PRESS KIT

SaMoTer
30th International Earth-Moving and Building Machinery Exhibition

The Heart of Construction Equipment Pulses in Italy

Verona, Italy | 22-25 February 2017 | samoter.com
USEFUL INFORMATION

SAMOTER 2017
30TH INTERNATIONAL EARTH MOVING AND BUILDING MACHINERY EXHIBITION

WHERE
Halls 1, 4, 5, 6, 7* (* together with Transpotec Logitec)
Outside exhibit areas A, B, C

WHEN
22-25 February 2017 (from Wednesday to Saturday)

OPENING HOURS
9.30-18.00

PRESS ACCREDITATION
Palaexpo, ground floor (Viale del Lavoro)

PRESS PARKING AREAS
Palexpo (Viale del lavoro) - P3 Ex mercato Ortofrutticolo (Viale del Lavoro)

PRESS CENTRE
Gallery between Halls 4 and 5, 1st floor

PHOTO ON-LINE
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TRADE SECTORS
Earth Moving
Concrete
Drilling and Tunnelling
Crushing, Quarrying and Demolition
Lifting, Hoisting and Access Equipment
Components, Engines, Spare Parts
Services & ICT
Road Building
Vehicles

CO-LOCATED WITH
ASPHALTICA
Hall 2
8th International Asphalt Industry Exhibition
Equipment, Technologies and Road Safety

TRANSPOTEC LOGITEC
Halls 7*, 9, 10, 11, 12 (*.together with con SaMoTer)
Outside exhibit areas AE11, AE12, E, F, D
Transport and Logistics Exhibition

VISITORS’ ENTRANCES
Cangrande (Viale del Lavoro)
San Zeno (Viale del Lavoro)
Re Teodorico (Viale dell’Industria)
SAMOTER 2017: REVIVAL OF THE EARTHMOVING SECTOR PASSES THROUGH VERONA

Veronafiere is simultaneously home to Asphaltica (road paving, safety and infrastructures show) and – for the first time – Transpotec Logitec (Transport and Logistics event by Fiera Milano). SaMoTer 2017 Focus: prevention of hydrogeological instability and intelligent machinery. Exhibition area at SaMoTer expands (+33%). The host country for 2017 is Iran.

Verona, 22-25 February 2017 – More than 450 companies from 23 countries, with the return of many major international machinery builders and previews of innovations, as well as more than 40,000 square meters of net exhibition area, 6 halls and three outdoor areas, 110 trade delegations from 28 countries, and 57 conventions and training events. Veronafiere is home 22-25 February to the construction world - and comes to the fore with these numbers for the appointment with the 30th edition of SaMoTer, the landmark triennial event in Italy for the earth moving, site and building sector (www.samoter.it).

The focus of the event organised by Veronafiere this year is about the contribution that mechanical and technological solutions can provide in helping to prevent hydrogeological instability, while also focusing attention on intelligent machines and hybrid plant ensuring low emission levels and high energy efficiency. This year’s guest country is Iran, which also takes the SaMoTer International Award and will also be involved in specific business meetings alongside those already scheduled for Africa.

SaMoTer 2017 will be held alongside sister-events Asphaltica (road paving, safety and infrastructures show) and – for the first time – Transpotec Logitec (transport and logistics event by Fiera Milano).

“Ever since 1964, SaMoTer has always believed in its role as a promotional tool for companies,” said Maurizio Danese, President of Veronafiere. “This commitment was recently emphasised with the conversion of Veronafiere into a joint-stock company, flanked by a new business plan envisaging investments totalling 94 million euros through to 2020 that also include the development of SaMoTer. We designed an upgraded event based on the needs to recovery and growth in the earth moving machinery sector. To achieve this, we have worked together with our exhibitors and our historic partner Unacea, as well as Siteb as co-organisers of Asphaltica; we have also signed a new collaboration agreement with Federcostruzioni. And this year, thanks compatible scheduling and agreements with Fiera Milano, Transpotec-Logitec will also be held alongside SaMoTer: this ensures significant added value for companies and operators travelling to Verona since they benefit from synergies between related and complementary sectors.”

