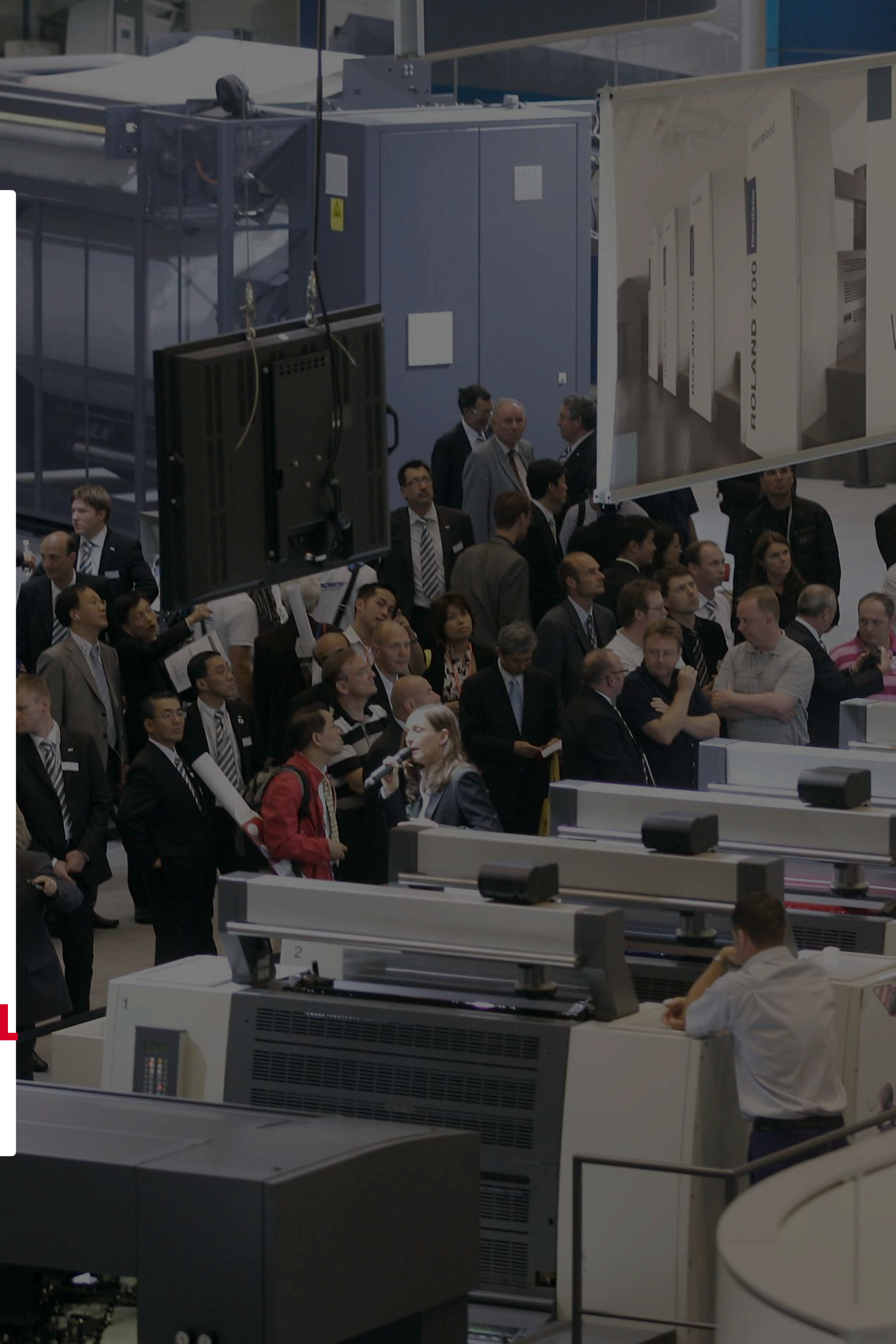
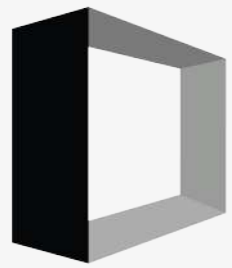


