

ANKIROS 2016

ANNOFER 2016

TURKCAST 2016

**END OF SHOW
REPORT**



Deutsche Messe

**Hannover-Messe
Ankiros Fuarçılık A.Ş.**

END OF SHOW REPORT

Name of the Event

ANKIROS 2016 “13th International Iron-Steel and Foundry Technology, Machinery and Products Trade Fair”

ANNOFER 2016 “12th International Non-Ferrous Metals Technology, Machinery and Products Trade Fair”

TURKCAST 2016 “7th Foundry Products Trade Fair”

Date and Time

29 September – 01 October 2016, Thursday – Saturday, 09:30 – 18:30

Venue

Tüyap Fair and Congress Center, Istanbul – Halls 2, 3, 5, 6, 7, 8 and 9

Exhibitors

Total of 985 exhibitors from 45 countries, 390 local, 595 international

Visitors

Total of 14.727 visitors from 70 countries

Net Stand Area

Total of 22.072 net stand area

Concurrent Congresses

Organized by UCTEA Chamber of Metallurgical and Materials Engineers
18th International Metallurgy and Materials Congress

Organized by TUDOKSAD – Turkish Foundry Association
8th International Foundry Congress

Organizer

Hannover-Messe Ankiros Fuarcilik A.S.

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AN OVERVIEW OF ANKIROS/ANNOFER/TURKCAST 2016

Ankiros 2016 “13th International Iron-Steel and Foundry Technology, Machinery and Products Trade Fair”, **Annofer 2016** “12th International Non-Ferrous Metals Technology, Machinery and Products Trade Fair” and **Turkcast 2016** “7th Foundry Products Trade Fair” organized by Hannover-Messe Ankiros A.S. between September 29 – October 01 2016 at Tuyap Fair and Congress Center in Istanbul in halls 2, 3, 5, 6, 7, 8 and 9.

The fairs started on 28 September 2016 at 18:30 with the opening ceremony. After the speeches of **Mr. Ibrahim Anil**, *Chairman of the Board of Hannover Messe Ankiros Fuarçılık A.Ş.*, **Mr. Wolfgang LENARZ**, *Senior Vice President of Global Fairs - Deutsche Messe AG*, **Dr. Timo WÜRZ**, *General Secretary of CECOF / CEMAFON and Director of EUnited Metallurgy*, **PROF. DR. Onuralp YÜCEL**, *Chairman Of The Organizing Committee of 18th International Metallurgy & Materials Congress*, **Mr. Tunçay ŞULAN**, *Chairman Of The Board of UCTEA - Chamber Of Metallurgical and Materials Engineers*, **Dr. Veysel YAYAN**, *General Secretary of T.C.U.D - Turkish Steel Producers Association*, **Mr. Uğur KOCAOĞLU**, *Chairman of the Board of TUDOKSAD - Turkish Foundrymen's Association*, the fairs opened its doors for three days for visitors. On the first day of the fair, Minister of Science, Industry and Tecnology of Turkish Republic, **Dr. Faruk Özlü** also visited the fairs and had meetings with High Advisory Board of TCUD (Turkish Steel Producers Association). This year 1.753 international, total of 14.727 visitors from 70 countries had a chance to meet total of 985 exhibitors from 45 countries.



