

END OF SHOW REPORT

ANKIROS

ANNOFER

TURKCAST

25-27 October 2018

TÜYAP Fair and Congress Center

ISTANBUL-TURKEY

www.ankiros.com

ANKIROS 2018

14th International Iron-Steel and Foundry Technology, Machinery and Products Trade Fair

ANNOFER 2018

13th International Non-Ferrous Metals Technology, Machinery and Products Trade Fair

TURKCAST 2018

8th Foundry Products Trade Fair

CONCURRENT CONGRESSES

10th International Foundry Congress *Organized by TUDÖKSAD - the Turkish Foundry Association*

19th International Metallurgy & Materials Congress *Organized by the UCTEA Chamber of Metallurgical and Materials Engineers*

Supporters:



UCTEA
CHAMBER OF METALLURGICAL
AND MATERIALS ENGINEERS



TÜRKİYE CUMHURİYETİ
TİCARET BAKANLIĞI



KOSGEB



AMAFOND



Organizer:



Deutsche Messe

Hannover-Messe
Ankiros Fuarçılık A.Ş.

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ANNOFER

TURKCAST

**25-27 Oct. 2018
İSTANBUL**

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Name of the Event

ANKIROS 2018 14th International Iron-Steel and Foundry
Technology, Machinery and Products Trade Fair

ANNOFER 2018 13th International Non-Ferrous Metals
Technology, Machinery and Products Trade Fair

TURKCAST 2018 8th Foundry Products Trade Fair

Date and Time

25 - 27 October 2018, Thursday - Saturday,
09:30 – 18:30

Venue

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

Exhibitors

Total of 1020 exhibitors from 45 countries,
399 local, 621 international

Visitors

Total of 17.197 visitors from 86 countries,
14.540 local, 2.657 international

Net Stand Area

21.832 m² net stand area

Concurrent Congresses

Organized by UCTEA - Chamber of Metallurgical and
Materials Engineers
19th International Metallurgy and Materials Congress

Organized by TUDOKSAD – Turkish Foundry
Association
10th International Foundry Congress

Organizer

Hannover-Messe Ankiros Fuarçılık A.Ş.
Prof. Dr. Aziz Sancar Caddesi, 6/2 06680 Çankaya
Ankara - TURKEY
info@ankiros.com
www.hmankiros.com
Phone: 0312 439 67 92 / Fax: 0312 439 67 66

ANKIROS**ANNOFER****TURKCAST****25-27 Oct. 2018
İSTANBUL****AN OVERVIEW OF ANKIROS / ANNOFER / TURKCAST 2018****ANKIROS / ANNOFER / TURKCAST 2018
BROKE ITS RECORD**

One of the most important trade fairs of Metallurgy industry; ANKIROS 2018 14th International Iron-Steel and Foundry Technology, Machinery and Products Trade Fair, ANNOFER 2018 12th International Non-Ferrous Metals Technology, Machinery and Products Trade Fair, TURKCAST 2018 8th Foundry Products Trade Fair was at TUYAP, Istanbul between 25 – 27 October. The fair trio broke its own record of in the scope of exhibitors and visitors.

Organized by Hannover Messe Ankiros Fuarcilik A.S., fairs hosted 399 local, 621 international, total of 1020 exhibitors from 45 countries. The exhibitors met the buyers from the industry and international companies who seeks the opportunity of Turkey's potential. Also the local companies took place to collaborate with the foreign companies. As the result the fairs broke its own record.

Also the fair trio broke its record as 17.197 professionals visited. For three days 39.000 badges were scanned in the turnstiles.

Also the high number of international visitors and delegations caught attention.

“Most exhibitors already reserved their stand areas for 2020”

ANKIROS/ANNOFER/TURKCAST 2018 opened with the ceremony on the evening of 24 October 2018 with the attendance of leading industry representatives at the foyer of the fair ground.

