



PARIS
23 - 28 APRIL 2018

INTERNATIONAL EXHIBITION
FOR CONSTRUCTION
AND INFRASTRUCTURE

Co-located with

A collage of construction-related images: a crane on the left, a large concrete structure in the center, and a tall building under construction on the right. The text "BUILDING TOMORROW, TODAY" is overlaid in large, bold letters.

BUILDING
TOMORROW,
TODAY

PRESS KIT

JANUARY 2018

ISABELLE ALFANO,

DIRECTOR, CONSTRUCTION BUSINESS UNIT
INTERMAT EXHIBITION DIRECTOR



Uniting construction professionals along the entire value chain to deliver efficiency to regions.

In a global society undergoing major change, and considering the increasingly pressing requirements for buildings and infrastructure, a wide and varied range of projects is emerging in France and around the world, offering an unprecedented springboard for creativity and inventiveness.

The players in the construction and infrastructure sector are thus ready and prepared to offer lasting responses to changes in communities resulting from new economic, societal and environmental conditions, but also to changes in the behaviours and expectations of citizens. Building contractors, manufacturers and suppliers of construction equipment and solutions, distributors - all of whom exhibit at and visit INTERMAT Paris - are key operators for territorial development while taking these imperatives into account.

In every region of the world, they are obliged to deliver on ambitious development objectives: those of growing urbanisation, the expansion of city regions, energy infrastructure, connectivity, environmental protection, etc. It is therefore vital to support them in bringing their projects to life and helping them thrive in the long term: the projects of today that will shape our communities of tomorrow.

This new approach entails deploying synergies between all of the construction sector's stakeholders. This is why INTERMAT Paris is the platform which today unites all of the profession's actors, with the aim of developing communities and regions efficiently and consistently.

As a leading international event in the construction and infrastructure calendar, the vocation of INTERMAT Paris is to combine all of the ingredients of efficiency, but also all the sources of innovation and inspiration to serve the projects of the future. With its strong position in the EMEA zone (Europe, Middle East and Africa), this meeting has over the years become a unique opportunity for profitable meetings between all international construction market figures.

To address current and future challenges, the upcoming edition, held from 23 to 28 April in Paris, will resolutely fly the flag of renewal, with:

- new perspectives on French and high-potential and developing markets;
- a new sector organisation attuned to supply and demand;
- a new economic Observatory for the construction sector for the years to 2025-2030;
- new fully-targeted and qualified business development tools.

The six days of the event will also feature a number of special theme days, talks, lectures, round tables and visits by foreign delegations, rounding out a unique programme to support tomorrow's construction projects, reach high-potential and developing regions, encourage business with a qualified and diverse ecosystem, and highlight the innovations of the future in a fast expanding global market!

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CONSTRUCTION AND INFRASTRUCTURE: VAST MARKETS TO BE CONQUERED



A CONSTRUCTION OBSERVATORY TO SEIZE OPPORTUNITIES

The construction sector is once again benefiting from propitious market conditions. All over the world, countless projects are underway to build or renovate infrastructure, with a view to meeting the increasing mobility needs of populations or to extend metropolitan regions to cater to the fast-developing trend of urbanisation. Cities and regions must today, and to prepare tomorrow, respond to ambitious development objectives while meeting the challenges of environmental protection.

The data collated in the first INTERMAT Construction Observatory ⁽¹⁾, produced in partnership with Business France, is highly edifying in this respect. The report, designed as a business development aid and working tool, lists a total of nearly 1,500 billion euros of investment projects in twelve countries in Europe, the Middle East and Africa between now and 2030-2040, depending on the country. These reveal a wealth of markets open and to be conquered in the railway, airport, port or building industries.

In Europe, judging by the master plans sourced from the six countries examined (Belgium, France, Germany, Italy, the Netherlands and the United Kingdom), 935 billion euros could be invested between now and 2030. Among the main projects, we could mention Grand Paris in France, but also Germany's massive federal investment plan for 2016 to 2030 (roads, waterways, railways, bridges and tunnels) and, in Italy, the Brenner Tunnel connecting with Austria.

In Africa, 307 billion euros are expected to be invested up to 2040 in Algeria, Ivory Coast, Kenya and Morocco. In Algeria, 20 billion euros will be spent on building 1.6 million housing units and the fourth southern bypass around Algiers. Morocco plans to build a high-speed rail link with Algerian and Tunisia running more than 2,000 km; Kenya is to embark on its largest infrastructure project since independence, the Standard Gauge Railway Project, and Ivory Coast is to build the new San Pedro port.

Finally, in the Middle East, 239 billion euros are earmarked for investment in the United Arab Emirates and Qatar. Among the headline projects in the Emirates feature road improvements in Dubai and Abu Dhabi, the Smart City of Lusail and a road drainage programme.

This first INTERMAT Observatory gives an indication of the scale of upcoming projects. The construction sector will account for 14.5% of world GDP in 2030 and, along the entire cycle, from upstream to downstream, it is an essential contributor to the vitality of regional development and as such a creator of economic, social and environmental value.

INTERMAT is an integral part of this fast-changing market and offers responses to the expectations of the sector's stakeholders: building contractors, manufacturers and suppliers of construction equipment and solutions, and distributors.

(1) The INTERMAT Construction Observatory is based on the study of 71 customs codes. Twelve countries (Algeria, Belgium, France, Germany, Italy, Ivory Coast, Kenya, Morocco, the Netherlands, Qatar, the United Arab Emirates and the United Kingdom) and seven sectors (airports, buildings, mines and quarries, engineering structures, ports and roads) were studied.

(2) Atelier BNP Paribas - http://www.atelier.net/trends/articles/construction-tech-digitalisation-btp-marche_442435

1,500 billion euros of investment projects in Europe, Africa and the Middle East

+3.9%

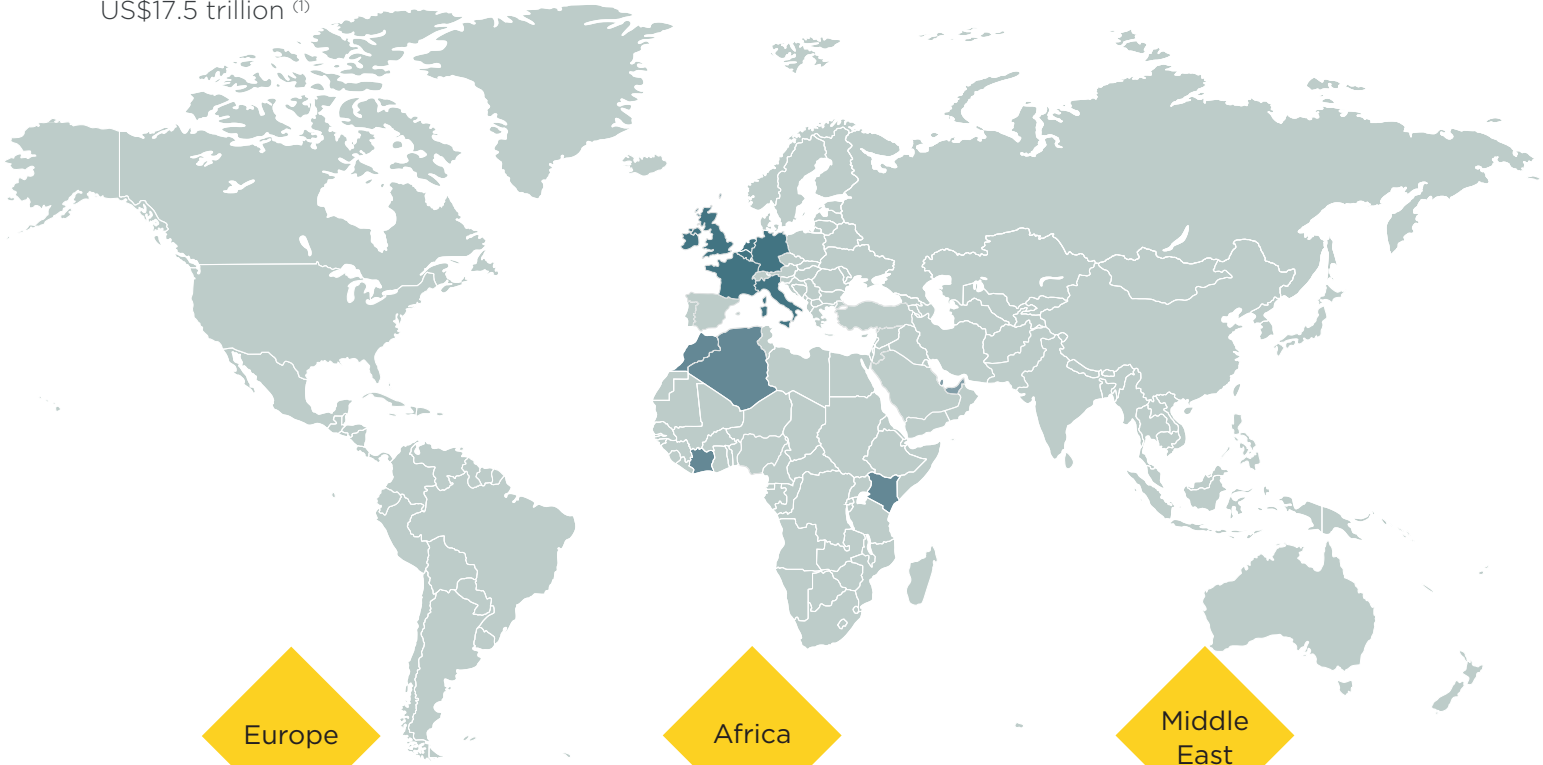
average annual growth in global construction market by 2030 set to reach an estimated US\$17.5 trillion ⁽¹⁾