“We are convinced that the 30th SaMoTer will be a marvellous occasion for construction machinery companies to exploit the recovery in the sector,” said Giovanni Mantovani, CEO & Director General of Veronafiere. “The Italian market has posted growth for 12 consecutive quarters and this renewed confidence has also had an impact on the show. Exhibition space has increased by 33% compared to 2014: this means that companies once again focus on the show by exhibiting more models as well as very interesting international previews – not to mention the return of many European brands in the earth-moving sector and debuts by several major construction equipment groups. SaMoTer 2017 culminates the upgrading process launched in 2014. It was important for such a triennial trade fair to create a format that does not terminate merely with the four days of the event as such but also goes ‘offline’ to maintain constant links with exhibitors and professional operators.”

Over and above being a stage at the service of company business, SaMoTer also provides effective training, professional update and market intelligence tools to help operates work on international markets. Throughout the year, the SaMoTer Outlook, in collaboration with the Prometeia Study Centre and with the contribution of Unacea (National Union of Construction Equipment & Attachments Companies), publishes periodical economic reports dealing with trends in the Italian and international earth-moving and construction machinery sector; these reports are also presented at the SaMoTer Day events in the run-up to the main show.
SaMoTer has always been an international showcase for technological developments and once again seeks to promote innovation in 2017 on the Italian market. In this context, in December 2016 SaMoTer, together with Imamoter-C.N.R. (Italian Research Council) presented the 22nd Innovation Award to Fiori Group SpA.

**SaMoTer and Asphaltica 2017 - Facts & Figures**

- Total exhibitors: 450 (20% international)
- Total net exhibition area (square metres): 40,000 (+33% over 2014)
- 6 exhibition halls: 1, 2 (Asphaltica), 4, 5, 6, 7*
- 3 outdoor exhibition and demo areas: A, B, C*
- Exhibitors from 23 countries: Austria, Belgium, China, South Korea, Finland, France, Germany, Japan, Great Britain, India, Indonesia, Italy, Lithuania, Netherlands, Poland, Czech Republic, Serbia, Slovenia, Spain, United States, Sweden, Switzerland and Turkey
- 110 buyers from 28 countries will attend the trade fair, within the scope of incoming efforts by Veronafiere-ICE
- 57 appointments including conferences, training and professional up-date events.

(*) shared with Transpotec Logitec

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**The top brands: confirmations, returns and debuts**
The 30th edition of SaMoTer has attracted major attendance by leading international machinery builders throughout the entire site-construction chain involving earth moving, concrete, road building, drilling, crushing, hoisting/lifting, vehicles, components and services. Confirmed attendance by Komatsu, Sampierana, Takeuchi, Mecalac and VF Venieri in 2017 is flanked by the return of CASE CE, Hyundai, Ihimer, Kubota, Yanmar, Doosan-Bobcat, Hidromek, Dieci, Faresin Industries, Manitou and Merlo. The event in Verona also welcomes the absolute debut by Kobelco and Magni Telescopic Handlers, while exhibitors at Asphaltica especially include Ammann, Marini and Wirtgen Group.

**A trade fair increasingly appealing to international buyers**
More than 70 selected international buyers will attend SaMoTer thanks to Veronafiere’s incoming promotion programme, travelling from target countries including Algeria, the Balkans, Ivory Coast, Egypt, Germany, Iran, Israel, Morocco, Mozambique, Czech Republic, Russia, Switzerland, Tunisia and Turkey. They will be joined by 40 operators taking part – thanks to collaboration with ICE-Italian Trade Agency – from Angola, Saudi Arabia, Bulgaria, United Arab Emirates, Ethiopia, India, Kazakhstan, Kuwait, Macedonia, Poland, Senegal, South Africa, Sweden and Tanzania.