The General Manager of Hannover Messe Ankiros Fuarcilik, İbrahim Anil said; “ANKIROS / ANNOFER / TURKCAST 2018 broke it record by reaching 1020 exhibitors. The 621 exhibitors from 45 countries of 193 countries of the world”

On the 1st date of the fairs, The Deputy Minister of the Ministry of Industry and Technology Mr. Hasan Büyükdede also visited the fairs.

BÜYÜKDEDE: “THE FAIRS SHOW THE POWER OF TURKEY”

The Deputy Minister of the Ministry of Industry and Technology Mr. Hasan Büyükdede mentioned the importance of ANKIROS / ANNOFER / TURKCAST fairs and said, “I hope the fairs will be beneficial for all our industry representatives. It is for real that our foundry and steel industries are represented here by over one thousand local and international companies. I believe that the present of leading international companies in these fairs show the importance of Turkish steel industry. This industry brings the 70% of our export. I am hoping these fairs to bring more opportunities for Turkey to become bigger in the world”

**AÇILIŞ TÖRENİ / OPENING CEREMONY****ANKIROS 2018 / ANNOFER 2018 / TURKCAST 2018****19. ULUSLARARASI METALURJİ VE MALZEME KONGRESİ / 19th INTERNATIONAL METALLURGY & MATERIALS CONGRESS****10. ULUSLARARASI DÖKÜM KONGRESİ / 10th INTERNATIONAL FOUNDRY CONGRESS****AÇILIŞ KONUŞMALARI / OPENING SPEECHES****İbrahim ANIL**

HANNOVER MESSE ANKIROS FUARCILIK A.Ş.

MURAHHAS AZA VE GENEL MÜDÜR / EXECUTIVE DIRECTOR AND GENERAL MANAGER

**Alexander KÜHNEL**

HANNOVER FAIRS TURKEY

GENEL MÜDÜR / GENERAL MANAGER

**Dr. Timo WÜRZ**

CECOF / CEMAFON - GENEL SEKRETER / GENERAL SECRETARY

EUnited Metallurgy - DİREKTÖR / DIRECTOR

**Prof. Dr. Onuralp YÜCEL**

19. ULUSLARARASI METALURJİ VE MALZEME KONGRESİ

19th INTERNATIONAL METALLURGY & MATERIALS CONGRESS

YÜRÜTME KURULU BAŞKANI / CHAIRMAN OF THE ORGANIZING COMMITTEE

**Ata ÖZDEMİRLER**

TMMOB - METALURJİ VE MALZEME MÜHENDİSLERİ ODASI EĞİTİM MERKEZİ (METEM)

TRAINING CENTER (METEM) OF UCTEA - CHAMBER OF METALLURGICAL AND MATERIALS ENG.

YÜRÜTME KURULU BAŞKANI / CHAIRMAN OF THE BOARD

**Abidin Fırat SAPÇI**

TMMOB - METALURJİ VE MALZEME MÜHENDİSLERİ ODASI

UCTEA - CHAMBER OF METALLURGICAL AND MATERIALS ENGINEERS

YÖNETİM KURULU BAŞKANI / CHAIRMAN OF THE BOARD

**Dr. Veysel YAYAN**

TÇÜD - TÜRKİYE ÇELİK ÜRETİCİLERİ DERNEĞİ

TURKISH STEEL PRODUCERS ASSOCIATION

GENEL SEKRETER / SECRETARY GENERAL

**Umur DENİZCİ**

TÜDÖKSAD - TÜRKİYE DÖKÜM SANAYİCİLERİ DERNEĞİ

TURKISH FOUNDRY ASSOCIATION

YÖNETİM KURULU BAŞKANI / CHAIRMAN OF THE BOARD

EVALUATION ACCORDING TO THE EXHIBITORS

NUMBER OF EXHIBITORS

Since 1992, the exhibition scale and quality continues to increase and 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 ten times and reached to 1020 exhibitors.

