

22–25.10.2018

# TECHNOFORUM



MINPROMTORG  
RUSSIA



Organized by



**International Exhibition for Equipment  
and Technology for Processing  
of Construction Materials**

Supported by Russian Ministry of Industry and Trade

Under auspices of Russian Chamber of Commerce and Industry

Expocentre Fairgrounds, Moscow, Russia

[www.technoforum-expo.ru/en](http://www.technoforum-expo.ru/en) 12+

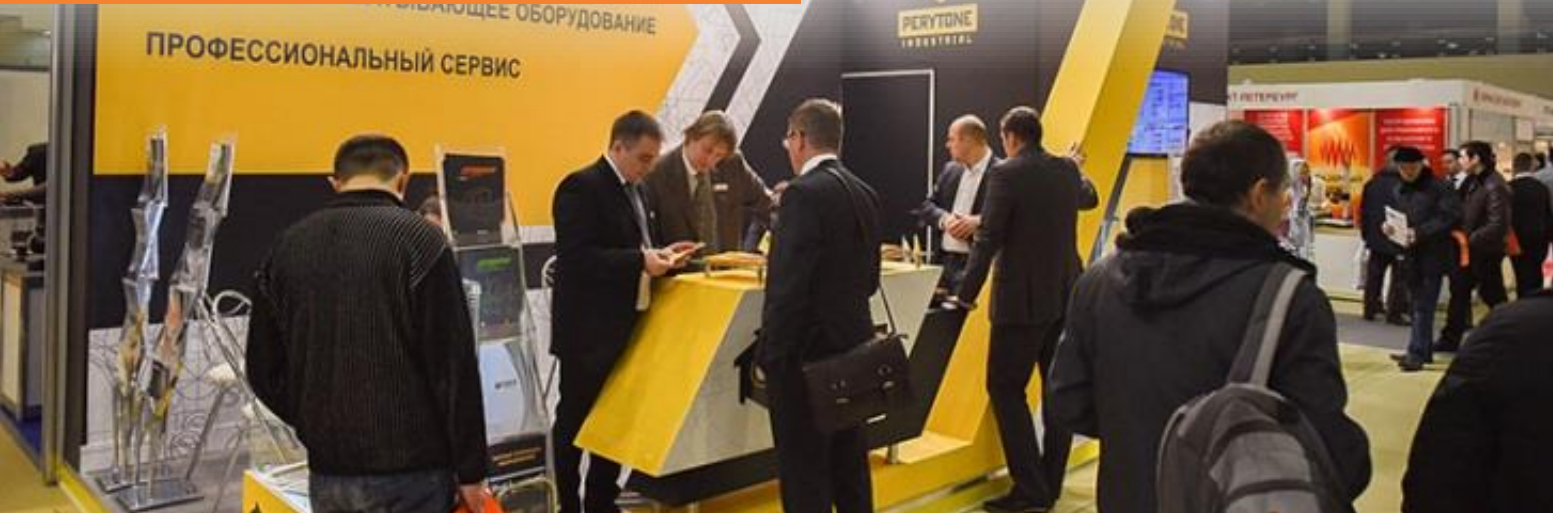
# WELCOME TO THE MAIN AUTUMN TRADE SHOW!



Shortcut to your target audience

## The best platform to

- put your products on display
- learn more about global trends
- exchange experience
- generate sales leads
- find marketing solutions



Organized by



Supported by



**10,250**

visitors

from **24** countries

**104** exhibitors

from **13** countries

**8,320** sq m

total space

[www.technoforum-expo.ru/en](http://www.technoforum-expo.ru/en)

# PRODUCT SECTORS

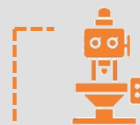
Current processing technology, intelligent machine tools, equipment and instruments



Integrated machine tools, automated complexes



Machine tool systems and forming equipment for processing of metals, wood, stones, polymer materials, etc.