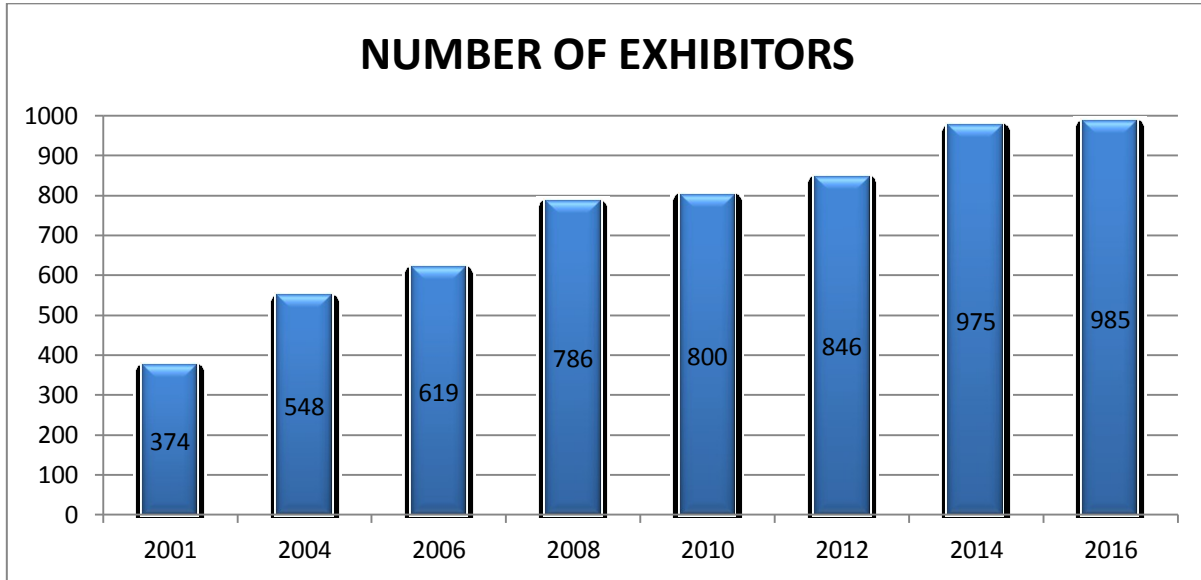
During this global gathering of Metallurgy Industry ANKIROS/ANNOFER/TURKCAST 2016, the exhibitors and the visitors had the chance to learn the latest technology and products, to establish new business connections, to strengthen current business connections and to enter into new local and international markets. Being one of the most important events in the world, the ANKIROS/ANNOFER/TURKCAST 2016 fairs trio ended successfully.

EVALUATION ACCORDING TO THE EXHIBITORS

NUMBER OF EXHIBITORS

Since 1992, years of careful integration and construction by a professional team, the exhibition scale and level continues to increase, making the fairs a highly anticipated choice for foundry, iron&steel and non-ferrous metals industries.

Since the first exhibition in 1992, the exhibitor number grew significantly and reached to 985 exhibitors.



EXHIBITOR PROFILE

This year, total of 985 exhibitors, 390 local and 595 international companies exhibited this year.