In spite of the restrictions and drawbacks in 2016, the ANKIROS / ANNOFER / TURKCAST 2018 continued to grow with the dynamics of the industry and reached 4 digits exhibitor numbers.

EXHIBITOR PROFILE

Most being producers 399 local and 621 international visitors from 45 countries exhibited this year.

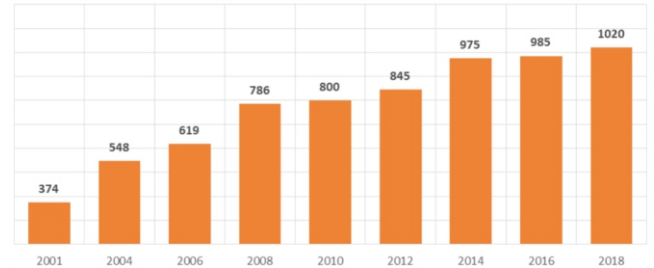


NUMBER OF EXHIBITORS BY COUNTRY

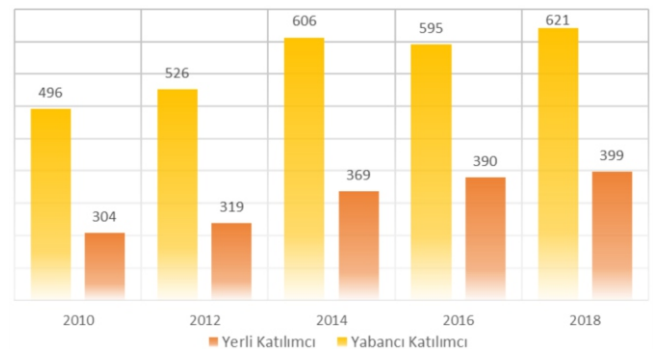
45 countries exhibited this year.

GERMANY, 170; CHINA (PRC), 87; ITALY, 81; UNITED KINGDOM, 37; USA, 32; INDIA, 20; SPAIN, 20; FRANCE, 18; IRAN, 16; BELGIUM, 16; AUSTRIA, 11; NETHERLANDS, 10; SWITZERLAND, 10; CANADA, 9; CZECH REPUBLIC, 9; SWEDEN, 9; JAPAN, 7; DENMARK, 6; KOREA (SOUTH), 5; UKRAINE, 5; AUSTRALIA, 4; RUSSIA, 4; ROMANIA, 3; SOUTH AFRICA, 3; ALGERIA, 2; FINLAND, 2; HONG KONG, 2; ISRAEL, 2; NORWAY, 2; POLAND, 2; SLOVENIA, 2; TAIWAN, 2; U. ARAB EMIRATES, 2; BULGARIA, 1; EGYPT, 1; GREECE, 1; LATVIA, 1; LIECHTENSTEIN, 1; LUXEMBOURG, 1; MACEDONIA, 1; MALAYSIA, 1; MONTENEGRO, 1; SLOVAKIA, 1; THAILAND, 1

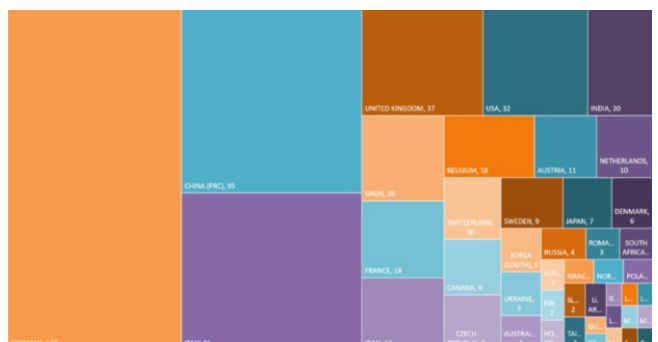
NUMBER OF EXHIBITORS



INTERNATIONAL / LOCAL EXHIBITORS



NUMBER OF EXHIBITORS BY COUNTRY



EVALUATION ACCORDING TO THE EXHIBITORS

NET STAND ALANI

Net stand area had increased by 22 times when compared to the first exhibition and comparing last five exhibitions from 2008 to 2018, there was 50% growth rate.