Instruments and tools



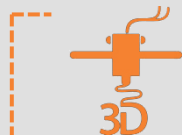
Test equipment, metrology



Retrofitting



Technology centers for integrated maintenance of industrial facilities



Additive technologies, 3D printing



Composite materials: production and processing equipment and technologies. Application



Industrial cooperation. Subcontracting



Information materials, scientific and technical literature

Product sectors are powered by major machinery shows



Metalloobrabotka Exhibition



Lesdrevmash Exhibition



Plastics Industry Show



Mir Stekla Exhibition

# GOVERNMENT SUPPORT FOR THE INDUSTRY



## Russian Ministry of Industry and Trade

### State Industry Development and Competitive Recovery Program

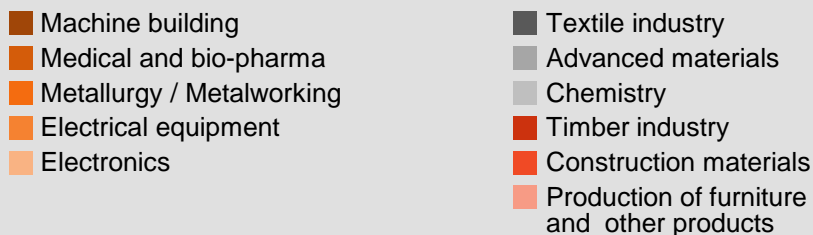
#### Replacement and upgrade of machinery by 2020. Eight sub-programs covering:

- Automotive and special engineering
- Production of manufacturing equipment
- Implementation of investment projects and support for manufacturers of high tech products in peace-time industries
- Production of traditional and advanced materials
- R&D in the machine building industry

**Budget for 2018-2020**  
**\$7.3 billion**

## IDF (Industrial Development Fund)

### Distribution of the projects which obtained loans from IDF in 2015-2017 by sectors:



### Russia's engineering industry upgrade in:

- Machine building
- Metalworking
- Metallurgy
- Advanced materials

**Budget for 2018**  
**\$562 million**

### 5 funding programs

Development projects

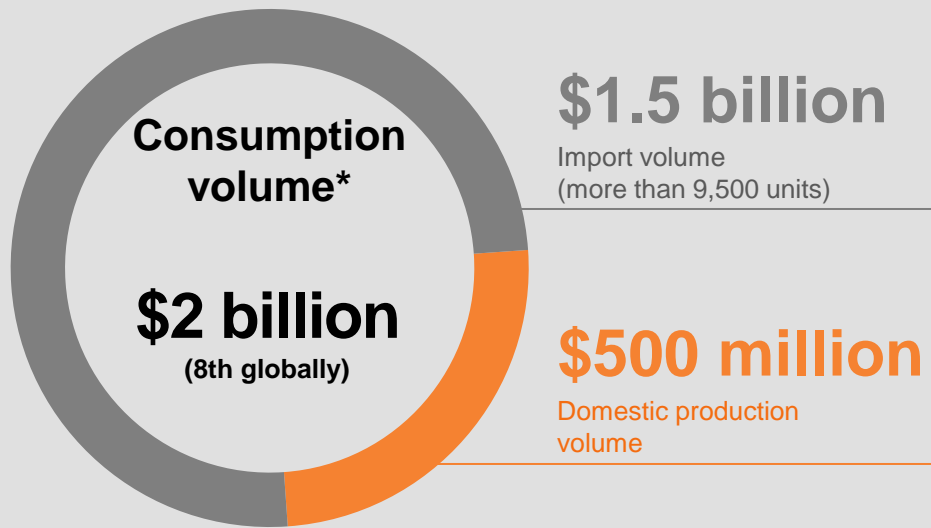
Machine-tool building

Leasing projects

Conversion

Components

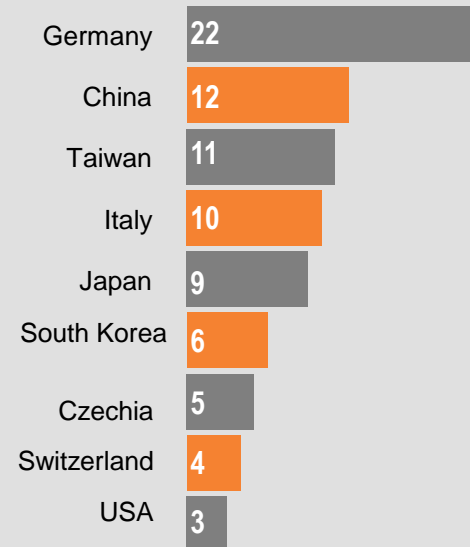
# RUSSIA'S METALWORKING MARKET\*



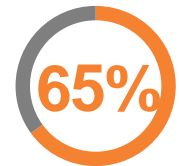
## Key customers

- Defense industry
- Aerospace industry
- Shipbuilding
- Power plant and transport industries