14.5%

contribution of construction and infrastructure sector to GDP in 2030 ⁽²⁾

+28%

increase expected in sales of construction equipment between 2016 and 2021 ⁽³⁾



- 1•Germany: €287 bn ⁽⁴⁾
- 2•Belgium: €42 bn ⁽⁴⁾
- 3•France: €139 bn ⁽⁴⁾
- 4•Italy: €223 bn ⁽⁴⁾
- 5•Netherlands: €63 bn ⁽⁴⁾
- 6•United Kingdom - €167 bn ⁽⁴⁾

- 7•Algeria: €183.7 bn ⁽⁴⁾
- 8•Ivory Coast: €17.6 bn ⁽⁴⁾
- 9•Kenya: €18 bn ⁽⁴⁾
- 10•Morocco: €87.8 bn ⁽⁴⁾

- 11•Qatar: €137 bn ⁽⁴⁾
- 12•United Arab Emirates: €102.3 bn ⁽⁴⁾

⁽¹⁾ Global Construction 2030
⁽²⁾ Oxford Economics : <https://gcp.global/uk/products/global-construction-2030>
⁽³⁾ AMR
⁽⁴⁾ Intermat Construction Observatory: Investment calculated from Master Plans.

FOCUS

Europe



Grand Paris Express with 200 km of network, the construction of 68 stations and the development of new districts, but also the future cross-border Brenner Tunnel between Austria and Italy are all substantial construction and infrastructure projects which offer proof of the sector's recovery.

According to the research institute Euroconstruct, the Building and Public Works sector experienced 2% growth in 2016.

Despite the Brexit vote and several ongoing elections in the European Union, growth for 2018 and 2019 is forecasted at between 2.1% and 2.2% in Europe.

Africa



The social and economic transformations in Africa such as exponential population growth, urban development or the increase in the middle classes and younger generations, have all boosted construction projects, an increase estimated at 17% on the continent¹, mainly in the areas of transport and energy.

Ivory Coast has implemented a National Development Programme for 2016-2020 which should stimulate growth in the building and public works sector to the tune of 9.6% over this period. In addition to an ambitious development programme, the Ivorian government has also set itself the priority of building 30,000 social access dwellings per year.

In Algeria, the Building and Public works sector recorded 5.6% growth in 2016. The orbital highway (4th southern bypass) around Algiers running 260 km, and the objective of building 1.6 million dwellings in the country by 2019 offer proof of the vitality of the sector.

(1) Source: Deloitte, Africa Construction Trends Report 2016.

Middle East



While still being dependent on revenue from petroleum exports, the economies of Middle Eastern countries are beginning to diversify substantially. Turkey, the United Arab Emirates and Saudi Arabia are the home to large scale projects which are powerful levers for economic attractiveness and development.

In view of their continued development, the United Arab Emirates for example, continue to focus on the "hub" of Dubai, ideally positioned between Europe and Asia. As a true platform for the region, the city is to host EXPO 2020, which should attract more than 25 million visitors between October 2020 and April 2021 and is already stimulating growth in the country (infrastructure, transport, hotels, etc.). In this respect, several major projects have already commenced, such as the extension of the metro over more than 15 km, the construction of around ten bridges and tunnels and of the new Al Maktoum airport whose capacity will be increased to 160 million passengers. While lower oil prices have impacted growth, the country's fundamentals remain solid.

Source: INTERMAT Construction Observatory

France : major projects in the pipeline

Main projects

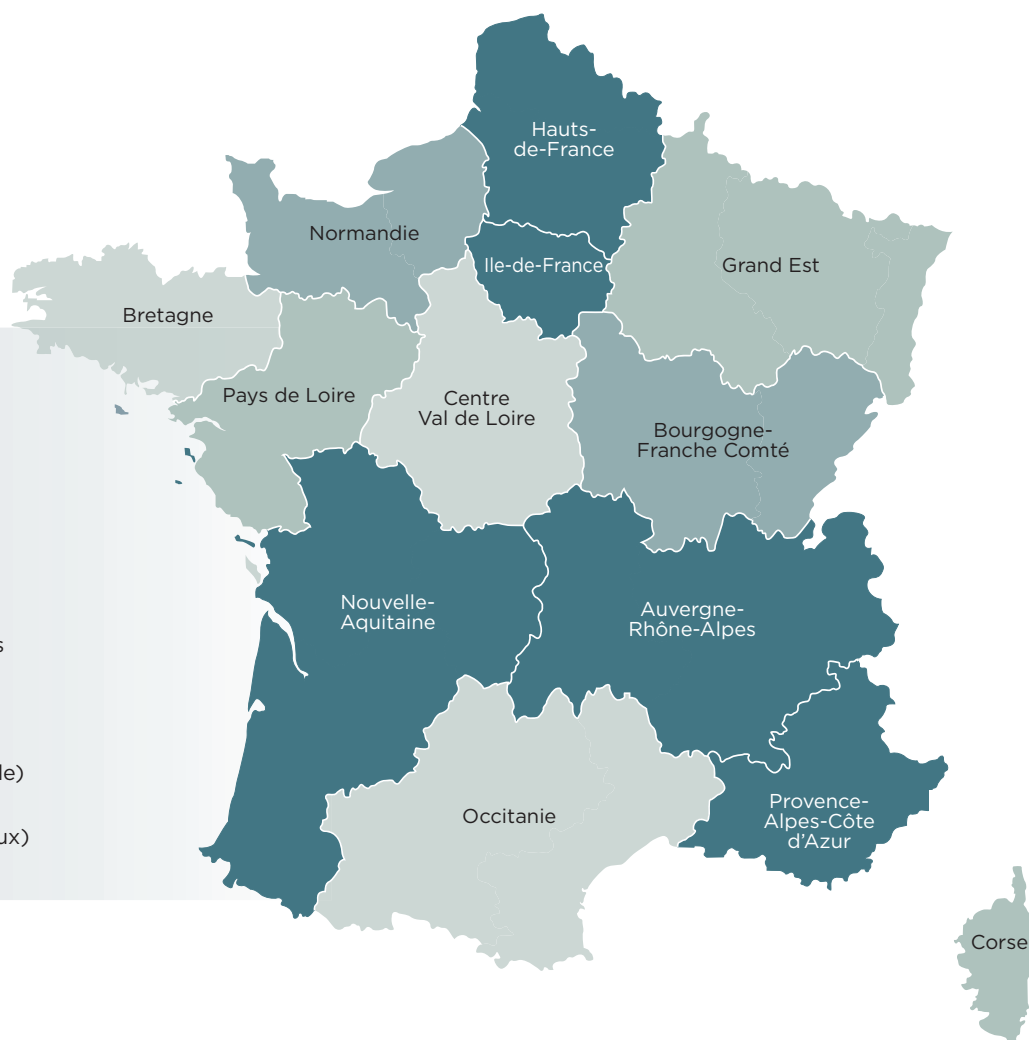
Auvergne-Rhône-Alpes
Lyon-Turin HSL "La Transalpine"

Ile-de-France
Grand Paris - Grand Paris Express

Hauts-de-France
Calais Port 2015

Provence-Alpes-Côte d'Azur
Southern Urban Boulevard (Marseille)

Nouvelle-Aquitaine
Extension of tram network (Bordeaux)