NATIONALITY	NUMBER OF EXHIBITORS	%
LOCAL	390	39,6
INTERNATIONAL	595	60,4
TOTAL	985	



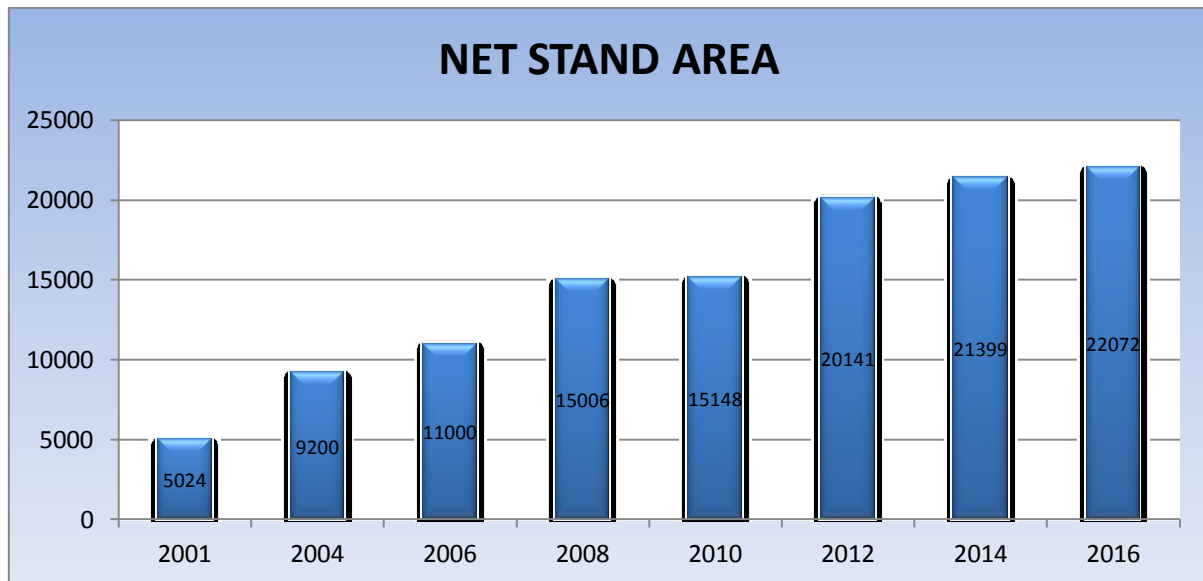
NUMBER OF EXHIBITORS BY COUNTRY

At the ANKIROS/ANNOFERTURKCAST fairs, some of the leading suppliers of global metallurgy industry such as Germany, Italy, China, United Kingdom, Belgium and Iran showcased in the country pavilions which are supported by their governments. The number of exhibitors by country is listed alphabetical below.

AUSTRALIA	3	FINLAND	3	JAPAN	9	POLAND	3	SWEDEN	9
AUSTRIA	12	FRANCE	17	KOREA, DEMOCRATIC PEOPLE'S REP.	2	ROMANIA	2	SWITZERLAND	11
BELARUS	1	GERMANY	170	LUXEMBOURG	1	RUSSIA	3	TAIWAN	5
BELGIUM	16	GREECE	1	MACEDONIA	1	SAUDI ARABIA	1	THAILAND	1
BULGARIA	1	HONG KONG	1	MOLDOVA, REPUBLIC OF	1	SINGAPOR	1	TURKEY	390
CANADA	11	INDIA	19	NETHERLANDS	8	SLOVAKIA	1	UKRAINE	3
CZECH REPUBLIC	8	IRAN, ISLAMIC REP. OF	15	NORWAY	2	SLOVENIA	6	UNITED ARAB EMIRATES	2
DENMARK	6	ISRAEL	4	P. R. CHINA	53	SOUTH AFRICA	4	UNITED KINGDOM	43
EGYPT	2	ITALY	74	PAKISTAN	1	SPAIN	18	USA	40

STAND AREA

Net stand area has been increased by 16 times when compared to 1992 and 4 times when compared to 2001.



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EXHIBITOR SURVEY

To provide a better service in the future on the last date of the fair, an exhibitor survey was done by the organizer Hannover-Messe Ankiros Fuarçılık A.S. The results of the survey are indicated below;

According to the survey **75%** of the exhibitors export and **9%** are planning. The most exported areas are **Europe, Asia and Middle East.**

The major aims of the exhibitors were resulted as;

- 20 % promoting existing business connections**
- 23 % establishing new business connections**
- 10 % making sales talks and negotiations**
- 6 % concluding sales connections**
- 17% representing corporate image, assessing company presence**
- 10 % promoting a new product or technological development**
- 14 % establishing market recognition on the complete product range**

Therefore, the exhibitors of ANKIROS/ANNOFER/TURKCAST 2016 have measured the success of the show with the range of technology and products, the quality of visitors and overall success in achieving their objectives for the show. According to this objective and success criteria:

97% of the exhibitors found the range of technology and products very extensive.

85% of the exhibitors are very satisfied by the quality of the visitors.

84% of the exhibitors rated the overall success of the show as "very good" and "good".

90% of the exhibitors already stated that they will be exhibiting at ANKIROS/ANNOFER/TURKCAST 2018 again.



EVALUATION ACCORDING TO THE VISITORS

The ANKIROS/ANNOFER/TURKCAST 2016 fairs were visited by 14,727 sector professionals from 70 countries.