## Exporters to Russia, %



Dependence on imports



Share of outdated machinery and equipment still high in Russia

\* Source: Public Declaration of Goals and Targets of the Russian Ministry of Industry and Trade, 2017

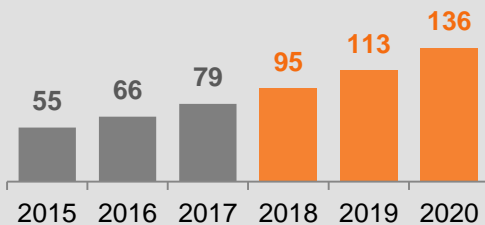


# NEW PRODUCT SECTOR:

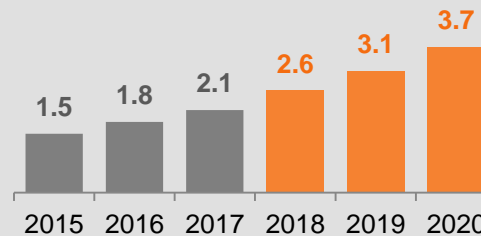
## ADDITIVE TECHNOLOGIES. INDUSTRIAL 3D PRINTING



Volume of additive technologies in Russia, \$ mln



Volume of raw materials (metal powders) for 3D printing, \$ mln



Russian Ministry of Industry and Trade forecasts

**20%**  
annual growth  
in both segments



30 companies manufacturing 3D printers in Russia



700 industrial 3D printers in Russia



60 pcs. (9%) for metal powder printing

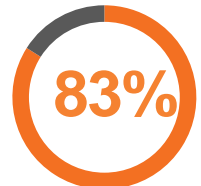
Additive technologies is one of the priority areas supported by the government. The Russian Ministry of Industry and Trade provides subsidies to manufacturers of 3D printers and raw materials.

# EXHIBITORS: MAJOR RUSSIAN AND FOREIGN COMPANIES

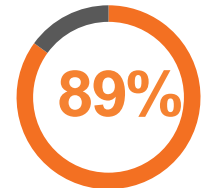


**Russia and CIS:** Weber Comechanics, Widis Group, Delta-Test SIC, Dukon, Irlen Engineering, Iskar, Laser Center, Lipetsk Machine Tool Plant, NelidovPressMash, Pumori Corporation, STANKO Group, Hoffmann Professional Tools, BelTAPAZ, Baranovichi Plant of Machine Appliances, Krasny Borets Machine-Tool Plant, Kuzlitmash, StankoGomel, Kirov Machine-Tool Plant, MZOR, Vistan, Himbelservis, Tsentrolit Gomel Foundry Plant, Gomselmash, etc.

**Foreign exhibitors:** Haitian, Morse/Toolflo, OKUMA, Oerlikon Balzers, TaeguTec, TDC Cutting Tools, etc.



Reach goals



Recommend TechnoForum to their partners

# PARTICIPANT FEEDBACK

**83%** of participants reach their goals at Technoforum



## **Sergey Popov, General Director, STANKO Group**

“Technoforum is the best autumn trade show in Moscow. Here are a lot of exhibitors and visitors. Services provided by Expocentre are the best. Our equipment weighs eight tonnes but we’ve installed it easily.”



## **Mikhail Mirontsov, General Director, NelidovPressMash**

“We’re satisfied with our participation. The show is effective and productive. Our machine tools generate interest and enjoy great demand. Here we had a number of important talks and meetings. A customer from Krasnoyarsk has purchased one of our items. We’ve already decided to take part in Technoforum 2018 since the trade show is a must-attend event.”

## **Matvey Vasyukov, General Director, LMT RUS**

“On the third day of the exhibition we generated quite a lot of business leads. Here are customers from different sectors: public and commercial.”



## **Yulia Kondratyeva, Lead Specialist in Commercial Department, Lipetsk Machine Tool Plant**

“We annually take part in key trade shows. Technoforum ran at the highest level and helped to attract potential customers. We’ll participate in Technoforum 2018. That’s for sure.”