Regions	New business creation ⁽¹⁾	Job creation ⁽²⁾	Housing starts ⁽³⁾	Non residential starts ⁽³⁾
Auvergne-Rhône-Alpes	+5.5%	+0.6%	+12.5%	+23.4%
Bourgogne-Franche Comté	+7.2%	-0.5%	+25.7%	+17.9%
Bretagne	-1.1%	+0.6%	+22.2%	-1.3%
Centre Val de Loire	+10.7%	-0.4%	+18.7%	-8%
Corse	+18%	NA ⁽⁴⁾	-27.2%	-24.5%
Grand Est	+1.1%	-0.5%	-6.3%	+11.1%
Hauts-de-France	+3.3%	-1%	+19.7%	+5.5%
Ile-de-France	+9.1%	+1.5%	+25%	+24%
Nouvelle-Aquitaine	+5.1%	+0.1%	+16.5%	-12%
Normandie	+5.7%	-1.4%	+9.2%	+15.9%
Occitanie	+1.3%	+0.4%	+27.1%	-8.1%
Pays de Loire	+29.5%	-0.4%	+12.4%	+10.7%
Provence-Alpes-Côte d'Azur	-0.8%	+1.3%	18.2%	9.1%

⁽¹⁾ Variation in aggregate creations from Q4 2016 to Q3 2017 - Source INSEE

⁽²⁾ Variation in Q2 2017 (Source ACOSS - URSSAF)

⁽³⁾ Variation over 12 months to end October 2017 - Source SDES, Sit@del2

⁽⁴⁾ NA = Data unavailable

A NOTICEABLE CHANGE IN USE CASES IN THE SECTOR IN RESPONSE TO TERRITORIAL CHALLENGES

INTERMAT has witnessed a profound transformation in the construction equipment and solutions sector over the past thirty years.

A transformation in terms of:

- **solutions in their own right:** multi-function, compact equipment, compatible with city centre worksites, digital, eco-friendly and which pay more consideration to the operator;
- **but also in use cases:** work efficiency, digital and circular.

> **A shift from the product to its utilisation: rental and sustainable development go hand in hand.**

Offering the opportunity to utilise the capital whilst also providing access to a wider range of equipment, the rental market which is experiencing substantial growth today, fulfils sustainability objectives.

According to the European Rental Association, equipment rental offers an array of benefits.

Equipment rented out is used more frequently and rental firms obtain positive performances in areas such as operation, energy efficiency, waste management, health and safety. Dialogue between manufacturers and rental companies encourage the former to incorporate sustainable development factors into the design of the equipment.

> **Digital economy: Construction Tech**

In view of these issues, investments in digital technology in the sector reportedly increased fivefold between 2010 and 2015, rising from 51 to 254 million dollars (source: CB Insights). The Construction Tech sector is seeing the arrival of a great many start-ups: Traktor for equipment sharing, Finalcad for site supervision; Opensafe for the management of personal protective equipment (PPE), etc.

Today, certain technological innovations in products and services offer the chance to fulfil the new socio-economic and environmental requirements of projects, and anticipate new ones.

WHAT CONSTRUCTION INDUSTRY LEADERS SAY



JEAN-LOUIS MARCHAND,
Chairman of European Construction Industry Federation (FIEC)

" [...] **In the area of innovation, the big trend of the moment is digitalisation [...]** Our goal is to promote digitalisation in the construction sector to enable it to get the most out of this technological revolution! Some countries and some companies have already made great progress in this area. We want companies of all sizes to be able to jump aboard the train. If they are unable to adapt in time, contractors risk finding themselves disqualified. Our mission as European and national trade federations is to help our members cross this threshold. We are already exchanging a lot about all of the good national initiatives which have been deployed to help our companies take their first steps.

Next, our role is also to raise awareness among public sector decision makers so that they also promote digitalisation, but in a way that leaves nobody by the wayside. It is important for example that the different systems implemented are interoperable, that their access is open to all at reasonable cost. This is particularly true when addressing the issue of electronic public procurement, which is starting to gain ground under the impulsion of the latest revised European directives in the area.

[...] The major meetings of the industry such as INTERMAT are always excellent opportunities for European companies to make themselves known across borders, present their know-how and build contacts with a large number of potential clients and suppliers. At the same time it is also a good way for these same contractors to discover new market trends, including internationally, cutting edge techniques and technology in the sector, new materials and new machines, etc. It is particularly a good time to make some great deals!

It is a very good thing that there are so many companies attending from all over the world. It goes to further reinforce the sharing of experience and expertise in the sector. "

BRUNO CAVAGNÉ,
Chairman of the French National Public Works Federation (FNTP)



" [...] **With regard to the permanent quest for improvements in productivity and in a perspective of market recovery,** investments are closely incorporated into the policies of public works contractors and more specifically in machines, which are the most essential tools for our construction sites. Manufacturers have a wide range of areas in which to innovate: equipment lifecycle, reduction of noise and greenhouse gas pollution or energy consumption, or resource recycling [...].

INTERMAT is an exceptional venue for exchanges and is the ideal setting in which professionals, the profession's players and partners, can meet up around the new equipment showcase. This gathering is important for our profession. It is the opportunity to meet equipment manufacturers, learn the latest on new machines, gauge the developments and innovations that have been added, and therefore imagine what our work sites will be like tomorrow. I am sure that this edition, just like the previous ones, will help to offer a fresh view of the key issues affecting economy and the environment of the Public Works equipment sector. "

JACQUES CHANUT,
Chairman of FFB (French Building Federation)



" [...] **One of the big issues in Building today is BIM.** It represents a natural but major change in our professional practices. Like with all forms of change, BIM requires human and technical investment. It means taking a long, hard look at one's own working methods [...].

BIM is a source of opportunities which will help each player in the building industry to be more efficient and dialogue better with others. It will mean less time spent on time-consuming and low added value tasks such as re-entering data. 3D will allow for a better understanding of the project. BIM will also contribute to better interface management [...]. "

WHAT START-UPS SAY



JULIEN MOUSSEAU,

Managing Director of TRACKTOR, exhibiting in the “Start-Up Village by EUROVIA”

“The building site equipment rental market has continued to grow in recent years in France. Companies faced with a lack of visibility have curtailed their investments, which has driven them to hire equipment instead. On average we can observe that machines remain unused approximately 80 working days per year. [...]”

The building and public works sector is undergoing its digital transformation and there are an increasing number of innovations emerging. [...]

In view of this, we developed Tracktor, a peer-to-peer construction machinery rental platform aimed at building and public works professionals. We connect firms wishing to hire construction machinery with professional owners and rental firms, contractors or trading companies who have them available and offer them for hire on our site [...].”



KÉVIN LEGAULT,

CEO of “Equipements à Partager” exhibiting in the “Start-Up Village by EUROVIA”

“**Equipements A Partager**” offers a service for the rental of construction machinery between professionals, with or without an operator. This service aims to optimise machine fleets which at regular intervals remain unused in warehouses. [...] The construction machinery rental market is picking up; it is worth 4 billion euros in France and nearly 30 billion in Europe. We have a promising future ahead of us!



SERGE GRYGOROWICZ,

CEO of de RB3D, exhibiting in the “Start-Up Village by EUROVIA”

“Unlike the robot, the cobot, designed specifically for the work to be carried out, enables man and machine to work close to each other. It will take the strain and perhaps absorb the vibrations and constraints, but it is the human being who directs the movements. The cobot supplies the rigidity and the force, and the human contributes the intelligence of movement. [...]”

We believe that robotic systems that are very close to humans can provide a solution to musculoskeletal disorders.” **This is why RB3D is developing and offering solutions to carry loads and conducts tiring movements, which are increasingly gaining interest from the building and public works sector.”**

INTERMAT PARIS, AN EXHIBITION AT THE HEART OF THE CONSTRUCTION AND INFRASTRUCTURE SECTOR'S ISSUES

VISION & AMBITION

To successfully accomplish construction projects whilst guaranteeing the competitiveness of the sector's firms, it is essential to promote, create and develop powerful synergies between all industry professionals: building contractors, manufacturers and suppliers of equipment and solutions, service companies (project and process management, etc.), order principals, contracting authorities, etc.

It is necessary to build all of these players into an overall, overarching and borderless plan, combining urban, architectural, environmental and social strategies to rise to the challenges of guaranteeing the efficiency of regions:

- Resource management and circular economy
- Connectivity
- Mobility
- Deconstruction and modularity of buildings
- Safety and living conditions (noise and air pollution, etc.)
- Cost efficiency.

This is why INTERMAT Paris is such a unique platform, uniting all of the players in the construction and infrastructure sector, to embody and represent a single market dedicated to the efficiency of territories in this geographical zone.

With its privileged position on French-speaking markets and more widely those with a particular French cultural influence, INTERMAT Paris is an imperative trade show bringing together supply and demand in the construction domain for EMEA zone markets.

In addition to French, Mediterranean and African markets, INTERMAT Paris continues to provide access to other high-potential countries, such as those in the Middle East and the Balkans.