NATIONALITY	NUMBER OF VISITORS	%
LOCAL	12.974	88
INTERNATIONAL	1.753	12
TOTAL	14.727	

VISITOR PROFILE BY COUNTRY

Other than the visitors who came by the invitations from the exhibitors or by personal interest, delegations arranged by the organizer from Germany, Iran, Pakistan, Kosova, Libya, Albania and Tunisia visited ANKIROS/ANNOFER/TURKCAST 2016 fairs. According to the visitor's survey, the results are indicated below.

The number of visitors by their origin of countries is shown below;

COUNTRIES BY NUMBER OF VISITORS							
COUNTRY	NO	COUNTRY	NO	COUNTRY	NO	COUNTRY	NO
TURKEY	12974	GREECE	26	NETHERLANDS	9	HUNGARY	3
IRAN	467	AZERBAIJAN	26	AFGHANISTAN	8	UNITED ARAB EMIRATES	3
GERMANY	220	ROMANIA	25	ISRAEL	8	SWEDEN	3
CHINA	75	MACEDONIA	24	FINLAND	8	BRITISH VIRGIN ISLANDS	2
BULGARIA	63	BELGIUM	23	CZECH REPUBLIC	7	CAMEROON	2
UKRAINE	60	LEBANON	22	KAZAKHISTAN	6	SUDAN	2
RUSSIA	51	SYRIA	21	SERBIA	6	NORWAY	2
SAUDI ARABIA	48	SOUTH KOREA	17	MOROCCO	6	SRI LANKA	2
IRAQ	45	SWITZERLAND	16	QATAR	6	IVORY COAST	1
KOSOVA	42	TURKMENISTAN	14	ETHIOPIA	5	RWANDA	1
ALGERIA	40	GEORGIA	12	SOUTH AFRICA REPUBLIC	5	SOMALIA	1
ITALY	39	PALESTINE	12	LUXEMBOURG	4	FAROE ISLANDS	1
PAKISTAN	34	ALBANIA	11	HONGKONG	4	MYANMAR	1
FRANCE	33	UNITED KINGDOM	11	KUWAIT	3	PARAGUAY	1
TUNISIA	31	SPAIN	10	CYPRUS	3	U.S. VIRGIN ISLAND	1
EGYPT	29	YEMEN	10	SENEGAL	3	BURUNDI	1
LIBYA	27	UNITED STATES	9	AUSTRIA	3		
INDIA	27	JORDAN	9	CANADA	3		



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Within Turkey, coordinated by the organizer, the free shuttle services from a lot of cities of Anatolia made visiting very easy for the visitors. The visitors came from 62 different cities from Turkey.

The number of the visitors by the cities they came from is listed below;

CITIES BY NUMBER OF VISITORS							
CITY	NO	CITY	NO	CITY	NO	CITY	NO
İSTANBUL	6464	KAYSERİ	94	KIRIKKALE	23	YOZGAT	6
KOCAELİ	857	MUĞLA	88	ELAZIĞ	22	AKSARAY	5
ANKARA	836	ERZİNCAN	76	MERSİN	22	MALATYA	5
BURSA	664	ADANA	71	ŞANLIURFA	18	MARDİN	5
İZMİR	583	KIRKLARELİ	68	AYDIN	14	NEVŞEHİR	5
KONYA	403	DÜZCE	58	ISPARTA	14	ERZURUM	4
TEKİRDAĞ	331	ANTALYA	55	TRABZON	14	RİZE	4
MANİSA	310	OSMANİYE	52	KAHRAMANMARAŞ	13	TOKAT	4
SAKARYA	281	AFYONKARAHISAR	40	KASTAMONU	13	UŞAK	4
ZONGULDAK	242	ÇANAKKALE	40	YALOVA	13	BATMAN	2
ESKİŞEHİR	239	SAMSUN	36	SİNOP	11	BAYBURT	2
KARABÜK	148	SİVAS	31	BARTIN	10	HAKKARİ	2
BİLECİK	144	DENİZLİ	30	EDİRNE	9	ŞIRNAK	2
HATAY	131	KIRŞEHİR	29	ARDAHAN	7	VAN	2
GAZİANTEP	130	ÇORUM	25	BOLU	7		
BALIKESİR	124	KÜTAHYA	25	DIYARBAKIR	7		