EXHIBITOR SURVEY RESULTS

To provide a better service in the future on the last date of the fairs, an exhibitor survey was done by the organizer Hannover-Messe Ankiros Fuarcilik A.S. With the great number of participation, the results of the survey are indicated below;

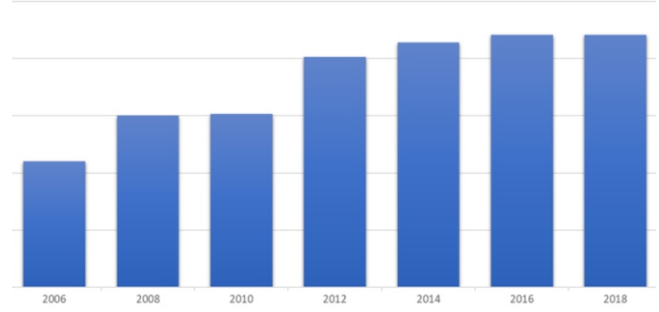
- The 75% of the exhibitors already export and 9% are planning.
- The most exported areas are Europe, MiddleEast, Russia and the Turkic republics United States and Africa.

The major aims of the exhibitors of ANKIROS / ANNOFER / TURKCAST were resulted as; their main goal is to establish new business connections and promote new ones. Also representing corporate image, assessing company presence and establishing market recognition on the product range are the primary objectives.

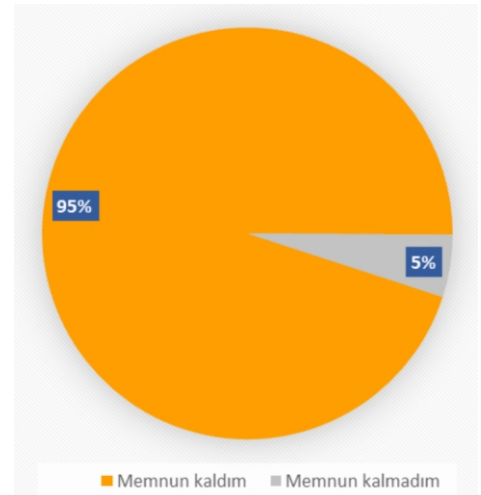
Therefore, the exhibitors of ANKIROS/ANNOFER/TURKCAST 2018 have measured the success of the show with the range of technology and products, the quality of visitors and overall success in achieving their objectives for the show. According to this objective and success criteria:

- The 98.5% of the exhibitors found the range of technology and products very extensive.
- 95% of the exhibitors are very satisfied by the quality of the visitors.
- 95% of the exhibitors rated the overall success of the show as "very good" and "good".
- 99.5% of the exhibitors already stated that they will be exhibiting at ANKIROS / ANNOFER / TURKCAST 2018 again.
- The 88 % of exhibitors stated their satisfaction regarding the visitors;