JEAN-CLAUDE FAYAT,

Chairman of CISMA, French association of equipment manufacturers for construction, infrastructure, steel and handling equipment industries

" [...] INTERMAT should be seized as an opportunity to hold board meetings and annual general meetings of trade associations, federations and European bodies... of customer segments. [...]"



JEAN-MARIE OSDAIT,

Chairman of SEIMAT (Trade association for international companies dealing in machinery and equipment for public works, mines, quarries, buildings and lifting)

" [...] 2018 will be a beneficial year in which to develop more business at INTERMAT.

We are counting on the attendance of a large number of visitors from both France and abroad, attracted by the international image of an unmissable show. With its exclusive access to professionals from the South of Europe, Mediterranean countries, North Africa and Northern Europe, all very much attracted to the flagship destination of Paris, the show will offer our companies some very promising development opportunities. "

The expectations of construction leaders supporting INTERMAT Paris



BERIC SCALABRE,
Equipment Director, BOUYGUES

" 2016 was an extension of previous years. Our objectives for the coming years are based around safety, innovation and digitalization. [...]"

" [...] What we expect of INTERMAT is a good understanding of our ecosystem and a technological watch around the improvement of working conditions, innovation and digitalization. [...]"



DIDIER THEVENARD,
Equipment Director, EUROVIA, VINCI Group

" Our innovation initiatives are firmly rooted in both digital and energy transition, in terms of the acceptability and perception of our machines. We explore and test all of the subjects of the future, with the user experience as the key development driver. It is through the needs observed from the feedback by the user and the end operating client, that we build solutions that are both simple and innovative. And because everyone has the same problems but not always the same solutions, we make a point of adopting local solutions that can be developed on a global level. [...]"

" [...] We expect above all to see genuine pointers to innovation in terms of risk prevention, energy consumption or other themes that correspond to the future needs of users. I personally am anticipating three important visit sequences: the first will help me offer my company director guests the best possible welcome; the second will be about relations with all of my suppliers; and a third will aim at hunting out innovations for the future. Beyond the power and basic features of a machine, what's most important is the notion and added value of acceptability to cater to expectations regarding the environment, energy use and risk prevention. [...]"

XAVIER BARTHELEMY,
Equipment Director, EIFFAGE



" [...] In terms of innovation we are still very attentive to the new technologies emerging, in particular in the roadbuilding field, by adapting our machines to new needs. We are closely following the innovation activities of manufacturers and we are also putting a lot of work in on the digital transformation of our profession. For us, INTERMAT is the technical accomplishment of our equipment expertise and the only privileged venue for equipment and specialised techniques. We are expecting to get a lot out of the show in terms of relationships and the winning convergence of technical experts, equipment professionals and manufacturers to optimise our market in the coming years. [...]"

FACTSHEET

- Dates: **23 - 28 April 2018**
- Venue: **PARIS-NORD EXHIBITION CENTRE - FRANCE**
- Opening hours: **DAILY FROM 9.00AM TO 6.00PM**
- Frequency: **EVERY 3 YEARS**

Organisers:

S.E. INTERMAT brings together:

- the trade organisations of equipment manufacturers and importers:
 - > **CISMA**, the French association of equipment manufacturers for construction, infrastructure, steel and handling equipment industries (www.cisma.fr);
 - > **SEIMAT**, the French association of international civil engineering, mining, construction and hoisting equipment industries (ww.seimat.fr);
- and **COMEXPOSIUM**, one of the world leaders in event organisation, is involved in more than 170 consumer and trade events, covering 11 different sectors of activity such as food, agriculture, fashion, homeland security, construction, high-tech, optics and transport. COMEXPOSIUM hosts 45,000 exhibitors and more than 3 million visitors in 26 countries around the world.



INTERMAT Paris comprises:

- An indoor exhibition zone
- An outdoor exhibition zone
- A demonstration zone.

Exhibitors

- **1,500** exhibitors
- **70%** from outside France
- **40** countries

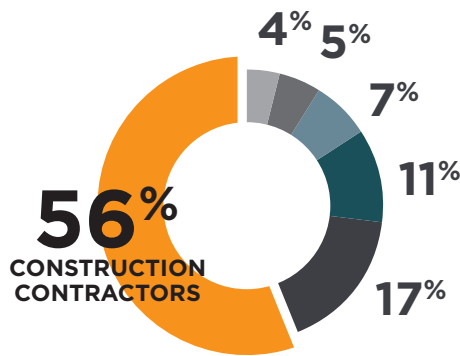
- **4** sectors of activity for optimal clarity



Visitors

- **183,000** visitors
- **35%** non-French
- **167** countries
- **81%** of visitors* from Europe, Africa & Middle East
- **50%** out of the TOP 100 largest worldwide construction contractors visit INTERMAT (Top 200 - KHL, 2016)
- **2** visitors out of **3** are decision makers, purchasers or specifiers

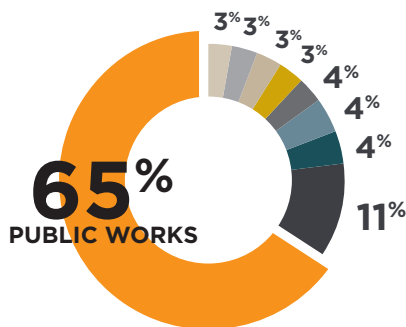
VISITORS BY SECTOR OF ACTIVITY



- ◆ **INDUSTRY 17%**
(manufacturers, mine and quarry operators, concrete producers, etc.)
- ◆ **TRADING 11%**
(distributors, dealers, importers, etc.)
- ◆ **SERVICES 7%**
(design/research consultancy, technical center/laboratory, transport, etc.)
- ◆ **CONTRACTING AUTHORITIES, OWNERS 5%**
(architects, surveyors, town planners, landscapers, local councils, etc.)
- ◆ **RENTAL INDUSTRY 4%**

FOCUS ON BUILDING CONTRACTORS

(56% of all visitors)



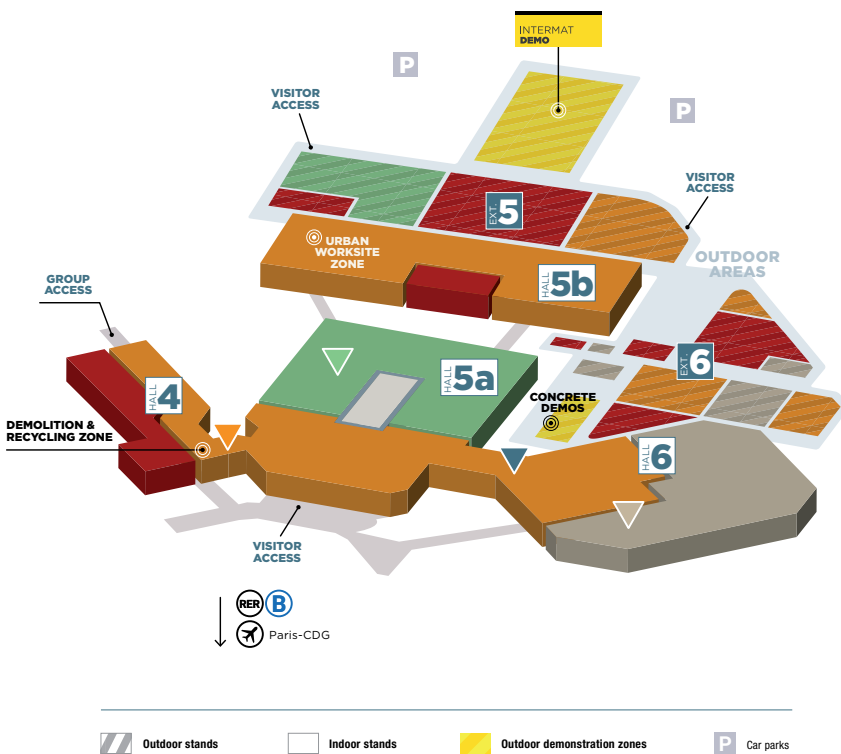
- ◆ **EARTHMOVING 11%**
- ◆ **ROAD BUILDING 4%**
- ◆ **DEMOLITION 4%**
- ◆ **GENERAL CONSTRUCTION 4%**
- ◆ **CIVIL ENGINEERING 3%**
- ◆ **ROAD & UTILITY SERVICES 3%**
- ◆ **STONEMWORK 3%**
- ◆ **LIFTING, HANDLING 3%**

*Source: INTERMAT 2015 visitor surveys

INTERMAT PARIS: A NEW ORGANISATION ATTUNED TO SUPPLY AND TO THE DEMANDS OF COMPANIES

A NEW PRODUCT OFFERING STRUCTURED INTO 4 HUBS OF EXPERTISE

The wide-ranging diversity of the construction and infrastructure sector has prompted INTERMAT Paris to develop a **new structure** aligned with demand, offering an **optimised visiting experience** and innovations promoted in each specialist area.