# PARTICIPANT FEEDBACK

**83%** of participants reach their goals at Technoforum



## **Sergey Vasilyev, Head of Sales Department, Dukon**

“Our participation in Technoforum is an opportunity to bring our company’s concept to our customers which flock to Expocentre from all over the country. We’ll definitely take part in Technoforum 2018 and showcase new products of our suppliers.”



## **Anton Kuryanov, Area Manager, Intervesp**

“We made our debut at Technoforum 2017: we brought our equipment and actively invited partners to our stand. As a result, we’re satisfied with our participation since we’ve generated lots of business leads and had meetings with the customers with whom we’ve cooperated effectively for a long time.”

## **Irina Kizeeva, Head of Sales Department, Grover International**

“We’re satisfied with participation in Technoforum. Expocentre is located very conveniently. We were attended by the customers from remote regions of Russia and from large manufacturing companies and private entrepreneurs. At the trade show we put on display the equipment which we haven’t shown before. This year we can see a positive trend: many customers come with the projects ready for implementation. Next year we’ll take part in Technoforum for sure!”



## **Leonid Mitin, Head of Sales Department, HAITIAN**

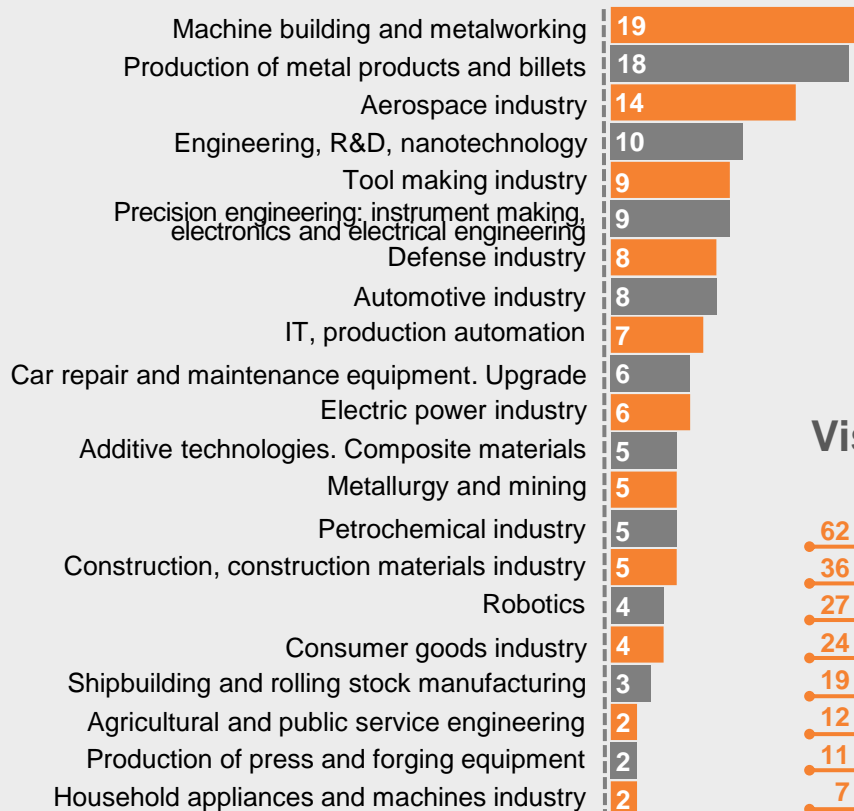
“We’ve participated in Technoforum for the second year in a row. For us, it’s an opportunity to remind that we operate, we’re on the market and, as a feedback, we can see an increased number of visitors to our stand. Technoforum 2017 surpassed our expectations, we collected more than 100 questionnaires of potential partners over three days with whom we’ll build our relations.”