Redefining Customer Acquisition & Business Sales

Technology Powered Marketing and Trading Platform for the Print Industry

Business Presentation | Printing and Converting Machine Manufacturers & Brands | November 2024





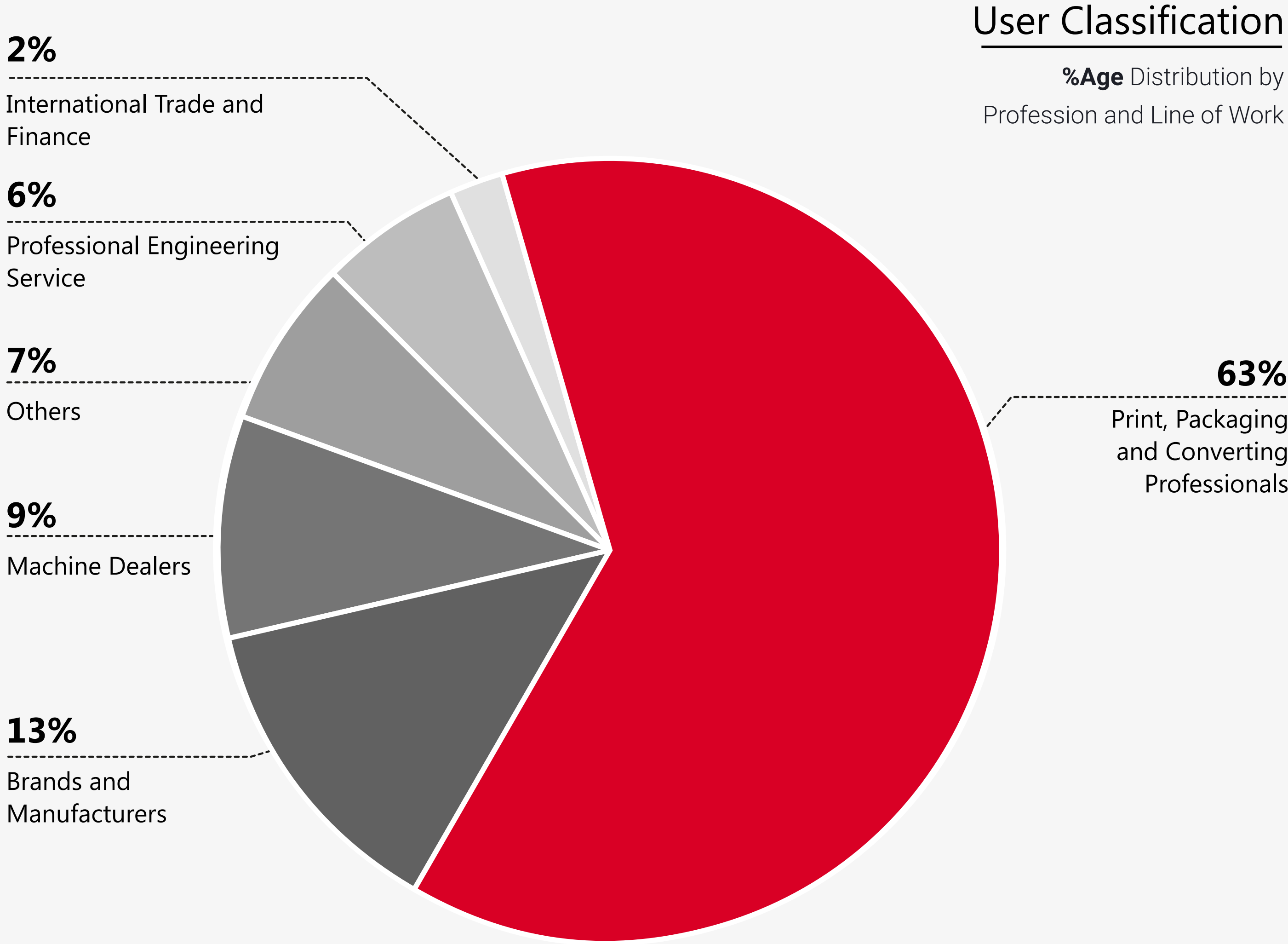
Global Trading Platform for Print, Packaging and Converting Industry

We build the **technology, marketing and distribution** that shall help you capture the next wave of growth in the international and the domestic markets.