- Machines & equipment for earthmoving and civil engineering
- Machines & equipment for demolition, environment & recycling
- Accessories, components, parts for earthmoving and demolition
- New technologies for earthmoving & demolition
- **DEMOLITION & RECYCLING VILLAGE**



- Equipment & materials for road infrastructure /maintenance
- Machines and equipment for minerals industries
- Drilling, boring, special foundations, trenching machines
- Topography, new technologies, engineering, automatic systems
- Accessories & components for roads, minerals and foundations
- **SMART ROAD VILLAGE**



- Materials handling and lifting equipment and machinery
- Vehicles & equipment for materials transportation
- Vehicles for passenger transportation (LCV)
- Accessories, components, parts for lifting & transportation
- New technologies for lifting, handling & transportation
- **START-UPS VILLAGE BY EUROVIA**



CONCRETE SECTOR

- Concrete industry, other equipment and machinery
- Facilities and machinery for concrete production
- Facilities and machinery for pre-cast concrete
- Materials for concrete
- Equipment and machinery for special and decorative concrete
- Equipment, delivery and laying of ready-mixed concrete
- New technology, services and engineering for concrete

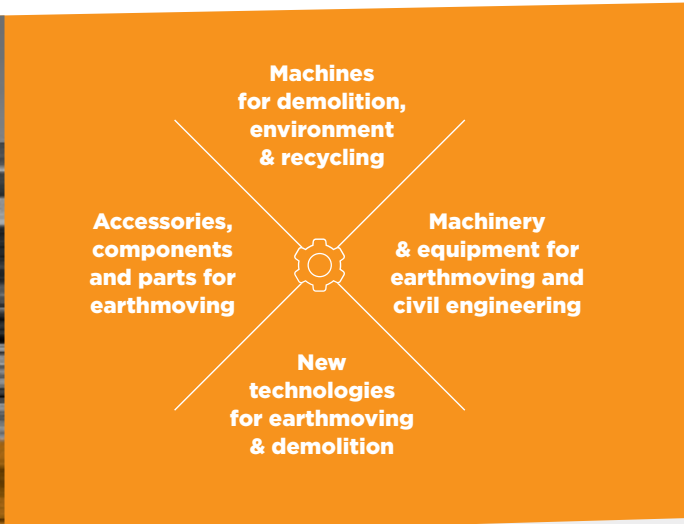
BUILDINGS

- Accessories, components and parts for building work
- Formwork, scaffolding and shoring
- Site equipment and tooling
- Materials for buildings and construction
- New technology for buildings
- **BUILDING SMART VILLAGE**



EARTHMOVING & DEMOLITION

The Earthmoving and Demolition sector at INTERMAT Paris includes the following equipment and solutions:



MARKET FOCUS

SIZE OF FRENCH MARKET

€ 7.5 Bn

Earthworks in France

€ 10.1 Bn

International sales in roadworks and general earthworks

Source: FNTP - Les Travaux publics - 2015 annual report

GROWTH OUTLOOK

By 2023 the worldwide earthmoving equipment market will be worth

\$192.45 Bn

Source: Global Market Insights

INDUSTRY INDICATORS

Earthworks

21,572⁽¹⁾
contractors in France (2015)

€ 12,216 Bn⁽²⁾
in sales (2013)

Demolition works

1,058⁽¹⁾
contractors in France (2015)

€ 890.6 Bn⁽²⁾
in sales (2013)

(1) Source: INSEE, démographie des entreprises et des établissements 2014 - champ marchand non agricole, stocks d'entreprise au 1^{er} janvier 2014

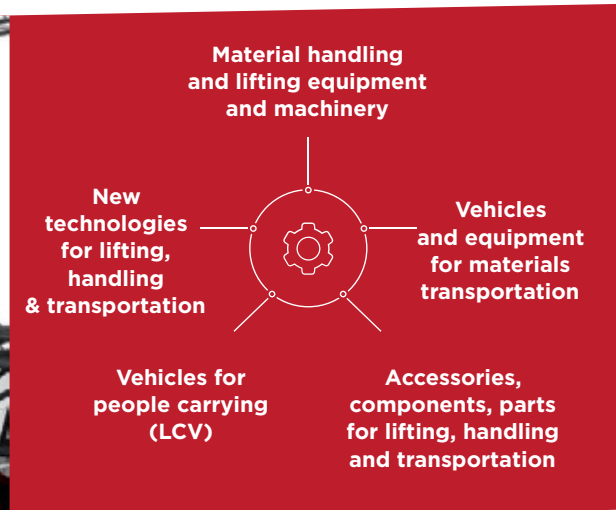
(2) Source: INSEE, ESANE



LIFTING,
HANDLING
& TRANSPORTATION

LIFTING, HANDLING & TRANSPORTATION

The Lifting, Handling & Transportation sector at INTERMAT Paris includes the following equipment and solutions:



MARKET FOCUS

Lifting

FRANCE: A FEW FIGURES



60%
of sales
from construction

450
contractors

10,000
employees

€ 2 Bn
turnover

Source: Union Française du Levage

Handling

FRANCE: KEY FIGURES



OUTPUT OF
HANDLING
CONTRACTORS
in billion euros

2015
€ 3.67 Bn

EXPORTS
in million euros
year-on-year
change

2015 **+3.5%**
€ 2,479 M

IMPORTS
in million euros
year-on-year
change

2015 **+3%**
€ 2,681 M

Source: CISMA - Key figures 2015 - Equipment for construction, infrastructure, steelmaking and materials handling

TRENDS

Marked increase
in investment

+6.5%
in 2016

Telehandler
market

between **+5%**
and **+10%**

Platform
lifts

between **+10%**
and **+15%**

Sales
of forklifts

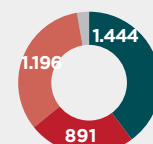
+5%

Source: Handling focus, Le point éco du CISMA, November 2016

HANDLING EQUIPMENT FIRMS

OUTPUT in billion euros

€ 3.7
Bn



2015

+6.4%
(yoy)

◆ Forklift ◆ Industrial lifting ◆ Systems, isolated loads ◆ Storage

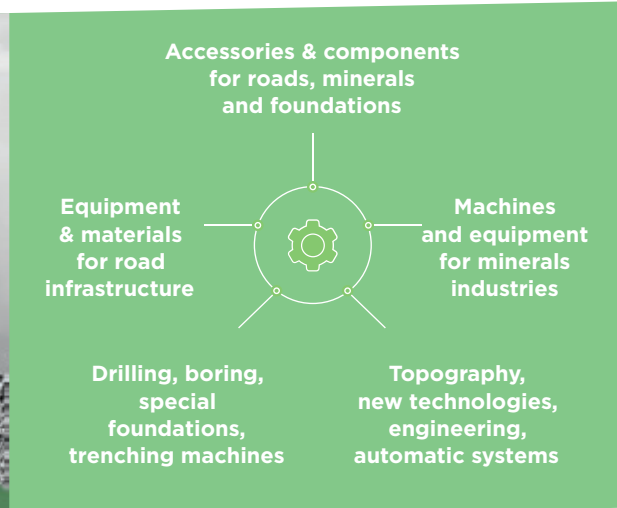
Source: CISMA - 2015 key figures - Les entreprises d'équipements de la manutention



**ROADS,
MINERALS
& FOUNDATIONS**

ROADS, MINERALS & FOUNDATIONS

The Roads, Minerals & Foundations sector at INTERMAT Paris includes the following equipment and solutions:



MARKET FOCUS

MARKET SIZE

For materials industry



IN EUROPE, the scale of the aggregates industry

€ 15 Bn
sales in 2014

250,000
employees

€ 2.6 Bn
tonnes / year

The largest non-energy
extractive industry

15,000
firms

25,000
sites (quarries
and pits)



IN FRANCE

2,300
quarries

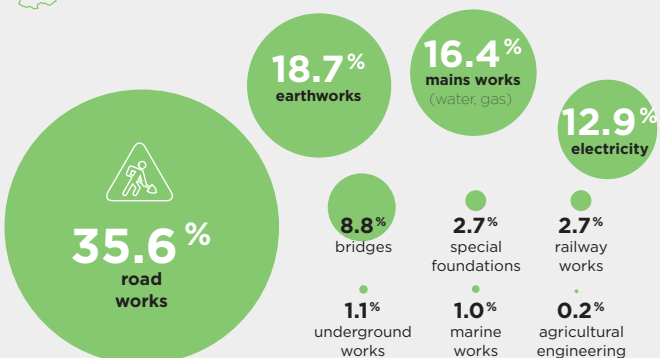
(1) Source: UEPG (European Aggregates association)

