



PARIS
19 - 24 APRIL 2021

INTERNATIONAL EXHIBITION
FOR CONSTRUCTION
AND INFRASTRUCTURE

**BUILDING
TOMORROW,
TODAY**

BECOME AN EXHIBITOR

paris.intermatconstruction.com



CO-LOCATED WITH



COMEXPOSIUM



THE INDUSTRY'S ESSENTIAL EVENT

KEY FIGURES⁽¹⁾

1,400

exhibitors



70%

from outside France



40

countries

173,300

visitors



30%

non-French



160

countries

5 hubs of expertise
for optimal clarity



EARTHMOVING,
DEMOLITION &
TRANSPORTATION



BUILDINGS
& CONCRETE
SECTOR



NEW
TECHNOLOGIES



ROADS,
MINERALS
& FOUNDATIONS



LIFTING &
HANDLING

83%
(non-French)

of visitors
from Europe, Africa
& Middle East



2 visitors out of **3**
are **decision makers,**
purchasers, specifiers



A **market observatory** providing
details of **major upcoming**
construction projects in the
EMEA zone

50%

out of the **TOP 100**
worldwide construction
contractors visit
INTERMAT



3 visitors out of **4**
found solutions
to help to **accomplish**
their project



90

new products
showcased in a crowd-pulling
innovation feature

(1) INTERMAT 2018.

BOOK YOUR STAND AT
PARIS.INTERMATCONSTRUCTION.COM
BEFORE 28 FEBRUARY 2020
AND RECEIVE A 4%* DISCOUNT
ON YOUR STAND SPACE PRICE!

*on bare stand surface area, excl. VAT

BUILDING
TOMORROW,
TODAY



YOUR GATEWAY TO HIGH POTENTIAL AND DEVELOPING REGIONS



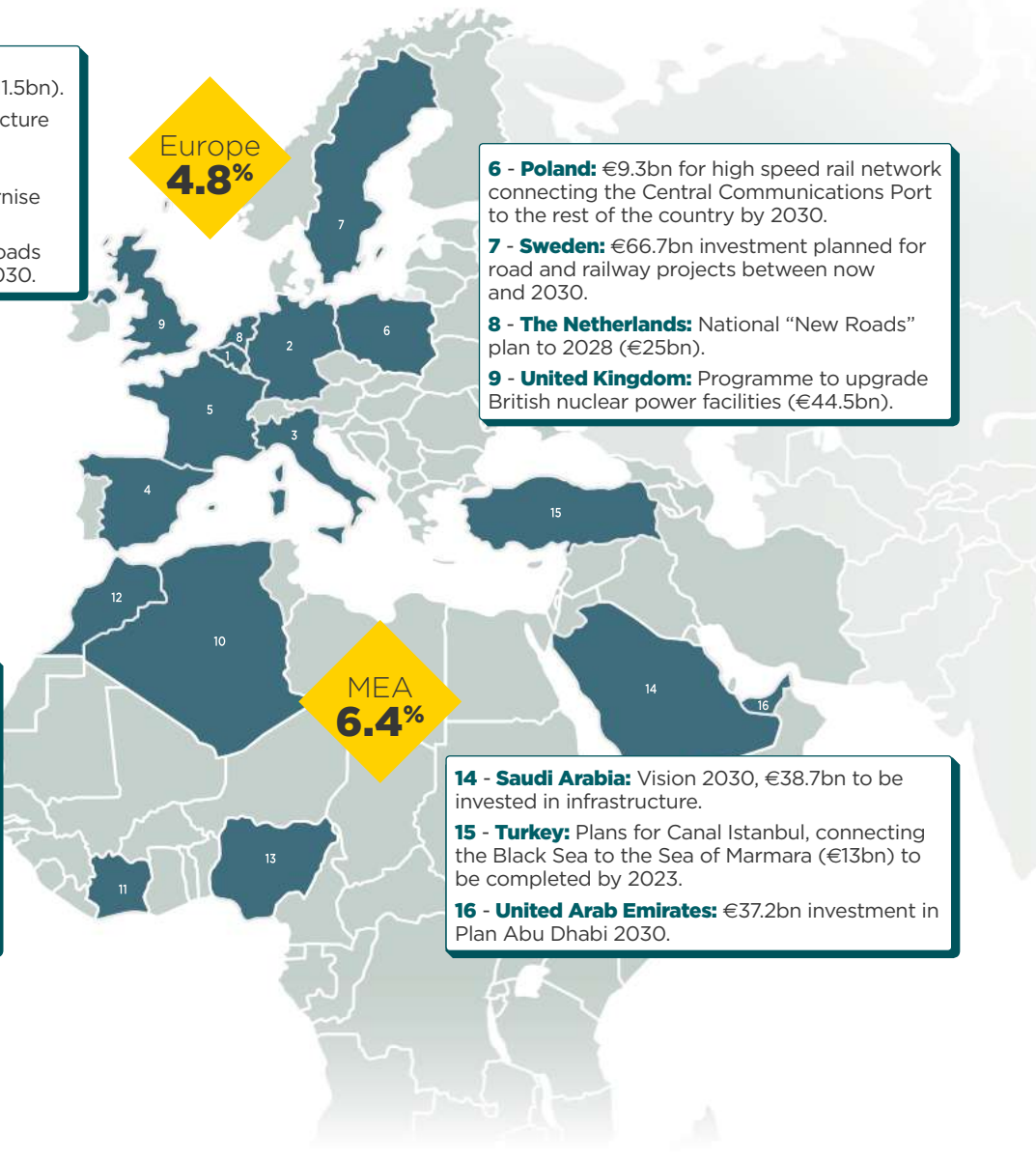
The 2nd edition of the INTERMAT Construction Observatory will present **major upcoming construction projects** in a selection of countries **in the EMEA zone**, up to 2030.