Machine Dalal generates demand for your brand, products, and machines; and connects you directly with customers worldwide. Our tech-driven focus on the industry is rapidly making Machine Dalal a platform of choice for industry professionals for machine discovery and decision making.

Our Users are **Industry Professionals.**

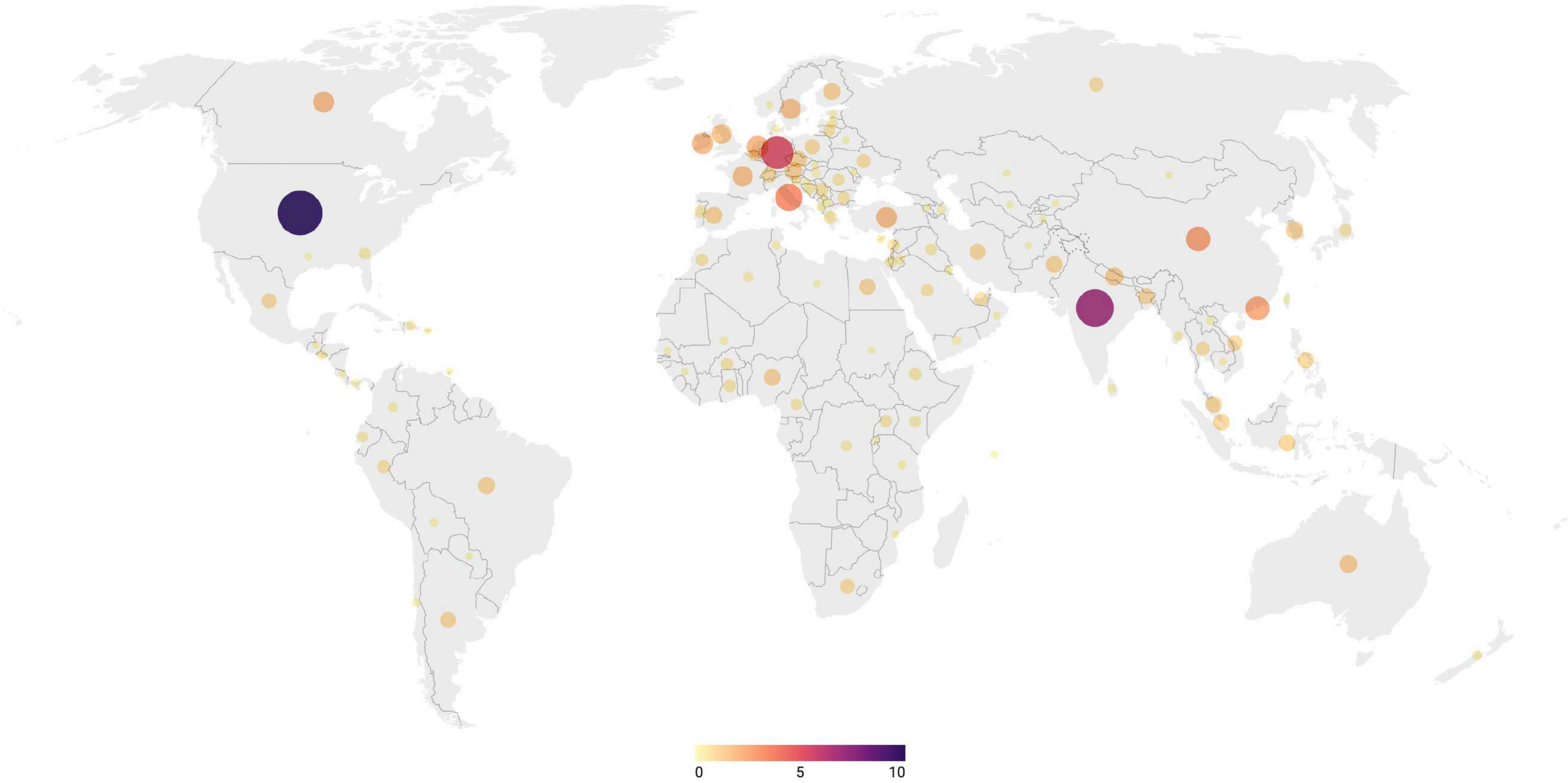
Sell to those
who matter





Our Users are **Cosmopolitan.**

**Sell to
customers
around the
world**



Real Time User Activity on Machine Dalal



Overcome the Challenges to Reach **the International Audience** of Industry Professionals

The trading community in this industry transcends boundaries, while the customer looks for value, wherever he may find it.

