

Under the High Patronage of  
Mr Emmanuel MACRON  
President of the French Republic

# 2024 iNTER MAT.

PARIS  
24 - 27 APRIL 2024

Sustainable  
construction solutions  
& technology exhibition

The entire construction  
industry mobilised to  
build tomorrow better.

# #low car bon

CO-LOCATED



ORGANISED PAR

COMEXPOSIUM

EVOLIS  
LES ACTEURS DE L'INDUSTRIE  
EN MOUVEMENT

SEIMAT

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# Editorials



**Christophe Lecarpentier,**  
Exhibitor Director,  
INTERMAT

## The federating platform for the entire construction sector

In view of the momentous environmental, economic and social challenges facing the construction sector, we decided to redefine INTERMAT as a place for the gathering and idea-sharing of an entire sector united to build a collective low-carbon path, which is the central theme of our 2024 edition.

We welcome the mobilisation alongside us of the sector's five main trade associations, since collaboration between equipment and machinery manufacturers, energy suppliers and construction companies is essential if we are to collectively provide the right solutions for professionals and appropriately meet their needs for innovative, sustainable solutions.

## Equipment and machinery at the heart of low-carbon challenges

French and international equipment manufacturers, who are playing their full part in helping to achieve the low-carbon targets set for 2050, have chosen INTERMAT to showcase their innovation momentum which, since the 2018 edition, has accelerated sharply in the aim of meeting these challenges.

INTERMAT 2024 will be their showcase and that of all the players in the construction industry, working together to share a common vision and showcase the latest breakthroughs on the market in terms of machinery, equipment, technologies, digitisation, energy storage solutions and plant hire.

## An exhibition model redesigned around the big challenges of construction

In this light, 2024 will be a year of renewal, with an exhibition model redesigned in terms of format and offering refocused around four pillars: Innovations, Energies, New Equations and Commitments, each of which will provide highlights and developments in line with the four major challenges facing the construction industry.

New for 2024, the Industry Forum's BFM Business TV set, featuring a series of round tables, will provide an opportunity to take a broad look at societal, energy and economic issues, the challenges of decarbonisation and digitalisation, and also raise public authority awareness of the fundamental role of our sector in achieving net zero.

A new area dedicated to employment and training will showcase the initiatives taken by the federations to promote the appeal of occupations in the building and public works sector, and encourage connections between young talent and companies, through workshops, talks and job-dating sessions.

The exhibitor range will be repositioned around five hubs of expertise, with a new hub dedicated to New Technologies and Energies to showcase equipment incorporating alternative energy sources, virtual engineering, autonomous vehicles, etc., and a demonstration zone to offer visitors a glimpse of the worksite of the future.

The low-carbon theme will also be at the heart of the exhibition to improve its environmental performance, through the CSR charter that we have introduced to make the event more responsible and encourage exhibitors and visitors to lead the change.

## And the return of all the major highlights that make up the INTERMAT DNA

The international INTERMAT Innovation Awards competition: a showcase for the most innovative equipment presented by the show's exhibitors. The nominees will be announced at the Press Days.

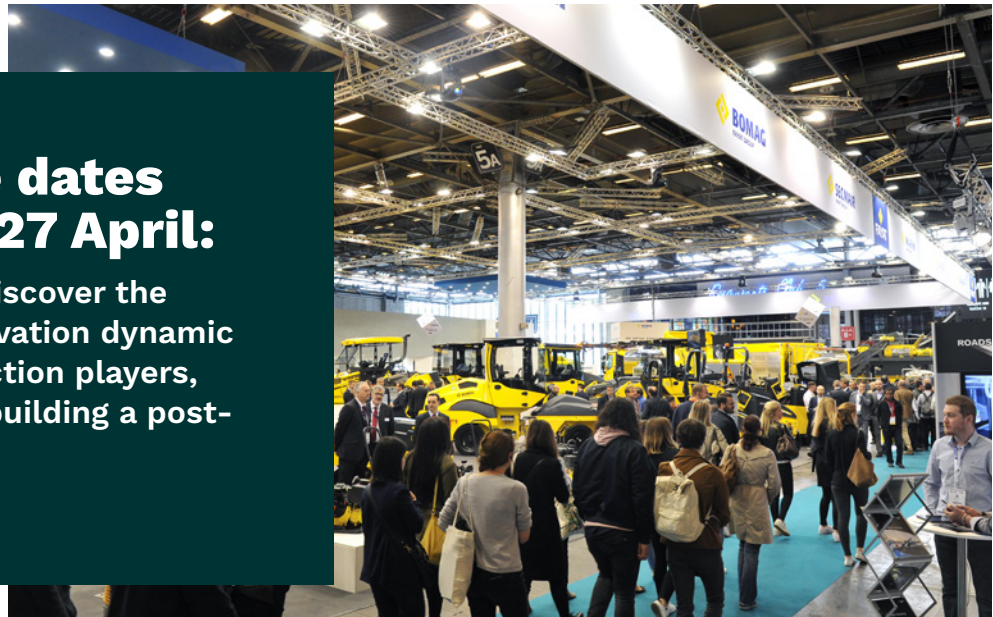
The Start-up Village: exploring the solutions, technologies and practices of tomorrow through an exhibition area, events and talks.

