been overwhelming. Visitors from every sector of the industry came to the show. The quality of visitors was very good.

Mr. Ram Ratan Singhi
Director
Strapping Solutions India Pvt. Ltd.



Very good show and we had good leads. We have also made some new customers.

Mr. Takayasu Yamada
Managing Director
Ishida India Pvt. Ltd.



The show has been very good as usual, as expected from Intelpack. We expect to close good business from this exhibition.

Mr. V. Krishnan
Director
Sphertech Packaging Pvt. Ltd.



Intelpack is very important exhibition for us. We have got many leads from the show.

Mr. Anirban Chakraborty
Key Accounts Manager
Bosch Limited



We got very good response at Intelpack-2010. High quality visitors attended the show and we hope to do good business.

Mr. Rakesh Parashar
General Manager
Osna Electronics Pvt. Ltd.



Robatech is a subsidiary of a Swiss company established in 65 countries worldwide. We are exhibiting at the Intelpack for the first time. The experience has been good and we expect to bag good orders.

Kishor Butani
CEO & Managing Director
Robatech India Pvt. Ltd.



We are exhibiting at the Intelpack exhibition for the first time. The response has been very good and we expect to do good business from the numerous sales leads gathered by us.

Dr. Parag Shah,
Sales Manager
Kevin Process Technologies Pvt. Ltd.



Intelpack-2010 is one of the best exhibitions that I have participated in Mumbai. Truly one of the largest collection people has come here, a good experience for me.

Rohit Chawla
Director
Rohit Instruments and Testing Services



This is 1st time we are participating in Intelpack it was a very big step for us and we have learnt a lot from this exhibition. Our response is beyond our expectation.

Mr. Mohan Phadnis
Director
Core Technologies

Who Should Exhibit?

Manufacturers, Distributors, Agents of the following category of products must exhibit at the IntelPack-2012 (Suggestive List only and in alphabetical order)

- Accumulating / Collating Machines
- Automation Systems & Products
- Bags/Sacks Filling & Closing Machine
- Blister Packaging Machines
- Bottle Filling and Bottling Machines
- Capping & Over-Capping Machines
- Cartoning Machines
- Case/Tray Sealing Machines
- Check Weighing Machines
- Closing, Seaming & Sealing Machines
- Coding, Dating, Printing and Marking
- Conveying Machines
- End-of-Line Packaging Systems
- Filling and Closing Machines
- Flexible Films & Laminates
- Flow Wrap Machines
- Form-Fill-Seal Machines
- Inspecting & Detecting Machines
- Labeling Machines
- Lidding Machines
- Material Handling & Conveying Equipments
- Monitoring & Test Equipments
- Packaging Materials & Supplies
- Palletisers and Depalletisers
- Pallet Unitizing Machines
- Converting Machines
- Packaging Containers
- Packaging Components
- Packaging Material
- Packaging Services
- Robotics
- Security Systems & Products
- Sensors, PLC's and Safety Products
- Specialty Packaging Machines
- Stretch & Shrink Wrapping Machines
- Skin Packaging Machines
- Tamper Evident Seals
- Vacuum Packaging Machines
- Woven Sacks & Bags

Visitor Promotion and Communication Program

A very aggressive Visitor Promotion Campaign has been designed by us to deliver largest number of targeted trade visitors to the IntelPack-2012. Promotion program that includes:

- Direct Mail Campaign to specific visitor categories and industry segments
- Technology Presentation Meets in major key cities across India
- Hoardings and Bus Panels
- Participation in relevant B2B Exhibitions
- Advertisements in trade magazines and trade portals
- Show Preview will be send to over 25,000 key targeted trade visitors
- Invitation Cards - 300 nos Invitation Cards will be given FREE to all exhibitors to invite their customers to the show
- Event Stickers and Event Posters - Exhibitors will be provided with Stickers and Posters to promote awareness of the event
- Tele-Marketing
- VIP Invitations to around 3000 Key Buyers & VIP Visitors.
- Press Releases - News and press releases will be sent for publication in newspapers and trade magazines from India and abroad.



Technology Meets & Promotions:

The Technology Promotional Meets is one of the most powerful promotional tools designed by us to promote the IntelPack-2012.

IntelPack-2012 Technology Meets is proposed to be organised in around 15 cities of India and a few overseas countries.