NET STAND AREA



EXHIBITORS' OVERALL SATISFACTION



EVALUATION ACCORDING TO THE VISITORS

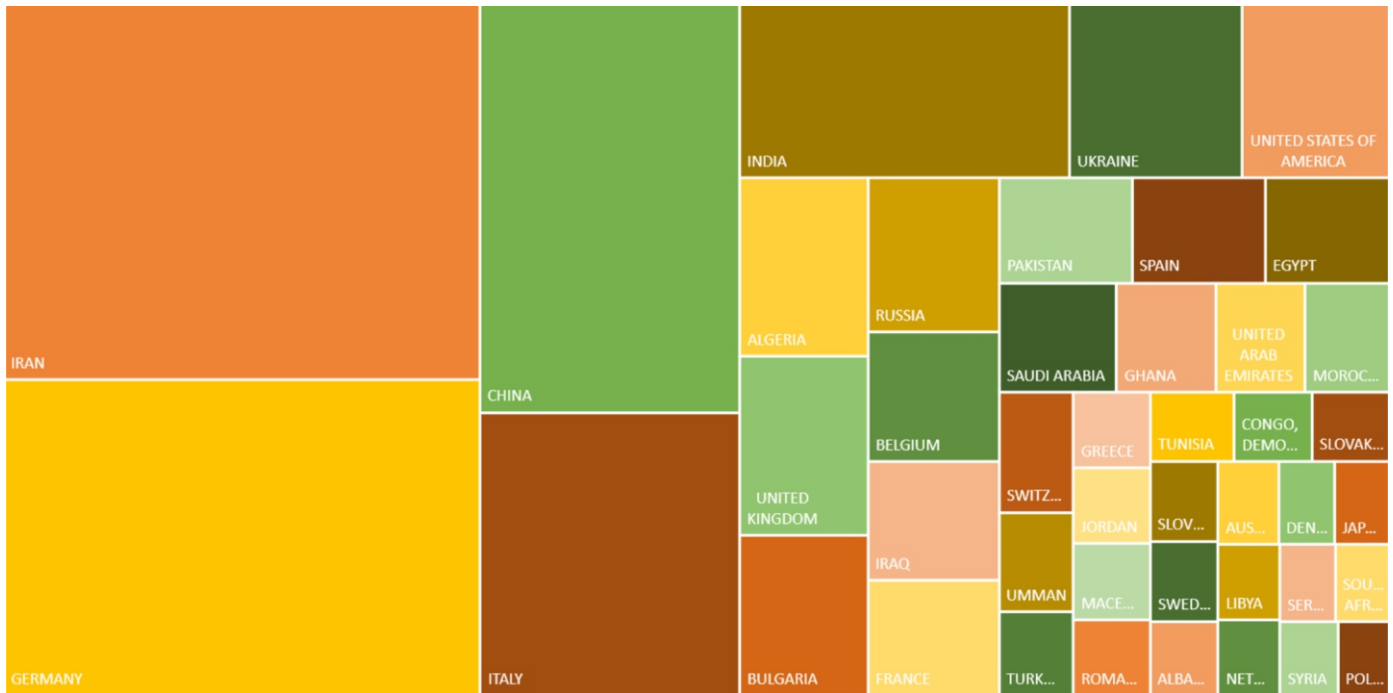
NUMBER OF VISITORS

The ANKIROS/ANNOFER/TURKCAST 2018 fairs were visited by 2.657 international visitors from 86 countries and 14.450 local visitors total of 17,197 sector professionals. With these numbers the international visitors number increased by 52% and local visitors number increased by 12% comparing to the previous year. The total number of visitors increased by 17%.