# HIGH QUALITY OF VISITORS

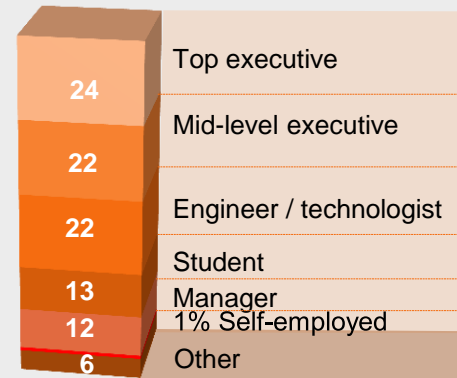


**+43%** compared to 2016!

## Industry sectors, %



## Job title, %



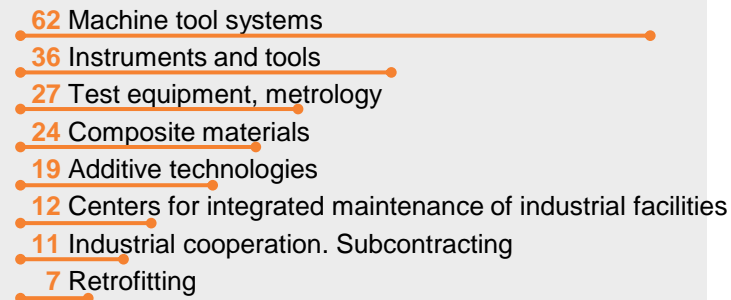
Visitors from  
**24** countries

**71%**  
Search for suppliers

**86%**  
Search for new sales leads

**86%**  
Reached their goals

## Visitor interests, %



# SUPPORTING PROGRAM FOR PROFESSIONALS

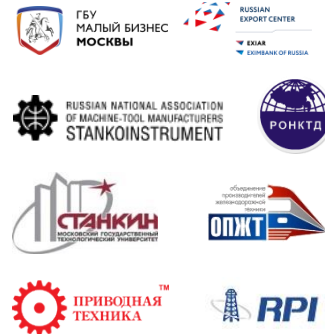


TechnoForum 2017 featured a series of supporting events including workshops, master classes and round tables

## Key events

- Conference on Promising Technologies and Development of High-Tech Equipment for Machine Building Enterprises
- International Conference on Machinery Manufacturing: Traditions and Innovations
- Round Table on Innovative Machine Building, Technologies, Tooling for Rolling Stock Manufacturing
- Seminar on Promotion of Russian Export in the Machine Tool Industry
- Seminar on Support of Industrial Sector from Moscow City Government Foundations
- Conference on Industrial Oils and Lubricant Coolants in Metallurgy, Metalworking and Machine Building
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## Organized by



## Assisted by



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# TECHNOFORUM

## Venue:

Expocentre Fairgrounds  
14, Krasnopresnenskaya nab.  
Moscow, 123100, Russia  
Phone: + 7 (499) 795-37-99

## Event management

### Phones:

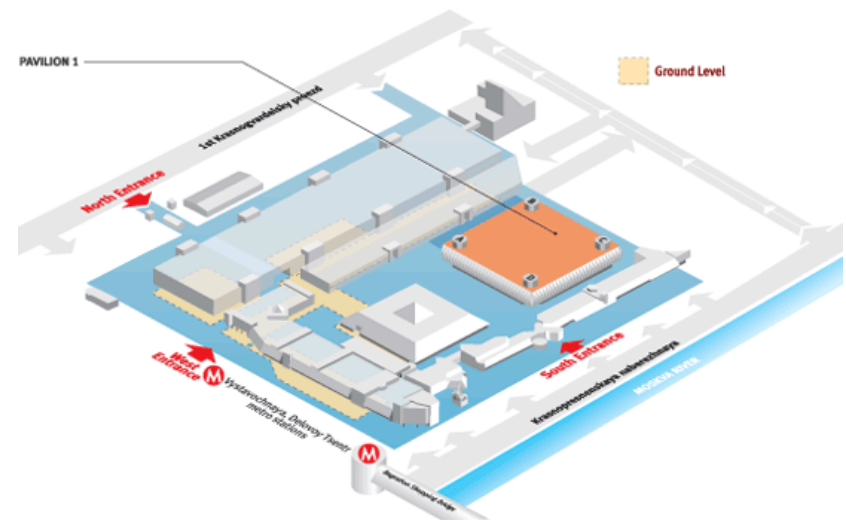
+7 (499) 795-37-58  
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+7 (499) 795-38-47

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SEE YOU AT  
THE EXHIBITION!

Join us at  
Technoforum 2018!



[www.technoforum-expo.ru/en](http://www.technoforum-expo.ru/en)