Exhibiting Options

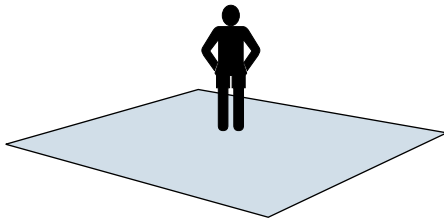
SHELL SCHEME



- ♦ Indian Exhibitors : Rs. 8000/- per sq. mtr.
(Plus Government Service Tax)
- ♦ Overseas Exhibitors : US\$ 225 per sq. mtr.
(Plus Government Service Tax)

Shell Scheme includes :

- ♦ White modular shell, back wall and side walls.
- ♦ Fascia board with company name and stand number.
- ♦ Table, Chairs, Spotlights and waste basket
- ♦ Quality Carpet and Stand Cleaning
- ♦ Exhibitor Badges
- ♦ 24 hour Security - Exhibition Days only



BARE SPACE

- ♦ Indian Exhibitors : Rs. 7500/- per sq. mtr.
(Minimum 25 Sq. mtrs.)
(Plus Government Service Tax)
- ♦ Overseas Exhibitors : US\$ 200 per sq. mtr.
(Minimum 25 Sq. mtrs.)
(Plus Government Service Tax)

SUPER SAVER PACKAGE

Overseas Exhibitor Only

Overseas exhibitors can avail of the Super Saver Package to exhibit at the IntelPack-2012 co-located with Foodtek-2012 and Pharmapack-2012.

The package includes:

- ▶ A fully built 9 sq. mtrs. booth under Shell Scheme
- ▶ Free Listing in the Show Directory
- ▶ Single Room - 5 Nights Hotel Accommodation in a 5 Star Hotel
- ▶ Breakfast
- ▶ Airport and Fairground Transfers.

Package Price : USD 2500 per package inclusive of all Taxes

- ▶ For bigger booth space, the cost for each additional sq. mtr. will be US\$ 225 per sq. mtr. under the package
- ▶ Super Saver Package is also available with 3 Star Category Hotel for 5 Nights at USD 2000 per package
- ▶ Super Saver Packages is also available with hotel accommodation for 4 Nights.

Schedule of Payment

- ▶ 15% of stand cost with Space Application Form
- ▶ Further 15% by 15th February 2011
- ▶ Further 20% by 15th June 2011
- ▶ Further 25% by 15th October 2011
- ▶ Further 25% by 15th January 2012

Your Exhibition Package Includes :

- ▶ Listing in the official exhibition Show Preview.
- ▶ Listing in the official Exhibition Catalogue including Company and Products details.
- ▶ Inclusion on the Official Website including details of your Products
- ▶ Opportunity to provide new product details for media releases.



The Venue

Intelpack-2012 co-located with Foodtek-2012 and Pharmapack-2012 will be organised at the Bombay Exhibition Centre, Mumbai, India. The venue is Mumbai's most prestigious, well located and easily accessible exhibition centre. The Bombay Exhibition Centre has the distinction of having hosted several National and International events.

Bombay Exhibition Centre is situated in the western suburb, the heart of Mumbai's business and financial community. The exhibition venue is very close to many of the city's major hotels and attractions.

Mumbai is strategically located in the heart of Western India and is easily accessible by air and road. Industrial well developed and with a conducive business environment, Mumbai is the industrial, financial and commercial capital of India.



The Organisers

Intel Trade Fairs & Expositions Private Limited (ITFE) are India's leading organizers of Business-to-Business exhibitions in India and abroad serving various industries such as, packaging, printing, label, food, pharmaceuticals, plastics, fire & safety etc. ITFE has organised highly successful 11 Editions of Intelpack, 8 Editions of Foodtek, 5 Editions of SouthPack, 4 Editions of PharmaPack, 3 Editions of Fire & Safety, 3 Editions of Labeltech and 2 Editions of PrintExpo.

ITFE has also organised 4 exhibitions abroad, which include, PrintPack Africa 2005, Kenya, AfroPlast 2005, Kenya, PrintPack Sri Lanka 2006 and AsiaPlast 2006 in Sri Lanka.

Intelpack organised by us is India's largest, longest running and most successful trade exhibition on packaging.

With an impressive portfolio of over 50 successful trade events organized under its banner, ITFE is now known for creating the perfect business-to-business platform. Having worked in close conjunction with the industry in organizing cost effective marketing events, over 500 companies have greatly benefitted from the trade shows organized by us. A very aggressive marketing and target specific campaign has managed to bring together buyers and sellers from India and abroad - all at one place, all at one time.

www.intelpack.in

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Intel Trade Fairs & Expositions Private Limited

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