You reach **ready buyers** around the world.



Geographic

Machines and Equipment buyers are spread across the world, which increases the cost of reaching the target audience for brands and manufacturers.

Machine Dalal users are print professionals from over 140 countries.



Linguistic

Language diversity poses a significant challenge in clearly explaining value proposition to buyers. Our products ship with native Spanish support with Arabic and Portuguese in works and Italian, German and French are next.



Availability

Machine Dalal is available 24/7 with our Website, Apps and Susan to interact smartly with customers and provide technical answers and schedule appointments with your team.



Communication

Our AI model trains on machine data to provide comprehensive and accurate text for your sales team for training, query handling, and pertinent business-case scenarios.

How Machine Dalal Works

We have reduced friction between buyers and sellers and automated marketing.
We help you locate global customers who close faster.
Buyers connect directly with your sales team instantly and securely.



Advanced Search
for Buyers



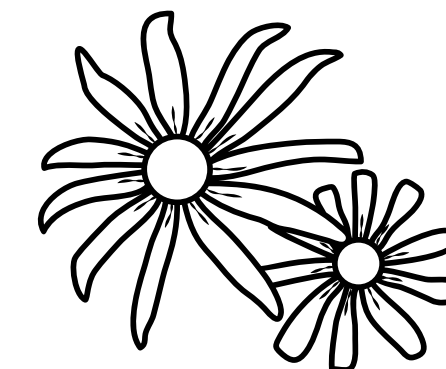
Media & Listing
Management



Social Media
Management



Newsletter
Marketing



Susan for Communication

Technology that Removes Friction

Quick Turnaround Time

1

No. of steps required by buyer to connect with the seller

Quickest way for your customers to reach your team. ⌚



Trade Directly

Communicate Directly with your Buyer.

Customers connect with your team directly and securely.

We have made communication easy and convenient with Machine Dalal.

There are **no interventions**. There are **no commissions**.



100

Find the **Right Machine** with Advanced Search

With a geographically fragmented demand and supply market, search as a service is a critical feature of Machine Dalal that bridges the information retrieval gap and brings you closer to your customer.

We organize and manage critical information related to machinery, brands, specifications, features, processes, and technical data. This helps users accurately discover machines and find the right equipment for their business.