Source: UNICEM - French quarry and construction materials industry association

For roads



IN FRANCE, road works as a proportion of public works



Source: FTNP 2013

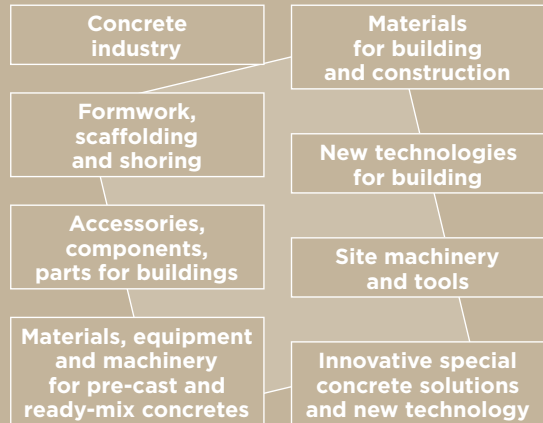
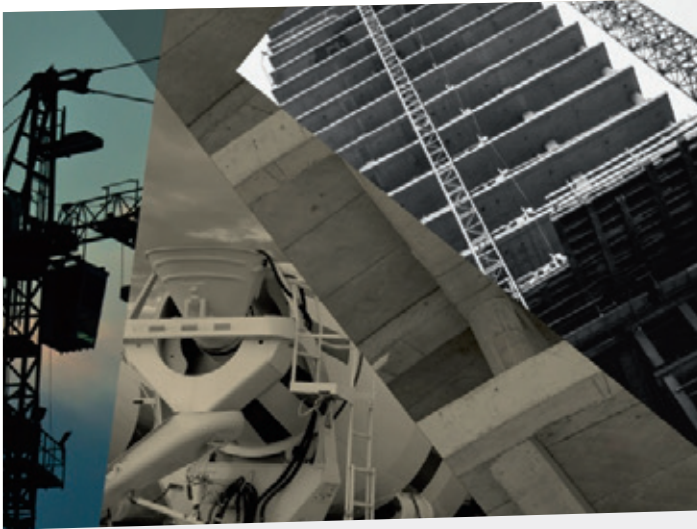


TURNOVER

€12
Bn
FRANCE

Source: USIRF 2015

€8.24
Bn
OUTSIDE FRANCE



MARKET FOCUS

Building

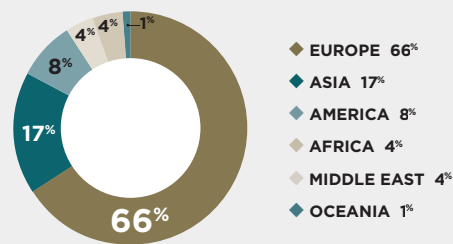
FRANCE IN 2015

401,100 contractors
1,431,300 workers, including:
1,051,000 employees
380,300 tradesmen
€124 Bn excl.VAT of building works, of which:
€50 Bn in new build
€74 Bn in repairs and maintenance

Source: estimations by FFB, FNTP - June 2016
Data for 2014

French Business on Foreign Markets

Breakdown by geographical zone



Source: estimations by FFB, FNTP - June 2016 - Data for 2014

EUROPE

3 million contractors
42.3 million employees
Total production in Europe:
€1,211 Bn of building works
European business on foreign markets:
€93.5 Bn of sales

Sources: EU 28, FIEC figures

Concrete

FRANCE

800 production sites
€2.5 Bn in sales
21M tonnes of concrete goods
20,000 direct jobs

Source: French concrete industry federation (FIB)

EUROPE

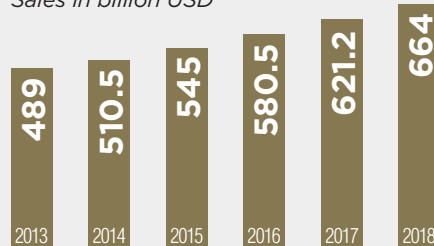
8,000 production sites
€35 Bn in sales
200,000 employees

Source: FIB publication "Construire pour un cadre de vie durable"

WORLD

Continuous increase in worldwide demand for concrete and cement

Sales in billion USD



Source: Survey by SVP and Timetric, October 2014

TRENDS

Continued growth of worldwide cement and concrete production up to 2018

\$1,104 Bn of concrete produced in the world in 2016

Source: Survey by SVP and Timetric, October 2014



RENTAL & DISTRIBUTION

The Rental & Distribution sector at INTERMAT Paris includes the following equipment and solutions:



- Grinders / Crushers
- Construction site trucks / dumpers
- Variable-reach trucks / powered access
- Formwork, scaffolding, shoring
- Compressors, generators and pumps
- Modular constructions
- Materials handling equipment, winches, hoists
- Hand-held electric tools
- Compact excavators and dumpers
- Finishing tools and equipment
- Diamond tools
- Wheeled hydraulic excavators and loaders

MARKET FOCUS

FRANCE

A few figures

In 2016, the profession represents nearly:

2,600 firms | **4,700** sites | **43,300** employees | **€11,9** Bn turnover

€ 298 million net profit

2016 DATA

Activity	Companies	Sites	Turnover €M	Workforce	Net profit (€ million)
Distribution of building & public works equipment	1,095	1,610	5.4 +23%*	12,743 -2%*	92
Rental of building & public works equipment	1,493	3,059	3.76 +2%*	23,400 +3%*	123
Distribution / rental of handling equipment			1.93 +8%*	7.120 +5%*	83
Total	2,588	4,669	11.09	43,263	298

*Change on year N-1

Source: DLR - Estimations by ASTERES, "Bilan, Distribution, Location, Manutention" 2016 (published in March 2017)

Distribution of building & public works equipment

New equipment sales: **+38%**
Used equipment sales: **+15%**

Rental of building & public works equipment

Total equipment fleet value **€ 6.9 Bn** in 2016
+9% compared with 2015

Distribution of Handling equipment

New equipment sales: **+14%** in 2016 (versus 5% in 2015)
Used equipment sales: **+12%** in 2016 (versus 5% in 2015)

Average fleet age: 54 months (down 10 months vs. 2015)

Trends / economic outlook

TURNOVER IN Q3 2016

Year change compared with Q3 2015

Distribution
+ 3%

Rental
+ 7%

Handling
+ 11%

Source: DLR - Estimations by ASTERES, Baromètre conjoncturel 3^e Trimestre 2016 location, distribution de matériel de BTP et de manutention industrielle

TURNOVER OF EQUIPMENT RENTAL SECTOR IN FRANCE

3,627 million euros in 2016

Growth of **1.1%** forecast in 2017

Source: ERA Market Report 2016

EUROPE

Key figures

Average growth of European equipment rental industry

in 2015
2.0%*

Estimation for 2016
2.8%*

Estimation for 2017
1.9%*

*for the 15 countries studied by ERA as part of the ERA Market Report 2016
Source: ERA Market Report 2016

RENTAL AND DISTRIBUTION COMPANIES VISIT INTERMAT PARIS: ⁽¹⁾

ACCES INDUSTRIE • AEB • BINET LOCATION • CFE LOCATION • FRANCE TP • GH S.A • HERTZ EQUIPEMENT • KILOUTOU • KINTETSU INTERNATIONAL • LAVENDON • LELIEUR LEVAGE • LHEUREUX LOCATION • LOCATOUAM • LOCHIAM • LOXAM • MEDIACO • NIKKEN CORPORATION • SALT • SARL MAES FLANDRES TP • SARL MEULOT DANY • SARL POTEAU • SCOPEHM • SERMA BTP • SOFIMA • SOGEMAL • SOLOMAT LOCATION • TP SERVICES VENDEE LOCATION



INTERMAT RENTAL DAY

A day dedicated to the rental sector

Thursday 26 April 2018

Construction equipment rental is no stranger to the strong digital trend sweeping across the distribution sector in general. In this evolving and positive economic environment, INTERMAT Paris is dedicating a special day to the rental sector, INTERMAT RENTAL DAY, featuring two key events:

> an exclusive round table on the theme "**Equipment Rental in 10 years**", addressing the market's growth perspectives.

Organised on the morning of Thursday 26 April 2018 from 10.30am to 12.30pm, this event will comprise:

- an examination of the construction sector landscape and the organisation of rental, drawing on examples from different countries.
- an overview of construction sector change-related issues affecting equipment rental in these countries.
- the major factors that will drive change in the rental business over the next 10 years, and how each country is preparing for it.