**Focus on Africa:** a B2B workshop is scheduled on 23 February exclusively for exhibitors whereby SaMoTer offers companies the chance to explore opportunities for the construction sector in Morocco, Senegal, the Ivory Coast and Cameroon. The event is organised with the support of the BNL-BNP Paribas Group and in collaboration with ICE-Italian Trade Agency and Internationalia.

**New on-line B2B matching tool:** Italian and international exhibitors, buyers and trade visitors attending SaMoTer 2017 will also be able to network at SaMoTer thanks to an online matching toll that will allow them to display their profiles, check supply and demand, ask for and receive requests for appointments and manage their personal agendas.
Import-export of construction machinery in Italy (January-November 2016)

According to the latest available data published by the SaMoTer Outlook, Italian construction machinery and technology exports between January and November 2016 were worth 2 billion 281 million euros (+0.2% over the same period in 2015). In particular, exports to countries in Western Europe expanded (883 million euros/+5.4%), as well as to Central-Eastern Europe and Turkey (268.7 million euros/+6.3%), North Africa (278 million euros/+49%), North America (243.9 million euros/+3.5%) and India (29.4 million euros/+42.3%). Exports fell on markets such as Russia (39.6 million euros/-11%), the Middle East (129.6 million euros/-47.3%), China (46.6 million euros/-31.7%), Central-South America (114.4 million euros/-14.1%) and Oceania (42.7 million euros/-19.2%).

Italian imports of construction machinery in the first 11 months of 2016 came to 748.5 million euros, up by 27% over the period January-November 2015. Imports grew from Western Europe (569.6 million euros/+28.5%), Central-Eastern Europe and Turkey (38.8 million euros/+15.8%), the Middle East (3.3 million/+88.4%), China (9 million/+68.5%), North America (54.7 million euros/+39.7%), Central-South America (1.6 million euros/+67.6%) and Oceania (619 euros/+93.3%). Figures were down for India (1.5 million euros/-13.5%) and North Africa (1.2 euros/-21.8%).

Source: SaMoTer-Prometeia Outlook (the overall figure published by Istat for exports includes certain categories, such as second-hand machines, which are not calculated in the total turnover calculated by Unacea).

<table>
<thead>
<tr>
<th>Category</th>
<th>JAN-DEC 2015</th>
<th>JAN-DEC 2016</th>
<th>Var. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dozers</td>
<td>25</td>
<td>18</td>
<td>-28%</td>
</tr>
<tr>
<td>Track-laying excavators</td>
<td>1507</td>
<td>1838</td>
<td>22%</td>
</tr>
<tr>
<td>Wheeled excavators</td>
<td>113</td>
<td>165</td>
<td>46%</td>
</tr>
<tr>
<td>Wheeled loaders</td>
<td>758</td>
<td>886</td>
<td>17%</td>
</tr>
<tr>
<td>Backhoe loaders c/w 4 wheel steering</td>
<td>115</td>
<td>51</td>
<td>-56%</td>
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<tr>
<td>Fixed backhoe loaders</td>
<td>75</td>
<td>130</td>
<td>73%</td>
</tr>
<tr>
<td>Articulated backhoe loaders</td>
<td>15</td>
<td>12</td>
<td>-20%</td>
</tr>
<tr>
<td>Mini excavators</td>
<td>4938</td>
<td>6241</td>
<td>26%</td>
</tr>
<tr>
<td>Compact skid steer loaders</td>
<td>478</td>
<td>685</td>
<td>43%</td>
</tr>
<tr>
<td>Compact track-laying skid steer loaders</td>
<td>357</td>
<td>461</td>
<td>29%</td>
</tr>
<tr>
<td>Articulated dumpers</td>
<td>44</td>
<td>30</td>
<td>-32%</td>
</tr>
<tr>
<td><strong>Tot. Earth-moving machinery</strong></td>
<td><strong>8.425</strong></td>
<td><strong>10.517</strong></td>
<td>25%</td>
</tr>
<tr>
<td>Rollers</td>
<td>209</td>
<td>302</td>
<td>44%</td>
</tr>
<tr>
<td>Vibrating finishers</td>
<td>116</td>
<td>165</td>
<td>42%</td>
</tr>
<tr>
<td><strong>Tot. Road machinery</strong></td>
<td><strong>325</strong></td>
<td><strong>467</strong></td>
<td>44%</td>
</tr>
<tr>
<td><strong>Tot. Construction machinery</strong></td>
<td><strong>8.750</strong></td>
<td><strong>10.984</strong></td>
<td>26%</td>
</tr>
</tbody>
</table>