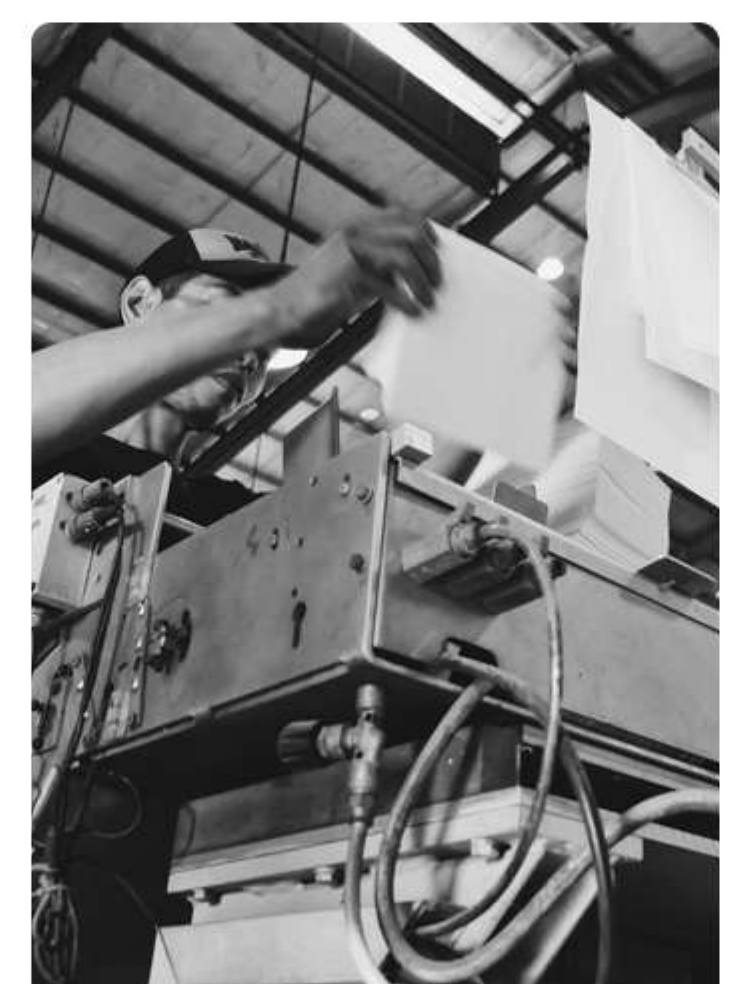


Media and Listing Management

You may upload unlimited number of machines and products in our 200+ Print, Packaging and Converting equipment category range.

Our team of engineers have leveraged, cloud, storage, and deep tech to unlock greater value for our customers. We have automated host of processes that has resulted in savings, efficiency, and greater control for our user.

Machine Dalal organizes technical data, images, videos, and additional documentation in a clearly defined legible format for consumers.