ANKIROS/ANNOFER VISITOR PROFILE ACCORDING TO THEIR SECTOR FIELD

The sector fields of attendants who visited ANKIROS/ANNOFER 2016 in halls 2, 3, 5, 6, 8 and 9 are shown in the chart below. These statistics do not include TURKCAST 2016 data.

ANKIROS/ANNOFER 2016 VISITOR'S SECTOR FIELD	%
FOUNDRY	27
INTEGRATED MILL	16
ROLLING MILL	12
FORGING	8
ARC FURNACES	5
HEAT TREATMENT	5
OTHER	27

ANKIROS/ANNOFER VISITOR PROFILE ACCORDING TO NATURE OF WORK

The distribution of ANKIROS/ANNOFER 2016 visitors according to their company's nature of work are shown below. These statistics do not include TURKCAST 2016 data.

TYPE OF COMPANY	%
PRODUCER	56
DISTRIBUTOR - REPRESENTATIVE	9
IMPORT – EXPORT, WHOLESALER	8
SERVICE INDUSTRY	8
OTHER	19

TURKCAST VISITOR PROFILE ACCORDING TO THEIR SECTOR FIELD

The sector fields of attendants who visited TURKCAST 2016 in hall 7 are shown in the chart below. These statistics do not include ANKIROS/ANNOFER 2016 data.

TURKCAST 2016 VISITOR COMPANY'S LINE OF BUSINESS	%
FOUNDRY	40
AUTOMOTIVE INDUSTRY	7
HEAVY DUTY	7
ELECTRICITY	4
CEMENT INDUSTRY	4
CONSTRUCTION SECTOR	3
WHITE GOODS	3
RAILWAY	3
HEATING INDUSTRY	2
DEFENCE AND AVIATION	1
SHIP BUILDING SECTOR	1
URBANISM	1
OTHER	24



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According to the type of casting visitor's would like to buy in TURKCAST 2016 in hall 7 are shown in the chart below. These statistics do not include ANKIROS/ANNOFER 2016 data.

WHAT TYPE OF CASTING WOULD YOU LIKE TO BUY?	%
GRAY IRON	21
STEEL	19
ALUMINUM ALLOY	13
NODULAR IRON	4
COPPER ALLOY	3
OTHER	40



ANKIROS/ANNOFER/TURKCAST 2016 COMBINED VISITOR STATISTICS

After evaluating ANKIROS / ANNOFER 2016 and TURKCAST 2016 exhibitions separately in previous sections, the following statistics are obtained from the common data of 3 events. The distribution of visitor's job functions can be examined from the table below.

JOB TITLE	%
MANAGER	23
ENGINEER	15
UPPER LEVEL PERSONNEL	14
MARKETING - SALES	8
PRODUCTION	8
TECHNICAL SUPPORT	4
PLANNING	3
PURCHASING	3
FINANCE - ACCOUNTING	1
ACADEMICIANS - STUDENT	5
OTHER	16



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The distribution of visitors of ANKIROS/ANNOFER/TURKCAST 2016 fairs by their purpose of visit is shown below;

PURPOSE OF VISIT	%
ESTABLISHING NEW BUSINESS CONNECTIONS	40
TO GET INFORMATION ABOUT THE NEW PRODUCTS AND TECHNOLOGY	32
PERSONAL INTEREST	17
PROMOTING EXISTING BUSINESS CONNECTIONS	7
TO FOLLOW UP THE COMPETITORS	3
OTHER	1