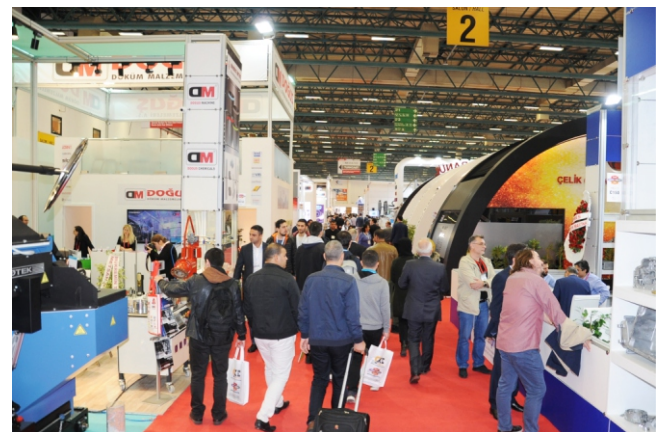
VISITOR PROFILE



VISITOR PROFILE BY COUNTRY*



* Countries with more than 10 visitors



EVALUATION ACCORDING TO THE VISITORS

ANKIROS/ANNOFER VISITOR PROFILE

TYPE OF COMPANY

• PRODUCER	%53
• DISTRIBUTOR - REPRESENTATIVE	%9
• IMPORT – EXPORT, WHOLESALER	%12
• SERVICE INDUSTRY	%9
• OTHER	%17

VISITORS BUSINESS FIELD

• IRON - STEEL	%34
• NON - FERROUS METALS	%15
• FOUNDRY	%32
• OTHER	%19

VISITOR'S BUSINESS SUBJECT

• FOUNDRY	%28
• INTEGRATED MILL	%13
• ROLLING MILL	%12
• FORGING	%8
• ARC FURNACES	%11
• HEAT TREATMENT	%7
• OTHER	%21

TURKCAST VISITOR PROFILE

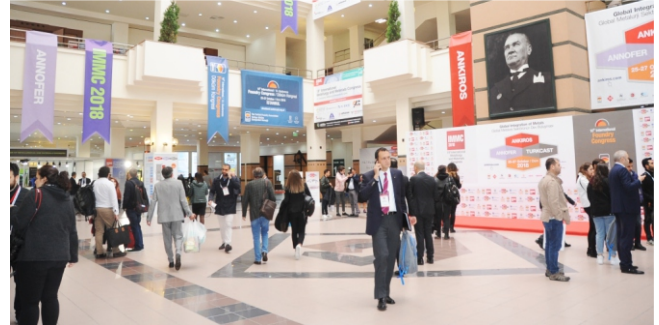
The sector fields of attendants who visited TURKCAST 2018 in hall 7 are shown in the chart below. These statistics do not include ANKIROS/ANNOFER 2018 data. Casting buyers from all around the world visited TURKCAST 2018.

VISITOR COMPANY'S LINE OF BUSINESS

• FOUNDRY	%37
• AUTOMOTIVE INDUSTRY	%5
• HEAVY DUTY	%8
• ELECTRICITY	%4
• CEMENT INDUSTRY	%2
• CONSTRUCTION SECTOR	%6
• WHITE GOODS	%4
• RAILWAY	%2
• HEATING INDUSTRY	%5
• DEFENCE AND AVIATION	%3
• SHIP BUILDING SECTOR	%2
• OTHER	%22

WHAT TYPE OF CASTING WOULD YOU LIKE TO BUY?

• GRAY IRON	%17
• STEEL	%21
• ALUMINUM ALLOY	%13
• NODULAR IRON	%5
• COPPER ALLOY	%4
• OTHER	%40

ANKIROS ANNOFER TURKCAST 2018
COMBINED VISITOR STATISTICS

The following statistics are obtained from the common data of ANKIROS ANNOFER TURKCAST 2018. The distribution of visitor's job functions can be examined from the table below.

JOB TITLE

• MANAGEMENT	%34
• PURCHASING	%7
• ENGINEER / PRODUCTION	%13
• MAINTENANCE	%6
• R & D / QUALITY CONTROL	%1
• MARKETING - SALES	%12
• FINANCE - ACCOUNTING	%2
• ACADEMICIANS - STUDENT	%8
• OTHER	%17



ANKIROS

ANNOFER

TURKCAST

**25-27 Oct. 2018
İSTANBUL**

SUPPORTERS



TÜDÖKSAD- Turkish Foundry Association



AMAFOND

AMAFOND - The Italian Foundry Machinery and Products Association



Turkish Iron and Steel Producers Association



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



UCTEA
CHAMBER OF METALLURGICAL
AND MATERIALS ENGINEERS

UCTEA - Chamber of Metallurgical Engineers



CEMAFON - The European Foundry Equipment Suppliers Association



TÜRKİYE CUMHURİYETİ
TİCARET BAKANLIĞI

Republic of Turkey, Ministry of Trade



EUUnited - The European Engineering Industries Association



Presidency of the Republic of Turkey
Presidency of Defence Industries



VDMA – German Mechanical Engineering Industry Association



KOSGEB - Small and Medium Enterprises
Development Organization of Turkey



WFO – World Foundry Association

ANKIROS**ANNOFER****TURKCAST****25-27 Oct. 2018
İSTANBUL****CONCURRENT CONGRESSES****CONCURRENT CONGRESSES**

ANKIROS/ANNOFER/TURKCAST 2018 Fairs hosted congresses in the same venue that addressed the recent scientific and technologic developments in the metallurgy industry. "19th International Metallurgy and Materials Congress" organized by UCTEA Chamber of Metallurgical and Materials Engineers and "10th 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.