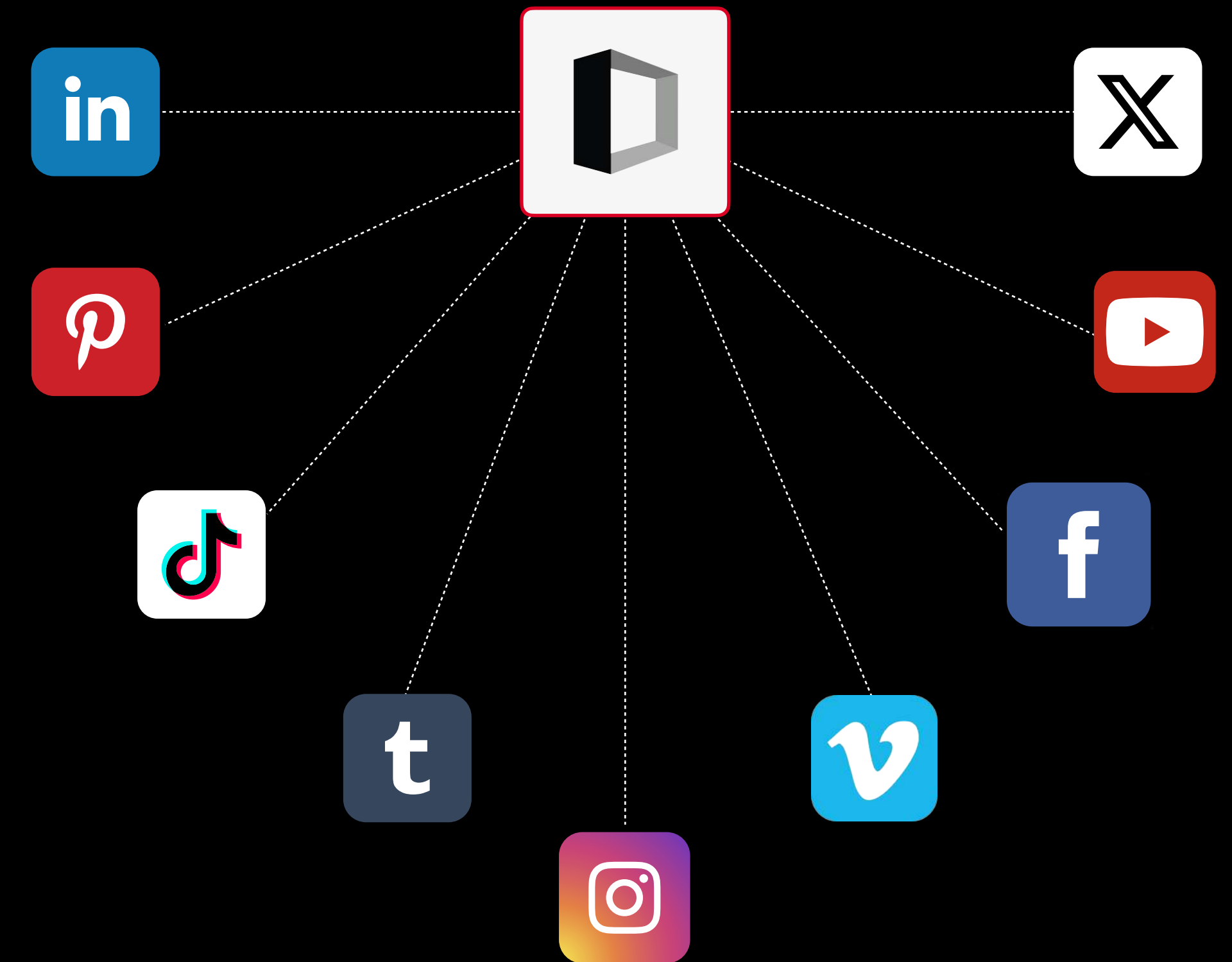
Social Media Management

Machine Dalal is connected to all major social media platforms

Media post on your Machines and Brand Activity are algorithmically pushed to all the platforms on regular basis. Customers access information directly and all the queries from social media platforms, applications, Vimeo, and YouTube come directly to you.

Our highly penetrated social media linking improves machine discovery and you get higher engagement from interested buyers.

By listing on Machine Dalal, social media listing happens automatically and instantly, you will get leads across social media without setting foot (figuratively speaking) on any platform.





Newsletter Marketing

The Machine Dalal newsletter keeps our global audience up to date on the latest news from the world of print, packaging and converting. The newsletter goes out to over **200,000+** industry professionals worldwide.