INTERMAT Demo: demonstrations of innovative equipment in real-life conditions for a deep dive into the worksite of the future.

WORD OF CONCRETE EUROPE: an exhibition and forum covering the entire value chain of the European concrete sector.

## Save the dates of 24 to 27 April:

four days to discover the powerful innovation dynamic of all construction players, dedicated to building a post-carbon future.



INTERMAT 2018



**Jean-Claude Fayat,**  
Chairman of EVOLIS

« The new edition of Intermat, held from 24 to 27 April 2024 following a 6-year absence due to COVID, must be a catalyser for the unprecedented change that our companies are experiencing.

To achieve this, the entire industry has come together to draw up a structural roadmap for the five to ten years ahead: what solutions, what combination of low-carbon energies, and for what uses? We want to rise to the challenge of providing clear answers to these questions that are on the lips of all the visitors we will be welcoming at Villepinte.

It is a genuine opportunity to have, in France, a construction industry vertical which is probably one of the sectors of excellence in our country (in the same way as the luxury goods or aeronautical sectors). We have some very large order principles, rental companies, importers, equipment manufacturers, along with a great many small and medium-sized businesses. All these companies, all these players have embraced corporate social responsibility issues and are often a step ahead of the regulations that emerge.

Our organisations have come together to align their perspectives: FNTF, FFB, DLR, SEIMAT and EVOLIS have worked in concert to draft and propose a "sustainability

and decarbonisation roadmap” incorporating the world of energy suppliers and offering a platform to increasingly sustainable cities.

Our conclusions are a source of encouragement: the French ecosystem is ahead of the curve on the subject of equipment sustainability and on that of decarbonisation. This lead is probably not given enough visibility. Having a major tradeshow in Paris is an opportunity to demonstrate how our vertical is stepping up to the challenge, and a chance to help policymakers realise that zero carbon worksites that are also quiet and less polluting are a reality of the near future.

Intermat will therefore be the backdrop for this awakening and for discussions that we intend to be productive between manufacturers, with policymakers who will be required to focus their regulations on the right subject by encouraging manufacturer innovation. »



**Davy Guillemard,**  
Chairman of SEIMAT

« Interimat is the major event in 2024 for our industry, bringing together all the players in the sector: equipment manufacturers, service providers, distributors, rental companies, major operators and users.

This year’s event, which we wanted to be organised around the full market vertical, has been redesigned and placed under the theme of the low carbon transition. Visitors will be able to discover a wide range of solutions to support the ambitions of the players in our ecosystem to reduce greenhouse gas emissions. While there may be no silver bullet technologies, our zero-emissions target will be achieved through a range of solutions, perfectly adapted to each application, many of which are already available from machinery and equipment manufacturers.

The low-carbon transition of the construction and public works sector is a major priority for the French economy, and SEIMAT and its members have been heavily involved in this process, in particular by working with the public authorities to draw up a national roadmap to reduce the carbon footprint of construction equipment. This year’s Interimat will reflect the work undertaken by the profession, with exhibitors showcasing innovative technical solutions and alternative powertrains, as well as systems to improve energy efficiency in the building process.

To help visitors decipher this energy transition and the various existing and future ways of addressing it, in addition to the stands of our global brands focused on innovation, a comprehensive and varied programme of talks and round tables led by experts will be on offer to enlighten and support them in their approach.

Finally, Interimat remains an ideal opportunity for all professionals in the building and public works sector to meet up, exchange ideas and discover the solutions they are looking for, in a friendly and businesslike environment. »



# **The sustainable construction solutions and technology exhibition**



# #FACT FILE

**1,000**  
exhibitors

including **65%**  
from outside France

**40** countries

## Frequency: triennial

**3** exhibition  
halls

**2** outdoor  
exhibition  
areas

**1** demo  
zone

**BFM**  
BUSINESS

The Industry Forum's  
BFM TV studio stage

The Jobs &  
Employment Area

An exhibition model redesigned around  
the **4** big challenges of building and public works

**#1.**  
Innovation

**#2.**  
Energies

**#3.**  
New equations

**#4.**  
Commitments

## **5** hubs of expertise

for a targeted and enhanced exhibitor offering

Low carbon at the heart  
of the 2024 show with  
**1** new hub dealing with new  
**Technologies and Energies**