Construction machinery market data - Italy

The Italian market grew in 2016 thereby consolidating the recovery to post 12 consecutive quarters in the black. In the course of 2016, 10,984 construction machines were sold on the Italian market, with an increase of 26% compared to 2015 – although this total is equal to just one third of the historic peak posted in 2007. In particular, sales involved 10,517 construction machines (25%) and 467 road machines (+44%).

This sector boasts more than 200 large construction companies generating turnover of more than 2.7 billion euros; there are 36,000 employees (including allied sectors).

Source: Unacea

The overall turnover for production calculated by Unacea for the 200 largest construction equipment manufacturers; this figure does not include, for example, smaller companies manufacturing spare parts and components since no statistical census is implemented in this sphere.
The construction industry scenario in Italy

Investments in the construction sector in Italy posted a slight downturn in on the market in the second and third quarters of 2016, bringing the year-end closing estimate calculated by the SaMoTer-Prometeia Outlook to an increase of just under 1% for about 1 billion euros over 2015.

Market signals suggest a moderate improvement in the construction market in the two-year period 2017-2018. Confidence among sector companies remains positive and the first signs of a turnaround are emerging for residential building permits, as well as on the real estate market, backed up by financial conditions that are still favourable for families. The recovery may well benefit from greater impetus as regards non-residential buildings and especially civil engineering, assuming the progressive implementation of public investment recovery measures (reform of the Stability Pact affecting local authorities, EU flexibility, school building work, post-earthquake reconstruction, seismic prevention and hydrogeological instability plans).

In the residential sector, thanks to the extension of tax bonuses throughout 2017, new investments are expected in renovations, while exit from the recessive phase for new housing still seems to be slow given the need to sell existing unsold homes.

Source: SaMoTer-Prometeia Outlook

Focus at SaMoTer 2017: prevention of hydrogeological instability and intelligent machinery

For 2017, SaMoTer decided to dedicate considerable space to machinery and technological solutions that help prevent hydrogeological instability and operate in emergency situations or high-risk environmental contexts. This was also the main theme of the Road Show presenting SaMoTer 2017 taking in Apulia, Sicily, Calabria and Liguria.

SaMoTer will also host ten conventions and workshops dedicated to this topic with the major involvement of civil protection and fire brigade figures, as well as the professional orders of architects, engineers and geologists, universities and technical schools.

SaMoTer on 23 February will also welcome FOIV - Federation of Orders of Engineers in the Veneto Region to presents awards to the six best projects combating hydrogeological instability and the action needed in the wake of natural calamities such as earthquakes, landslides and floods.

SaMoTer 2017 will also focus strongly on intelligent machinery and technological platforms for human-to-machine (H2M) and machine-to-machine (M2M) interaction, as well as low-emission, high-energy efficiency hybrid vehicles.

Data detailing hydrogeological instability in Italy

Seven million Italians live in areas classified as high-medium hydrogeological or seismic risk.

7,145 Italian local councils, accounting for 88% of total, are located in areas at risk of landslides or floods.

Seven Italian regions have ALL their local council districts in danger zones.

In the last three decades alone, an average of 6 billion euros per year have been spent to repair damage caused by natural calamities; preventive measures would have cost 10 times less.