The distribution of ANKIROS/ANNOFER/TURKCAST 2016 visitors according to their fields in the sector listed as follows;

SECTOR FIELD	%
IRON - STEEL	35
FOUNDRY	30
NON - FERROUS METALS	10
OTHER	25

SUPPORTERS

The fairs were supported by very important organizations both local and domestic. The list of local and international supporters of ANKIROS / ANNOFER/ TURKCAST 2016;

TUDOKSAD- Turkish Foundry Association,

UCTEA - Chamber of Metallurgical Engineers,

TCUD - Turkey's Iron- Steel Produces Association,

KOSGEB – Small and Medium Enterprises Development Organization,

Republic of Turkey – Ministry of Economy,

CEMAFON - The European Foundry Equipment Suppliers Association,

EUnited - The European Engineering Industries Association,

VDMA - German Engineering Federation,

CECOF - The European Committee of Industrial Furnace and Heating Equipment Associations,

AMAFOND - The Italian Foundry Machinery and Products Association,

FESA - Foundry Equipment Supplies Association of UK,

FUNDIGEX - The Castings Exporter's Association of Spain.



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CONCURRENT CONGRESSES

ANKIROS/ANNOFER/TURKCAST 2016 Fairs hosted two congresses in the same venue that addressed the recent scientific and technologic developments in the metallurgy industry. **“18th International Metallurgy and Materials Congress”** organized by UCTEA Chamber of Metallurgical and Materials Engineers and **“8th International Foundry Congress”** organized by TUDOKSAD-Turkish Foundry Association These congresses offered an opportunity to discuss new products and studies, latest research results and challenges of the metallurgy industry.

18th International Metallurgy And Materials Congress, IMMC 2016 End Report

18th International Metallurgy And Materials Congress was organized by UCTEA Chamber of Metallurgical and Materials Engineers between September 29 – October 1, 2016 at TUYAP Fair & Congress Center, Beylikdüzü / Istanbul.

The greatest organization of metallurgy industry gathered through the concurrent congress and fairs which was organized by UCTEA Chamber of Metallurgical and Materials Engineers, TUDOKSAD Turkish Foundry Association and Hannover Messe Ankiros Fuarçılık A.S.. This togetherness provides significant contribution to improve metallurgy industry.

Local and international 134 oral speeches and 160 posters, total of 294 presentations took place in 18th International Metallurgy and Materials Congress. Also 850 attendees took place on our congress.

At 18th International Metallurgy and Materials Congress;

Total of 10 Symposium whose name are Biomaterials, Casting, Ceramic-Glass-Refractory and Composite Materials, Energy Materials, Iron and Steel Metallurgy, Characterization of Materials, Nanomaterials, Non-Ferrous Metals Metallurgy, Environment, Safety and Sustainability and Degradation of Materials and Methods of Protection was realized.

Important information about the latest scientific and technical works was transferred to the exhibitors on a huge spectrum, provided meeting on an international platform and transferring information and experience as mutual at IMMC 2016 Congress.

8th International Foundry Congress End Report

The 8th International Foundry Congress has been held successfully between 29th September - 1st October in TUYAP Istanbul Fair Congress & Convention Center Hall 7. This year, the congress has been held in the exhibition area and as open to the all visitors for the third time. In total, 8 sessions have been realized and the session themes have been defined as: Competitiveness of Foundry Sector, Casting Technologies Iron&Steel, Casting Technologies Non Ferrous, Moulding Technologies, Software&Technology In Foundry Industry and Innovation In Foundry Industry. 48 oral presentations have been made and 17 of them being from 8 different countries have bring our congress' international importance and the common denominators of foundry sector to the fore. According to the statistics; total of 8 sessions, have been followed by over 1310 audiences. The average audience per session is also counted as 28. Compared with the previous congresses, this average is quite promising and the intense interests of the audiences and participants have proved the continuous growth trend in the Turkish Foundry Industry and providing a great support to our increasing production level.



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