**10th International Foundry Congress**

Within the motto "Sustainable Profitability In The Foundry Industry", 10th International Foundry Congress enlightened the visitors from various aspects with sessions and presentations. At the Congress, three invited speakers, Yaylı Güney (Gunay Consulting) - "Industry 4.0 In Foundry Industry, 6W + 1H?", Dr. Carsten Kuhlgatz (Hüttenes-Albertus Chemische Werke GmbH - CEO) - "Development of The Electric Vehicles Market By 2030 in Germany, Europe, US and China "and Andy Chen (Austemper Components Manufacturing Corporation) - " Applications of ADI for Suspension Components in Off-Road Vehicles and Other New Developments " honoured our organization. In total, 46 oral presentations were performed in 7 sessions during the Congress, as well as with the poster session. With the congress, the 5th Reflections of "The" Casting - Photo Exhibition, Hakan Karakaya's "Cast Sculptures" Exhibition and "Getting To Know The Metal Casting" Demonstration drew attention.

**19th International Metallurgy and Materials Congress**

19 th International Metallurgy and Materials Congress was organized by the Training Center (METEM) of the UCTEA - Chamber of Metallurgical and Materials Engineers.

In IMMC 2018, the participants had the opportunity to follow the latest technological developments and results of academic researches. Novel designs and products also were presented by the companies.

In the sessions, high quality scientific/technical papers were presented by the invited speakers.

The papers selected by the Organization Committee and were published in the journals in the SCI-Expanded list indexed in Thomson Reuters, Scopus, and Google Scholar.

B2B & PROCUREMENT COMMITTEES**REPUBLIC OF TURKEY, MINISTRY OF TRADE VE PROCUREMENT COMMITTEE PROGRAMS**

With the support of Republic of Turkey, Ministry of Trade, a procurement committee was organized by OAIB – Middle Anatolian Traders' Association. OAIB was in charge of the arrangements for the companies to be brought to the fair ground for B2B meetings with the interested exhibitors.