In 2014, the Government launched the #italiasicura (Safe Italy) plan. 7.6 billion euros of investments are planned between 2015 and 2023 for the prevention of hydrogeological instability. These funds are part of a more ambitious infrastructure plan envisaging 75 billion euros of investment over 15 years.

Sources: Ispra 2015 Report & #italiasicura
Iran takes SaMoTer International Award

For the first time since 1973, SaMoTer has decided to make its International Award to the Guest Country for 2017: Iran. The award goes to a country making an active contribution to the development of the construction sector on an international scale.

Iran construction market data

The construction market in Iran in 2016 posted a volume of more than 154 billion dollars. Residential building following the end of sanctions was in the forefront: out of more than 15 million Iranian families, 70% are home owners for a total of 13.5 million residential units; demand in the future will come to 750 thousand new homes/year. Following the Nuclear Agreement in July 2015 and the gradual elimination of international sanctions, not to mention the memorandum of understanding signed in Rome in 2016 during the visit by the President of Iran Rouhani and the Italian Government mission to Teheran, business opportunities in Iran are expanding for companies and particularly in the construction industry.

Over and above major national projects such as the expansion of the railway and motorway networks and the modernisation of Qeshm and Kish Airports, coming years will also see significant renovation investments in the private real estate sector. It is estimated that more than 14,000 square meters of buildings will require safety work to meet regulations, since 50% of homes are more than 30 years old and Italy as a whole is exposed to high earthquake risks. There will consequently be strong demand for earth moving and excavation machinery as well as cranes, prefabricated buildings, “green” solutions and anti-seismic products – all spheres where Made in Italy products excel.

Sources: SaMoTer-Veronafiere Outlook & Euro Orient Expo

SaMoTer Training & Education: training and professional updates in the forefront during the show

57 meetings are scheduled during the four-day event, not to mention refresher courses earning credits from the Italian Councils of professional orders (in collaboration with the IUAV University in Venice and the Department of Civil, Environmental and Mechanical Engineering, University of Trento) and courses enabling the use of earth moving machinery organised by Imamoter-C.N.R.

The safety of workers using mobile overhead work platforms (OWP) and concrete equipment is at the heart of initiatives managed by IPAF, the International Powered Access Federation, and Atecap, the Economic-Technical Ready-Mixed Concrete Association.

Events will also focus on using mixers to produce quality concrete during the “Mix is better” talk show promoted by Unacea.

The complete list of events in the calendar is available at www.SaMoTer.it/convention/search/en.

World earth moving machinery market: up by 6.9% in 2016

Significant acceleration of sales in the last quarter of 2016. After an uphill start, 2016 closed with a significant acceleration in global demand for earth-moving machinery: (+38.3% between October and December compared to the same period in 2015) whereby 670,000 machines were sold by the end of the year. Thanks to this performance in the last quarter, 2016 posted an increase of nearly 44,000 units (+6.9%) compared to the final result in 2015, radically reversing the trend in the first 9 months.

The year opened with falling sales (-2.5% in the first quarter compared with the same period in 2015); in response to more favourable developments in demand on emerging markets, especially China, sales in subsequent months
were substantially stable compared to the previous year (-0.2% in the period April-September), thereby helping to hold the downturn between January and September to -1%. At the end of the first 9 months, however, critical aspects were still evident on important markets, above all North America.

The United States and China were the stars of the end of year “rush”. The main input in reversing this trend on the world construction equipment market in the last quarter of 2016 primarily came from North America and, secondly, from China. The North American market (90% United States), posted record sales in the last quarter of last year (almost 55,000 machines), more than doubling the result for the same period in 2015. This was then reflected in two-figure growth on average for the year (+14.9%), completely overturning the negative result of the first 9 months (-3%). The dynamics on the North American market, despite the statistical effect arising from comparison with the poor performance in the last quarter of 2015, is explained by the evolution of US building sector activity that closed 2016 on an upturn, largely sustained by the residential field and local area public investments.