> followed in the afternoon by **Individual business meetings between exhibitors and rental firms.**

In partnership with



THEME VILLAGES: INNOVATION AND NEW TECHNOLOGY UNDER THE SPOTLIGHT

With the aim of addressing the challenges raised by the digitalisation of the building and public works industry, and to propose a wider range of solutions, **INTERMAT Paris has chosen to shine a spotlight on new technologies developed by companies.**

For the very first time, start-ups, SMEs and larger firms will present their new solutions and products on four dedicated spaces: the Start Up Village by EUROVIA, the Smart Road Village, the Building Smart Village and the Demolition & Recycling Village.

A series of talks and round tables on the market's topical subjects will also be on the agenda of each theme zone to encourage exchange and sharing between professionals.

The Start-up by EUROVIA* Village

With 13 selected start-ups⁽¹⁾ displaying innovative solutions and products.

In association with the incubator Impulse Labs:

- Equipment rental platforms
- Site supervision applications
- Equipment management software
- Cobot solutions

The Smart Road Village

With firms from the smart roads sector:

- Energy,
- Engineering,
- New technology for road infrastructure, ...

The Building Smart Village,

With firms from the Building Smart and BIM sectors:

- BIM Cabin
- Digital design and robotic manufacturing
- Digital tools on the worksite, ...

The Demolition & Recycling Village

With firms working in demolition and recycling. With firms from the sector:

- Recycling
- Waste management
- Safety
- Dust suppression

In partnership with the French National Demolition Contractors association, SNED.



* Eurovia is the partner of the Start-up Village at INTERMAT Paris and places innovation at the heart of everything it does. As a local partner, Eurovia, a subsidiary of VINCI, develops mobility solutions to enhance economic competitiveness and strengthen social bonds by designing, building and maintaining transport infrastructure and fostering urban development.

Committed to innovation for the past several years, Eurovia leads an active community around its business lines (materials, industry, works and services), its audiences (customers, residents, employees) and its development priorities around the mobility of the future and green growth. Eurovia has thus decided to become a partner of INTERMAT Paris, the international trade show for construction and infrastructure, to support the entrepreneurial and innovative spirit of start-ups, in particular in the area of public works and site machinery. Every day, Eurovia puts people and communities in motion. Designing, building, and maintaining roads, metros, tramways, high-speed rail lines, bicycle paths, streets, public spaces all over the world and useful for everybody... this is how we give everyone the best means to move forward. By making transport infrastructure safer and smarter. By making mobility solutions accessible to everyone. By preserving spaces and our environment more effectively. By saving resources. By enhancing the quality of life. By contributing to the vitality and consistent development of communities and regions. We move forward to enable you to move forward.

www.eurovia.com

⁽¹⁾ LIST OF THE 13 START UPS

■ 360SmartConnect
Créateur du Béton
Connecté

■ CAD.42
■ EQUIPEMENTS A
PARTAGER
■ Fieldwire

■ FUTURMAP
■ IBAT
■ MATOS
■ OpenSafe

■ RB3D
■ ShareMat
■ Tout Pour Le Forage
■ TRACKTOR



INTERMAT
DEMO

INTERMAT DEMO: A UNIQUE DEMONSTRATION ZONE

INTERMAT Paris is the only international trade show to offer an outdoor zone dedicated to demonstrations, where manufacturers can show their machines in action.

The art of staging the performances of worksite machinery!

Building and public works professionals will be able to discover the know-how of manufacturers and the progress made by equipment towards greater safety, productivity, etc. These dynamic demonstrations in particular enable equipment and machine performances to be highlighted in real-life conditions.

On the agenda, a great many demonstrations of site machines:

- **backhoe loaders,**
- **compact excavators,**
- **loaders,**
- **levellers,**
- **screening machinery,**
- **crushers,**
- **demolition machinery and equipment, etc.**

Exhibitors

BOBCAT
DOOSAN
ENGCON
KOMATSU
KRONENBERGER OECOTEC
MB
ROTOTILT
THEAM
STEELWRIST
YANMAR





WORLD CONCRETE EUROPE (WOC EUROPE): AN EVENT WITHIN THE EVENT

WORLD OF CONCRETE EUROPE, launched in 2015 in association with INFORMA EXHIBITIONS, will be back again in 2018, combining an exhibition, an educational programme and a demonstration zone.

Under the banner "Connecting the Concrete Industry", it aims to cater to all the expectations of the European concrete market, offering it powerful resonance and visibility to create strong connections between the sector and its stakeholders.

Our society today is undergoing profound change: with population shift, climate change and urban development, there are a great many complex challenges to be tackled simultaneously. These new issues have become absolute priorities for professionals in the construction sector. The concrete sector, a consistent supporter of the development of our society, plays a major role in urban and regional development (buildings, visible and invisible infrastructure, highways) whilst fitting in seamlessly with the scheme of the circular economy essential for relocating added value in regions, on the doorstep of resources, skills and requirements.



An exhaustive spectrum of the latest advances in the European concrete market

As the only European event dedicated to concrete and aimed at the construction and infrastructure community, it will be the point of convergence for the sector's leaders, offering visitors **an exhaustive view and an expert vision of the latest innovations, trends and technological, digital, aesthetic and environmental developments in the field of technologies, applications, equipment, etc.**

All of the key figures from the European concrete sector will be in attendance to constitute **a unique platform for concrete, meet and exchange with all the actors in the profession, support an attractive and fast-evolving sector and be the ambassadors for the image of a universal, innovative, multi-purpose and multi-dimensional material.**

The conjunction of an exhibition space, an educational forum and a demonstration zone will enable visitors **to discover the exhaustive offering present on the concrete market, from the upstream phases (materials, products and additives) to downstream (decorative concretes, coverings and coatings, engineering and services).**



The Buildings and Concrete Sector expertise hub will present the following equipment and solutions:

World of Concrete Europe is a unique event offering the opportunity to meet all European players in the Concrete and Buildings Sector.



CONCRETE SECTOR

- Concrete industry, other equipment and machinery
- Facilities and machinery for concrete production
- Facilities and machinery for pre-cast concrete
- Materials for concrete
- Equipment and machinery for special and decorative concrete
- Equipment, delivery and laying of ready-mixed concrete
- New technology, services and engineering for concrete

BUILDINGS

- Accessories, components and parts for building work
- Formwork, scaffolding and shoring
- Site equipment and tooling
- Materials for buildings and construction
- New technology for buildings

An educational forum addressing "The contribution of concrete to new collective challenges"

Emphasis will be placed on a **programme of approximately fifteen lectures and practical workshops**, designed with market players from the European concrete sector and delivered by expert speakers from construction and public works, etc., members of federations and representatives of the largest European firms in the sector.

The programme will help to provide answers to the challenges of the industry (life cycle, concrete recycling and circular economy, focus on concrete fundamentals, integration of concrete solutions in BIM processes, durability, maintenance, repairs, etc.) across six main themes:

- 1 - Concrete sector and contribution to the circular economy, the example of Grand Paris,
- 2 - Low carbon construction and dealing with climate hazards and change through concrete solutions,
- 3 - New uses and functions of concrete, for the benefit of society,
- 4 - Modularity and flexibility of concrete: an architectural choice for better living conditions,
- 5 - Built to last: specifying concrete for greater durability,
- 6 - Concrete and the digital transition.

A "Concrete Demos" space hosting nonstop demonstrations

The "Concrete Demos" space will accommodate special events happening nonstop dedicated to concrete product applications, in particular decorative, polished, bush hammered, printed concretes, etc. These features will also highlight the methods of layers and the demonstrations of tools and equipment used by experts in the concrete sector.

Exhibitors

BLASTRAC
CRYSO
MODERNE METHODE
THEAM
TYROLIT

To prepare this event, World of Concrete Europe brings together a steering committee every three months made up of experts from the Concrete Sector:

Members of the WOCE Steering Committee:

Julien **BEIDELER**,
Secretary General, UMGO⁽¹⁾

Frédéric **GLUZICKI**,
Editor in chief, Béton[S] le Magazine

Christophe **JEAUNEAU**,
Chief Executive, MAPEI

Frédéric **LJUNG**,
Market Director, Decorative Concrete, CHRYSO

Pascal **PETIT-JEAN**,
Secretary General, SEIMAT⁽²⁾

Estelle **REVEILLARD**,
Head of Communications
and Public Relations, CIMBETON

Vincent **SIMON**,
Deputy Secretary General, UMGO

Anouk **THEBAULT**,
Director of Professional Relations, CERIB⁽³⁾

(1) French Stonework and Structural Works Union

(2) French Association of International Civil Engineering, Mining,
Construction and Hoisting Equipment Industries

(3) Concrete Industry Design and Research Centre



INNOVATIVE BUSINESS DEVELOPMENT TOOLS AND SERVICES

International buyers will be personally contacted before the exhibition and assisted in their purchasing plans. To make contacts easier between exhibitors and visitors, INTERMAT PARIS has deployed easy-to-use tools and services:

- **A free-to-use business meetings service** to optimise contacts between exhibitors and visitors. A dedicated digital platform enables visitors to organise appointments according to their criteria, objectives and availability. This information allows exhibitors meeting these expectations to initiate contact. On site, an INTERMAT team ensures that meetings run smoothly.
- **An Honor Guest Program**, together with a series of networking events organised during the show: **top buyer guests, sponsors of projects and investments**, will be invited expenses-paid by the organisers of INTERMAT. They will be offered travel, accommodation, visiting trails and schedules of appointments with exhibitors on their stands, to make their trip effortless and efficient.