TURKCAST – VDMA MATCHMAKING PROGRAMS

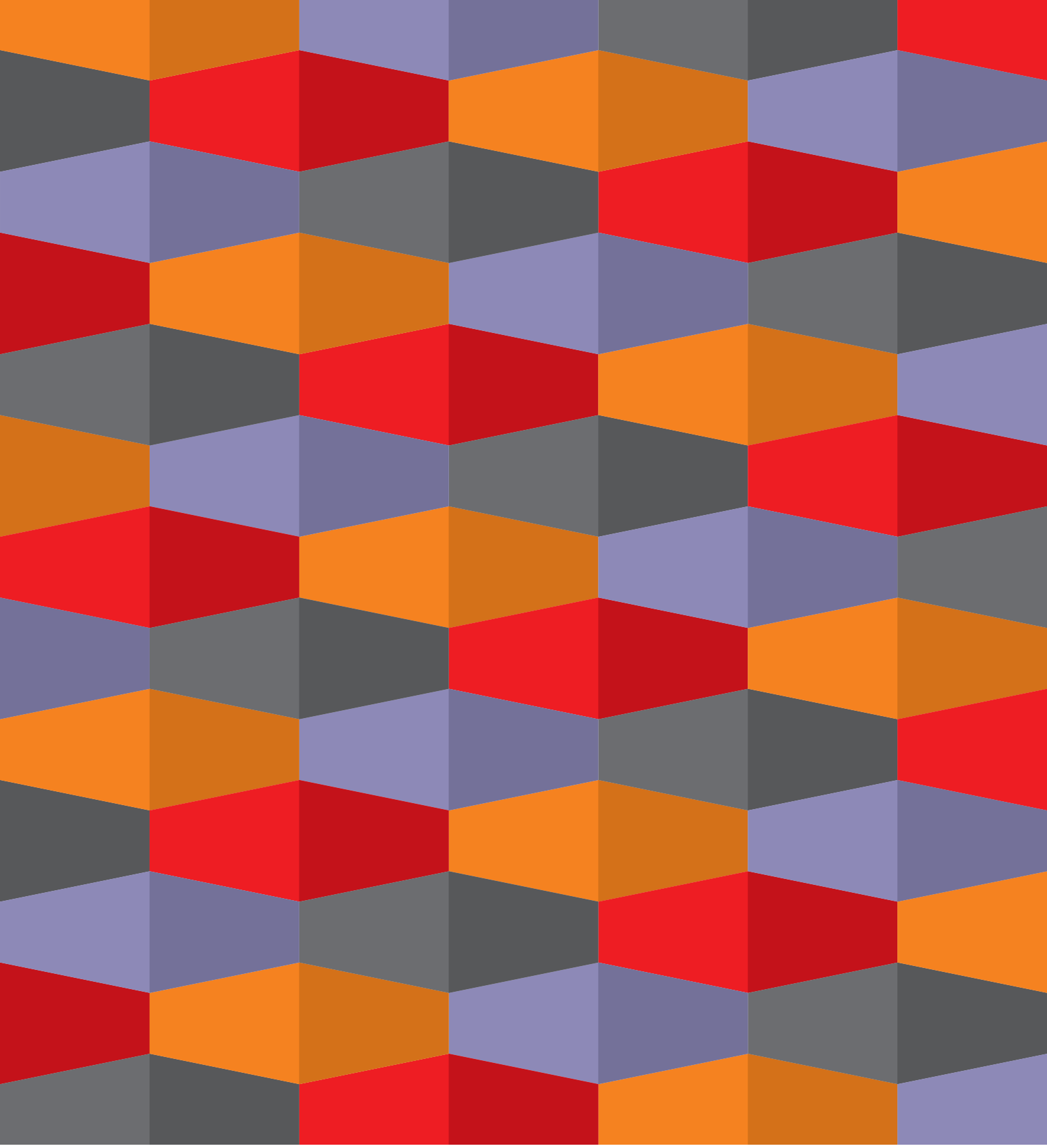
During last 3 events, German Casting Buyers program was organized by the organizer with the support of VDMA. The casting buyers from Germany had the chance to meet over 70 Turkish foundries under one roof. With this program over 60 meetings took place with the TURKCAST exhibitors.

PROFESSIONAL PROCUREMENT COMMITTEE VISITS

Professional B2B companies organized international fair advertisements and visits. Companies from Middle East and Africa visited the fairs within this special program.

**INDUSTRIAL DELEGATION VISITS****DEFENSE AND AVIATION INDUSTRY & ANKIROS ANNOFER TURKCAST**

The companies operate in the defense and aviation industry had a chance to see the ability and opportunity of Turkish foundry industry. The technical personnel of Presidency of the Republic of Turkey, Presidency of Defense Industries, all related to defense and aviation associations and companies visited the fairs. Delegations from Russian Foundry Association, Ukraine Foundry Association, Oman Chamber of Commerce and Bulgarian Foundry Association also visited the fairs.



We would like to thank all our components to be with us in this Metallurgy gathering for the 14th edition.
We are inviting you to next event at 2020 on our 30th anniversary.



Deutsche Messe

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

Prof. Dr. Aziz Sancar Cad. 6/2
06680 Çankaya, Ankara, Turkey
Phone: +90 (312) 439 6792
Fax: +90 (312) 439 6766
www.ankiros.com
info@ankiros.com