China, on the other hand, set in motion a positive trend confirmed in the early months of 2016 (+8% trend for the period January-September). After a two-year period 2014-2015 where demand in China almost halved, 2016 posted an important upswing (+22% on average for the year) on a market covering 14% of global demand. The result is even more significant when considering that the increase in sales embraced almost all product lines, with the sole exceptions of backhoe loaders and telescopic handlers (in any case relatively minor products on this market). The trend observed even in China as regards demand for construction equipment is also linked with strong developments for residential buildings and new construction sites.

Diversified trends on other emerging markets. Leaving success in China aside, emerging markets also highlighted an excellent performance on the Indian market (+34% on average for 2016) that with more than 42,000 machines sold to post the second-best result in the country’s history, after the peak figure in 2011 (46,700 units). On the other hand, Latin America experienced significant difficulties, largely in the wake of the economic downturns seen in Brazil and Venezuela.

Central and Eastern Europe: 2016 was positive but the market has slowed down in recent months. Sales of construction equipment in Central-Eastern Europe as a whole increased by 3.7% in 2016. This positive result at last interrupted a period of considerable difficulties, although there are still some problems. Sales slowed down in the last quarter on most markets. Despite the slowdown at the end of the year, Turkey posted a new high, with over 11,000 machines sold. Mention must also be made of the progressive improvement of Russia during the year, closing at +35% over 2015.

Western Europe: 2016 saw growth, with the exception of the United Kingdom. The Western European market closed 2016 with sales up by 12%. This performance is in line with the dynamics seen throughout the year and was seen mainly in France, Germany and, to a lesser extent, Italy. The United Kingdom turned in a poor performance (-5.3% average for 2016), although the downturn bottomed out during the year, thanks to an excellent performance in the last quarter (+30.4% compared to the same period in 2015).

Source: Samoter-Prometeia Outlook
### THE WORLD EARTH MOVING MACHINERY MARKET IN 2016

<table>
<thead>
<tr>
<th>Region</th>
<th>2015</th>
<th>2016</th>
<th>var. % 2016-2015</th>
<th>weight % markets 2016</th>
<th>var. % last quarter 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Western Europe</td>
<td>628,138</td>
<td>671,764</td>
<td>6.9</td>
<td>100.0</td>
<td>38.3</td>
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<tr>
<td>Central-Eastern Europe</td>
<td>125,452</td>
<td>140,756</td>
<td>12.2</td>
<td>21.0</td>
<td>16.0</td>
</tr>
<tr>
<td>North America</td>
<td>25,609</td>
<td>26,569</td>
<td>3.7</td>
<td>4.0</td>
<td>-8.3</td>
</tr>
<tr>
<td>Japan</td>
<td>172,981</td>
<td>198,719</td>
<td>14.9</td>
<td>29.6</td>
<td>119.0</td>
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<tr>
<td>China</td>
<td>71,229</td>
<td>56,310</td>
<td>-20.9</td>
<td>8.4</td>
<td>-13.1</td>
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<td>India</td>
<td>77,393</td>
<td>94,424</td>
<td>22.0</td>
<td>14.1</td>
<td>85.5</td>
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<td>Latin America</td>
<td>31,485</td>
<td>42,250</td>
<td>34.2</td>
<td>6.3</td>
<td>42.2</td>
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<td>Rest of the world</td>
<td>29,775</td>
<td>18,290</td>
<td>-38.6</td>
<td>2.7</td>
<td>-65.8</td>
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<tr>
<td>Western Europe</td>
<td>94,214</td>
<td>94,446</td>
<td>0.2</td>
<td>14.1</td>
<td>27.0</td>
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### THE EARTH MOVING EQUIPMENT MARKET IN WESTERN EUROPE IN 2016