+3.9%
Annual growth of global market expected between by 2030 to reach a value worth €15.4 trillion

- 1 - Belgium:** Several road infrastructure investment programmes up to 2030 (€11.5bn).
- 2 - Germany:** Federal Transport infrastructure programme (BVWP) with investment of €130.7bn by 2030.
- 3 - Italy:** Investment of €84bn to modernise and extend 12 airports by 2030.
- 4 - Spain:** Infrastructure investment in roads (€9.6bn) and railways (€5.2bn) up to 2030.

5 - France: More than €70bn of investment in the Grand Paris project up to 2030. Construction of the Lyon-Turin high-speed line by 2030 (€26bn investment).

- 10 - Algeria:** Road & motorway master plan involving €35bn of investment up to 2030.
- 11 - Ivory Coast:** San Pedro port development programme, investment of €7.9bn planned up to 2035.
- 12 - Morocco:** Plan Rail Maroc 2040, €37.4bn investment planned.
- 13 - Nigeria:** Expected to spend 3.7% of GDP per year on infrastructure between 2017 and 2030.



- 6 - Poland:** €9.3bn for high speed rail network connecting the Central Communications Port to the rest of the country by 2030.
- 7 - Sweden:** €66.7bn investment planned for road and railway projects between now and 2030.
- 8 - The Netherlands:** National "New Roads" plan to 2028 (€25bn).
- 9 - United Kingdom:** Programme to upgrade British nuclear power facilities (€44.5bn).

- 14 - Saudi Arabia:** Vision 2030, €38.7bn to be invested in infrastructure.
- 15 - Turkey:** Plans for Canal Istanbul, connecting the Black Sea to the Sea of Marmara (€13bn) to be completed by 2023.
- 16 - United Arab Emirates:** €37.2bn investment in Plan Abu Dhabi 2030.

XX% **Compound annual growth rate (CAGR) forecast for construction market between 2017-2022**

Sources : INTERMAT Observatory 2018, Global Construction 2030, Agoria, Statista, Global Construction Equipment 2018, We Build Value, Global Infrastructure Hub.

DEVELOP YOUR BUSINESS AND VISIBILITY WITHIN A QUALIFIED AND DIVERSE ECOSYSTEM

1 IN 2 VISITORS WORKS FOR A CONSTRUCTION CONTRACTOR⁽¹⁾

VISITORS BY SECTOR OF ACTIVITY



78%
CAME WITH
PURCHASING OR
INVESTMENT PLANS

77%
OF VISITORS WITH PLANS
FOUND A SOLUTION TO
FULFIL THEM

LEADING CONSTRUCTION FIRMS SHOW THEIR SUPPORT⁽²⁾



⁽¹⁾ INTERMAT 2018 visitor survey.
⁽²⁾ INTERMAT 2018 visitor list, non-exhaustive list.




160 
visiting countries
including **48 African and
Middle Eastern countries**

92%
of visitors are
satisfied with the show⁽¹⁾

400+
journalists

2,000+
pieces of media
coverage

8 out of 10 
visitors intend to return
to INTERMAT in 2021⁽¹⁾

4,800,000
views on our social media pages



Join the community! | #intermatparis

PROMOTE YOUR BRANDS AND PRODUCTS IN OUR 5 HUBS OF EXPERTISE



A SECTOR ORGANISATION BY BUSINESS LINE

TO HIGHLIGHT THE OFFERING AND REFLECT DEMAND



EARTHMOVING, DEMOLITION & TRANSPORTATION

- ◆ Accessories, components and parts for earthmoving and transportation
- ◆ Machinery & equipment for earthmoving and civil engineering
- ◆ Machines for demolition, environment & recycling
- ◆ Vehicles and equipment for materials transportation
- ◆ Vehicles for people carrying



ROADS, MINERALS & FOUNDATIONS

- ◆ Accessories & components for roads, minerals and foundations
- ◆ Equipment & materials for road infrastructures
- ◆ Machines and equipment for minerals industries
- ◆ Drilling, boring, special foundations, trenching machines
- ◆ Topography, engineering, automatic systems