ESSENTIAL EVENTS AHEAD OF THE EXHIBITION

MEETINGS TO PREPARE FOR INTERMAT PARIS

Ahead of its 2018 edition, INTERMAT Paris has organised a series of meetings to allow all construction stakeholders to share their experience, compare their vision of the market of today and tomorrow, and discover the innovations which will trigger change in practices and job areas.

In large French regional capitals, alongside the National Public Works Federation and the French Building Federation, the opportunity was given to local authority figures, researchers, start-uppers and other industry professionals to debate and exchange around the economic vitality of building and public works in their region. **In Bordeaux, Lyon, Marseille and Toulouse, the 150 participants** singled out the diversity of local projects and engaged in preliminary contacts before they meet again at INTERMAT Paris in April 2018.

In the same spirit and to prepare their visit to INTERMAT Paris, international stakeholders were able to share their market vision during **meetings held in 14 countries (Algeria, Belgium, Germany, Italy, Morocco, the Netherlands, Norway, Portugal, Senegal, Spain, Switzerland, Tunisia, Turkey and the United Kingdom).**

Innovation, which was a common thread throughout all of these meetings, will be guest of honour at Pre-INTERMAT **and the INTERMAT Innovation Awards ceremony on 18 January**. Thirteen awards will be made to the winners from among the 90 innovations submitted by 79 exhibitors, including several start-ups (see pages 30-32).

From nationwide and international meetings to innovation awards, all of these events contribute to thought, progress and foresight in a deeply-changing sector.



Regional meeting at Toulouse,
5 December 2017



International meeting in the Netherlands,
1st November 2017.

... INNOVATION



PRE-INTERMAT, TWO DAYS OF EXCLUSIVE MEETINGS WITH EXHIBITORS

18-19 January 2018
Maison de la Mutualité - Paris

- **150** journalists expected

- **100** exhibitors

- A gala dinner

- The winners of the INTERMAT Innovation Awards announced exclusively

“
A special occasion where we can make
the most of meeting journalists
and the news we want to tell them
”

Martine Mercier,
Communications Director, MECALAC (France)

“
One of the best possible
investments!
”

Leigh Sparrow,
Editor-in-chief,
VERTIKAL VERLAG (Germany)



Pre-INTERMAT takes place over two exclusive days three months before the show, bringing together the international construction trade and business press. This is a unique opportunity for companies and journalists to meet up face-to-face in a private setting.

At **Pre-INTERMAT**, market leaders and all other players who contribute to the sector's vitality can present their new ranges and products to the international media and exclusively unveil their latest news.



INTERMAT INNOVATION AWARDS

Awards ceremony on 18 January 2018 at the Maison de la Mutualité

The **INTERMAT Innovation Awards**, chaired by Bruno Cavagné (FNTP), aim to pay tribute to the latest equipment, technology, services and products in construction and infrastructure through twelve awards.

Through their innovations, candidates will improve equipment performance and user safety in a perspective of optimising productivity whilst being environmentally responsible. These innovations will compete in the various categories reflecting the four hubs of expertise at the show: Earthmoving & Demolition, Roads, Minerals & Foundations, Lifting, Handling & Transportation and Buildings & Concrete Sector.

The judging panel made up of European specialists from research and the construction industry will award the prizes for **"Equipment and Machinery"** and **"Components and Accessories"** in the four sectors at INTERMAT Paris, and four additional exclusive awards: **"Digital Transition"**, **"Energy Transition"**, **"World of Concrete Europe"** and **"Start-Up by EUROVIA"**.

To be selected, entries will be judged on **five specific criteria:**

- **Cost efficiency:** lower investment and maintenance costs, easier maintenance, improvement of production system and enhanced use of products or techniques,
- **Technical design and technologies used:** improvement of performance and productivity, ease of maintenance,
- **Operation:** work quality, productivity improvements, ease of maintenance and energy efficiency,
- **Use:** ease of use, user-friendly, comfortable, safe and improved working conditions and risk prevention
- **Environmental protection:** protection of the climate and biodiversity, to promote the circular economy

The results will be officially announced three months before the show at **Pre-INTERMAT, on 18 January 2018** at an awards ceremony, held at the **Maison de la Mutualité, Paris.**



MEMBERS OF THE 2018 INTERMAT INNOVATION AWARDS JUDGING PANEL



INTERMAT
INNOVATION AWARDS

Chairman of the Judging Panel

Bruno CAVAGNE
President of FNTF¹
France




INTERMAT
INNOVATION AWARDS

Panel Member

Pascal BEECKMANS
Director Procurement
& Logistics
BESIX
Belgium




INTERMAT
INNOVATION AWARDS

Panel Member

Pierre BOELS
President – ERA²
Netherlands




INTERMAT
INNOVATION AWARDS

Panel Member

Koen COPPENHOLLE
Chief Executive
CEMBUREAU
Belgium




INTERMAT
INNOVATION AWARDS

Panel Member

Ricardo CORTES SANCHEZ
Technical Director
SEOPAN
Spain




INTERMAT
INNOVATION AWARDS

Panel Member

Peter CROSLAND
National Civil Engineering Director
CECA
United Kingdom




INTERMAT
INNOVATION AWARDS

Panel Member

Vincente FLUTEAUX
Sector project manager
Société du Grand Paris
France




INTERMAT
INNOVATION AWARDS

Panel Member

Bernard HERITIER
Publishing Director
RGRA
France




INTERMAT
INNOVATION AWARDS

Panel Member

Thierry LAHUPPE
Equipment Director
LOXAM
France




INTERMAT
INNOVATION AWARDS

Panel Member

Pascal LEMOINE
Technical and Research
Director
FNTF
France




INTERMAT
INNOVATION AWARDS

Panel Member

Vincent SIMON
Assistant General Secretary
UMGO-FFB
France




INTERMAT
INNOVATION AWARDS

Member of the Jury

Massimiliano RUGGERI
Technical Director
IMAMOTER-CNR
Italy




INTERMAT
INNOVATION AWARDS

Panel Member

Didier THEVENARD
Equipment Director
EUROVIA
France




INTERMAT
INNOVATION AWARDS

Panel Member

Kjetil TONNING
Vice President of FIEC
Norway




(1) National Federation of Public Works
 (2) European Construction Industry Federation
 (3) European Rental Association
 Panel as at 29/09/2017



INTERMAT develops its footprint in Asia with INTERMAT ASEAN and CONCRETE ASIA

Comexposium acquired **CONCRETE ASIA** in September 2017 from Globe International Events Consultancy Pte Ltd.

CONCRETE ASIA is a fast-growing international trade show dedicated to the construction and concrete sector in the Asia region which is currently organised in Bangkok, Thailand. Comexposium will jointly organise the event with IMPACT Exhibition Management Co., Ltd. ("IMPACT"), the largest exhibition and convention centre in Thailand. CONCRETE ASIA is the fourth exhibition on which IMPACT and Comexposium will be working together.

In June 2017, Comexposium jointly organised a successful debut edition of **INTERMAT ASEAN** in Bangkok as an extension of INTERMAT Paris, the leading trade show for construction and infrastructure, to provide an answer to the growing requirements of construction in South East Asia. The Thai Contractors Association is one of the major supporters of INTERMAT ASEAN. The acquisition of CONCRETE ASIA extends the footprint of Comexposium and its service offer on the South East Asian construction market.

From 6 to 8 September 2018, the two exhibitions, CONCRETE ASIA and INTERMAT ASEAN will be co-located, forming the most exhaustive platform for construction, infrastructure and the concrete industry in South East Asia.

Isabelle Alfano, Director of the Construction Business Unit at Comexposium and Director of INTERMAT, commented: "We are confident that holding CONCRETE ASIA and INTERMAT ASEAN at the same dates in 2018 will help to optimise synergies and will provide genuine added value for local buyers and visitors to the event. My team and I are very proud, through our work, to contribute to meeting our target customers' commercial objectives."

  ASEAN.INTERMATCONSTRUCTION.COM

  CONCRETE-ASIA.COM

COMEXPOSIUM



IMPACT
MUANG THONG THANI

CONTACTS INTERMAT PARIS - WOC EUROPE



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