<table>
<thead>
<tr>
<th>Region</th>
<th>2015</th>
<th>2016</th>
<th>var. % 2016-2015</th>
<th>weight % markets 2016</th>
<th>var. % last quarter 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Western Europe</td>
<td>125,452</td>
<td>140,756</td>
<td>12.2</td>
<td>100.0</td>
<td>16.0</td>
</tr>
<tr>
<td>Germany</td>
<td>30,111</td>
<td>34,427</td>
<td>14.3</td>
<td>24.5</td>
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</tr>
<tr>
<td>United Kingdom</td>
<td>30,896</td>
<td>29,246</td>
<td>-5.3</td>
<td>20.8</td>
<td>30.4</td>
</tr>
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<td>France</td>
<td>19,300</td>
<td>25,677</td>
<td>33.0</td>
<td>18.2</td>
<td>8.7</td>
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<tr>
<td>Italy</td>
<td>8,425</td>
<td>10,517</td>
<td>24.8</td>
<td>7.5</td>
<td>29.1</td>
</tr>
<tr>
<td>Belgium</td>
<td>6,934</td>
<td>7,428</td>
<td>7.1</td>
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<td>-15.6</td>
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<td>Holland</td>
<td>6,006</td>
<td>6,449</td>
<td>7.4</td>
<td>4.6</td>
<td>20.1</td>
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<tr>
<td>Others</td>
<td>23,780</td>
<td>27,012</td>
<td>13.6</td>
<td>19.2</td>
<td>11.9</td>
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</table>

### THE EARTH MOVING EQUIPMENT MARKET IN CENTRAL-EASTERN EUROPE IN 2016

<table>
<thead>
<tr>
<th>Region</th>
<th>2015</th>
<th>2016</th>
<th>var. % 2016-2015</th>
<th>weight % markets 2016</th>
<th>var. % last quarter 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central-Eastern Europe</td>
<td>25,609</td>
<td>26,569</td>
<td>3.7</td>
<td>100.0</td>
<td>-8.3</td>
</tr>
<tr>
<td>Turkey</td>
<td>9,442</td>
<td>11,116</td>
<td>17.7</td>
<td>41.8</td>
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<td>Russia</td>
<td>5,173</td>
<td>6,989</td>
<td>35.1</td>
<td>26.3</td>
<td>64.7</td>
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<td>Poland</td>
<td>4,316</td>
<td>2,696</td>
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<td>10.1</td>
<td>-26.0</td>
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<td>2,025</td>
<td>-6.0</td>
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<td>1.7</td>
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<td>Romania</td>
<td>1,452</td>
<td>892</td>
<td>-38.6</td>
<td>3.4</td>
<td>-42.6</td>
</tr>
<tr>
<td>Hungary</td>
<td>966</td>
<td>891</td>
<td>-7.8</td>
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<tr>
<td>Others</td>
<td>2,105</td>
<td>1,960</td>
<td>-6.9</td>
<td>7.4</td>
<td>-22.9</td>
</tr>
</tbody>
</table>
SaMoTer: 30 editions and 53 years of history

• The first edition of SaMoTer at Veronafiere was organised in 1964 as an event presenting earth-moving machinery that until then were part of Fieragricola.
• In 1971 the event joined UFI (Union des Foires Internationales), the body representing the organisers of major international exhibitions.
• The International Technical Innovation Competition was first held in 1973, becoming one of the most highly qualified and selective showcases of technical and technological evolution in the sector.
• The exhibition became a triennial event in 1993, following an agreement arrangement of alternating major international shows in the field – Intermat in Paris and Bauma in Munich – thereby further strengthening the brand and expanding its representativeness in the sector by including other emerging segments: the tunnelling world, hire/rental, distribution, technical and scientific analysis and research.
• 1993 was also the year when SaMoTer became a partner event in the cycle of European trade fairs enjoying the patronage of CECE – the Committee which brings together earthmoving and building machinery manufacturers associations.
• 2008 saw the introduction of thematic routes dedicated to the individual sectors highlighted at the show.
• In 2011, the SaMoTer brand made its debut in Egypt with MS Africa-Marmomac+SaMoTer – an event organised in Cairo where Veronafiere took its know-how in the construction and marble fields to North Africa.
• SaMoTer expanding its exhibition offering in 2014 by hosting Asphaltica, the show focusing on technologies and solutions for road paving, safety and infrastructures organised together with Siteb.
• Following the 2014 event – that was affected by the long-term recession in the construction sector since 2008 – SaMoTer upgraded its format to respond even more effectively to a constantly changing market. The event thereby strengthened its role as a partner for companies by developing a tailor-made trade fair model with an increasingly interactive, dynamic and attentive approach to incoming buyers from target countries and business internationalisation, without overlooking professional updates and operator training.
• In 2017 SaMoTer reaches the milestone of 30 editions with a focus on construction and earth moving machinery and solutions for the prevention of hydrogeological instability and work in high-risk environments. The show sees the return of many major international companies and time takes place in Verona for the first time together with Transpotec Logitec, the Fiera Milano event dedicated to road transport and logistics.