BUILDINGS & CONCRETE SECTOR

- ◆ Concrete industry 
- ◆ Accessories, components, parts for buildings
- ◆ Formwork, scaffolding and shoring
- ◆ Site machinery and tools
- ◆ Materials for building and construction



LIFTING & HANDLING

- ◆ Accessories, components, parts for lifting & handling
- ◆ Material handling and lifting equipment and machinery

NEW IN 2021

Innovation and new technologies at the heart of the 2021 edition

with a new, dedicated hub



NEW TECHNOLOGIES

- ◆ Augmented Reality
- ◆ Mobile Applications
- ◆ Drones
- ◆ 3D Printing
- ◆ Building Information Modelling
- ◆ Cloud Technology
- ◆ Virtual Engineering
- ◆ Internet-of-Things (IoT)
- ◆ Autonomous Vehicles



EXHIBIT ALONGSIDE LEADERS FROM YOUR MARKET

AMONG THE BRANDS IN ATTENDANCE IN 2018

- | | | |
|--------------------|-----------------------------------|--------------|
| ◆ ASTEC INDUSTRIES | ◆ LEICA | ◆ SCANIA |
| ◆ BAUER | ◆ LIEBHERR | ◆ SCHWING |
| ◆ BELL EQUIPMENT | ◆ MANITOU | ◆ STETTER |
| ◆ BOBCAT | ◆ MANITOWOC | ◆ SENNEBOGEN |
| ◆ CIFA | ◆ MECALAC | ◆ SHANTUI |
| ◆ CNH INDUSTRIAL | ◆ MERCEDES | ◆ SKYJACK |
| ◆ DOOSAN | ◆ MERLO | ◆ TADANO |
| ◆ EPIROC | ◆ PLAFINGER | ◆ TAKEUCHI |
| ◆ FAYAT | ◆ PUTZMEISTER | ◆ TOPCON |
| ◆ HAULLOTTE | ◆ QUADRA | ◆ TRIMBLE |
| ◆ HIAB | ◆ LOXAM | ◆ VOLVO |
| ◆ HIDROMEK | ◆ RENAULT TRUCKS | ◆ WACKER |
| ◆ IMER | ◆ SANDVIK MINING AND CONSTRUCTION | ◆ NEUSON |
| ◆ KOBELCO | ◆ SANY | ◆ WIRTGEN |
| ◆ KOMATSU | | ◆ YANMAR |

SOLUTIONS TO ENHANCE YOUR VISIBILITY



**UNIQUE VISIBILITY
3 MONTHS BEFORE THE SHOW!**

21-22 January 2021 - Paris

◆ **2** days of exclusive networking between exhibitors and the international media **3 months** before the exhibition.

◆ **150** journalists

◆ **INTERMAT Innovation Awards** winners revealed exclusively.

◆ **100** exhibitors



SHOWCASE YOUR INNOVATIONS

- ◆ **Renowned industry awards.**
- ◆ **A European panel of experts**
Equipment directors, Technical directors, Research & Development Directors,...
- ◆ **Unique visibility** before and during the show, the industry's latest technological innovations will be presented in a dedicated space.

13 award winners
in 2018 including
4 gold medals

**Discovering new products
= main objective
for 8 out of 10 visitors**

YOUR STAND REGISTRATION: 100% ONLINE

**BOOK YOUR STAND
TODAY ONLINE AT:
services.intermatconstruction.com**

**EARLY BIRD DISCOUNT
until 28 February 2020**



*on bare stand surface area, excl. VAT

PREMIUM ZONE

Choose to exhibit in the Premium zone, a high visitor footfall area, to maximise your visibility.

Note: Premium zone spaces subject to availability.



INTERMAT BUSINESS MEETINGS

A DIRECT CONTACT WITH YOUR BUYERS

- ◆ A free **MATCHMAKING SERVICE** between exhibitors and visitors, **100% TARGETED** and qualified to maximise your business opportunities.
- ◆ **MEET** with targeted and qualified decision makers, **PURCHASERS OR SPECIFIERS**.

3,000

matches with a **83%**
transformation rate **in 2018**



YOUR TIMELINE FOR EXHIBITING

YOUR STAND

APRIL 2019

- ◆ Online registrations open

NOVEMBER 2019

- ◆ **INTERMAT DEMO** registrations open

28 FEBRUARY 2020

- ◆ End of Early Bird rates (4% discount on bare stand surface area, excl. VAT)

NOVEMBER 2020

- ◆ Extra services can be ordered from your online Exhibitor Area
- ◆ Stand design must be submitted for approval

YOUR COMMUNICATIONS

OCTOBER 2019

- ◆ Promotional tools can be ordered from your Exhibitor Area

- ◆ **INTERMAT PRESS DAYS** registrations open

- ◆ **INTERMAT INNOVATION AWARDS** entries open

OCTOBER 2020

- ◆ Registration deadline for **INTERMAT PRESS DAYS** and **INTERMAT INNOVATION AWARDS** entries

YOUR CONTACTS

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