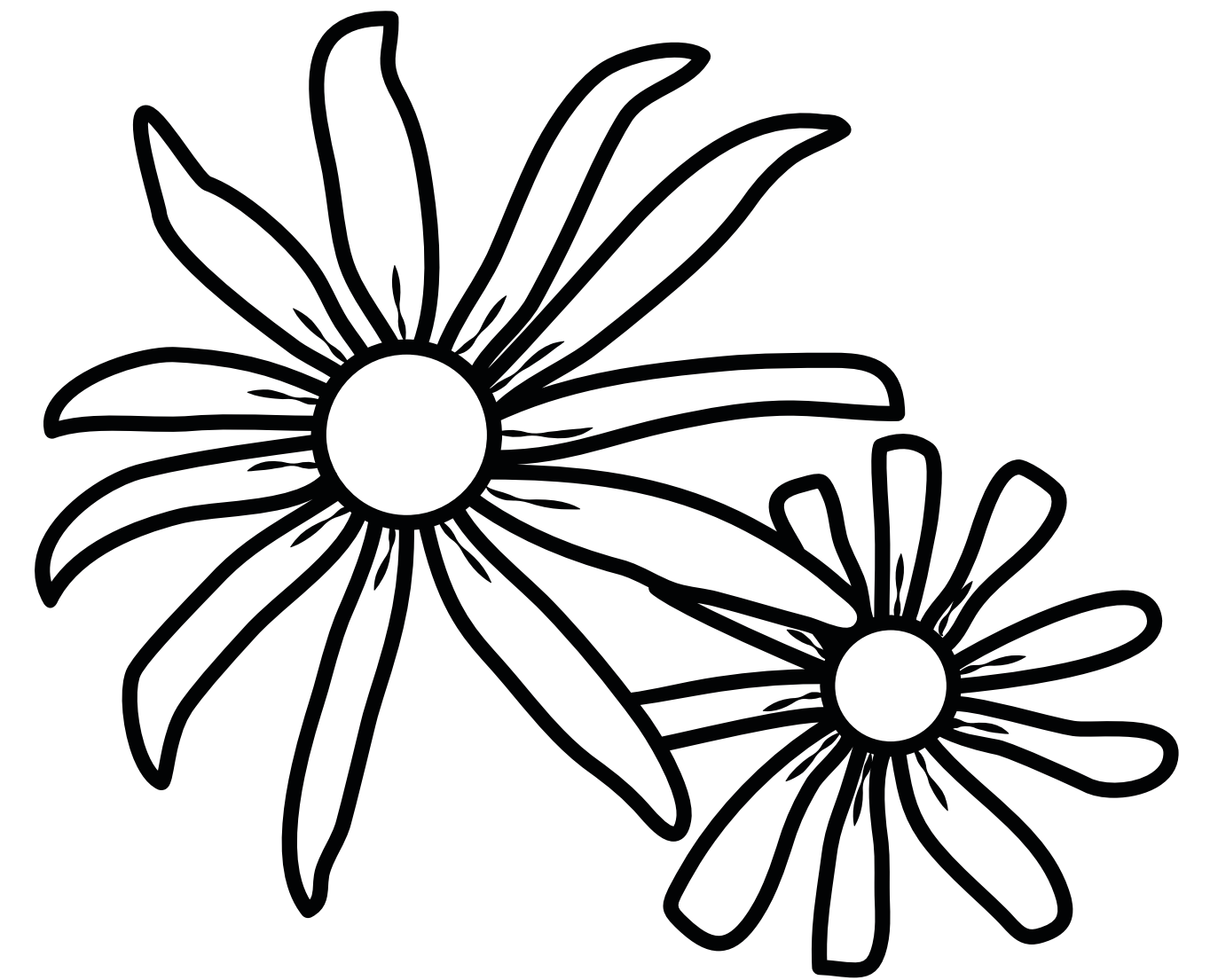
Bridge Communication Gap with **Susan**

An **AI model** trained for the print industry.

Susan, a proprietary language model that is being specifically trained for the Print, Packaging and Converting Industry.

The model scans documents and interacts with customers directly and answers questions on specific machines, helps buyers locate machinery and equipment with sufficient knowledge, and infinite patience.

Additionally, **Susan** will schedule appointments between your team and act as first responder for your brand and products and will be the perfect assistant to present your products comprehensively.



Ready Audience for Marketing Events

Launch New Products with Ease

Tap into an active and growing user base of print professionals

- Live Demonstrations
- Open Houses
- Media Events
- News, Promotions, and Marketing

Showcase your brand and products to the world with Personalized PR and Branding.

Creativity in Action





Ancillary and Auxiliary

Connect directly with industry professionals and offer additional services.
Spares, consumables, parts and after sales support through your accredited network.

- Customer Support
- Connect your local representation to your international customers
- Maintenance
- Industry 4.0 integration*
- Assembly and Disassembly through certified teams

Do more for your customers with Machine Dalal



Reach Ready Buyers

Access the Exclusive **Wanted List**

Through our worldwide network, you have the opportunity to directly connect with industry professionals, who haven't found the right machine yet. They post their requirements through our platform.

⊕ *Help those who haven't found the right machine.*

The Machine Dalal Concierge Service

Specialisation as a Service.

Machine Dalal works with industry professionals, who act as bridge between consumers and suppliers by sharing technical intelligence and knowledge.

The team answers questions with regards to processes, specialisation, queries about parts, consumables, and other technical challenges that they constantly face.

We respond to clients' needs instantly, quickly, and rapidly, with help from **Susan**, incorporating AI to deliver world-class consumer experience.





We make **Transactions Happen**

Building partnerships that enable machine trade.

- financing
- logistics
- trade services for international commerce
- payments



We are building partnerships with non-core service providers who help customers close fast.



All of that and more

\$1499/year

Machine Dalal is a tech driven platform that increases trade in **print, packaging and converting** industry.

Our team is a rare combination of **Software Systems, Deep Tech, AI and Print.**

Our extreme focus on this vital industry has helped us grow rapidly.

We have built an affordable product, that reduces friction between industry professionals and help them trade more efficiently.

By building the distribution and marketing rails for industry, we actively reach a global audience of over 200,000 print professionals from over **140 countries.**

In the midst of chaos; there
is opportunity



Let's do this

→ **Anu Sharma**

Business Development & Partnerships

business@machinedalal.com

 MachineDalal

+91 9815146229

I will be your single point of contact for Machine Dalal.

My team will directly handle all requests as per company policy that puts the sales team directly responsible for delivery of services.