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TRANSPOTEC AND SAMOTER TOGETHER IN 2017:
VERONA, ITALIAN CENTRE FOR THE HAULAGE, LOGISTICS AND EARTH MOVING SECTORS

The initiative is fruit of the agreement between Fiera Milano and Veronafiere.

Verona, 22-25 February 2017. Over 780 companies hailing from 25 nations, 10 halls and 6 outdoor areas amounting to over 84,000 net square metres of exhibition space and 210 foreign buyers selected from 30 target countries thanks to joint incoming programmes. These are the figures that will see Verona become the focal point for the transport, logistics and construction vehicle industries from the 22nd to the 25th of February 2017. All of this thanks to the agreement signed over a year and a half ago between Fiera Milano and Veronafiere. The two leading Italian trade show operators have in fact agreed upon the synergistic and simultaneous holding of the respective events Transpotec Logitec (www.transpotec.com) and SaMoTer, (www.samoter.it) which, in these days, will take place at the Verona exhibition centre.

Transpotec Logitec, organised by Fiera Milano and a trade mark of the latter, is the leading biennial Italian fair dedicated to haulage and logistics. SaMoTer (International Earth Moving and Building Machinery Exhibition), the historic triennial event and trade mark of Veronafiere, is a point of reference for construction vehicles and, since last year’s edition, now takes place alongside Asphaltica, the event organised in collaboration with Siteb (Italian Association for Bitumen, Asphalt & Roads) and dedicated to vehicles and technologies for paving and road infrastructure works.

Driven by the desire to meet the needs of constructors in a complex period for the construction and transport industries in which the optimisation of investments is fundamental, the two trade show players have chosen to pool their respective skills in similar sectors to be able to provide operators with a vast and integrated product offer to better meet their requirements. The two events maintain their respective identities and product specificities, but they share their exhibition spaces and access and have coordinated initiatives of a promotional and commercial nature.

With just the one ticket, visiting professionals are able to make the most of an even more vast offer, simultaneously providing the best of road transport, logistics and vehicles for the construction industry.

The event open to all sector professionals takes place in Verona from today 22nd to the 25th of February 2017.

Transpotec Logitec is the biennial event organized by Fiera Milano dedicated to transportation and logistics. It is held in Verona that, thanks to its geographic location and major industrial vocation in the field of road transport, distribution and components, is a landmark for the entire sector. This event is designed to offer effective answers to all operators – hauliers, logistics managers, fleet owners, organised distribution, couriers and owner-drivers – through a comprehensive range of systems, products and services, as well as numerous opportunities for updating and training.

SaMoTer, the International Earth Moving and Building Machinery Exhibition, has been held in Verona since 1964 and is the leading event dedicated to the construction machinery sector in Italy. The Exhibition is a partner event in the cycle of European trade fairs sharing the patronage of CECE – the European Federation which brings together building machinery manufacturers. Now at its 30th edition, with over 50 years of history behind it at the service of the sector, SaMoTer 2017 is the most important event in Europe for the construction sector.