**50%**  
**of visitors**  
work for a  
building contractor

### INTERMAT is aimed at the activities of:

- Equipment and machinery fleet management, technical services
- Works departments, design and engineering offices
- **New in 2024:** innovation, R&D, BIM and digital transformation, QSE, strategic planning, sustainability departments



# #ABOUT THE ORGANISERS

S.E INTERMAT brings together:



## EVOLIS

EVOLIS, a grouping of CISMA (construction, infrastructure, steel and handling equipment association) and PROFLUID (French pumps and agitators, compressors and valves association), is the trade organisation representing the players in the French mechanical equipment market. Since its merger with SYMOP (organisation of machines and equipment for industrial production), EVOLIS now represents 600 member companies, 82,000 jobs in France and a turnover of 18 billion euros, of which 11 billion euros is exported.

[www.evolis.org](http://www.evolis.org)



## SEIMAT

SEIMAT, the Association of International Civil Engineering, Mining, Construction and Hoisting Equipment Industries. SEIMAT federates and drives the leading global players in construction machinery and equipment operating in France. The trade association brings its members key expertise on legal, technical, social, environmental, customs, and health & safety issues. It also offers constantly updated information on economic and industrial activity, and produces equipment sales statistics for France. Through its society Club SEIMAT, it actively contributes to promoting and enhancing the brand image of jobs in construction and handling maintenance.

[www.seimat.com](http://www.seimat.com)



## COMEXPOSIUM

one of the leading event organisers worldwide, creating events that bring communities together to discover and explore businesses, passions and interests. Comexposium organises more than 150 professional and general public events, covering more than 10 sectors of activity (agriculture/food, retail/digital, fashion/accessories, leisure...). The group connects 48,000 exhibitors and 3.5 million visitors, 365 days a year in 22 countries. Creating experiences and encounters between individuals, Comexposium enables throughout its events (SIAL, All4Pack, Paris Retail Week, One to One Monaco & Biarritz, Foire de Paris, Rétromobile, etc.) and its associated content its communities to be connected all year round through an effective and targeted omni-channel approach.





## **We, the federations of the Construction industry, undertake to pool our effort to overcome the climate and societal challenges of our time together.**

In the wake of the 2016 Paris Accords, France has embarked on an unprecedented fight against global warming, with the aim of becoming climate neutral by 2050. We have a central role to play in this transition to a net zero society. We are firmly committed to assuming this responsibility with determination, while recognising the need for strong support from the authorities and the government.

We acknowledge that this decarbonisation requires a profound transformation of our sector. It requires an overhaul of our methods at every level, from the design of infrastructure and buildings to the use of materials, equipment and machinery, along with training and professional practices. It is a colossal challenge, but we are ready to take it on together.

Since INTERMAT 2018, our sector has undergone many upheavals. Technological innovations, new construction practices and new energy sources are all opportunities that we must seize together. We are determined to move forward together to take full advantage of these unprecedented developments.

We are aware that construction equipment, which is responsible for around 20% of a project's greenhouse gas emissions, requires special attention. We intend to actively explore alternatives to internal combustion engines, whether electric, biofuel or hydrogen-based. We are convinced that this energy transition cannot be achieved without a long-term vision, a collective approach and the support of the authorities.

At the same time, we want to promote our job disciplines to attract and retain talent. We are aware of the challenge posed by the shortage of labour, and we are working hard to highlight the exciting aspects of our jobs and the opportunities offered by the ecological and energy transition. We strongly believe that technological progress, particularly digitalisation and robotisation, will help to create a positive and innovative image for our industry.



INTERMAT 2018

**As INTERMAT 2024 approaches, we are determined to rise to these challenges together. Today more than ever before, our industry needs to unite to accomplish the transition to more sustainable and environmentally construction. We call on all players in the construction industry to join us in this approach and to support this drive for unity and cooperation.**

« The public works sector has committed to reducing its carbon footprint by 40% by 2030. This ambition can only be achieved if we work together. 20% of our greenhouse gas emissions are linked to the site equipment and energy we use. It is therefore necessary to put in place coordinated measures involving all the players in the sector, including manufacturers, and work with the public authorities. Many of the young people I meet say to me: «I had no idea you were so innovative for the ecological transition in the sector! These reactions show that innovation and the ecological transition are major factors in the appeal of jobs in public works. And that's good news, because we do innovate, and now we're telling the world! »

**Alain Grizaud**

Chairman of the National  
Public Works Federation (FNTP)\*



« Collaboration between construction contractors and manufacturers is essential if we are to jointly build the equipment of the future. Equipment that is suited to different types of worksites - new build, energy renovation, etc. - and to different working environments, in both built-up and rural areas. Our companies are resolutely committed to decarbonising their activities, and equipment is an important lever for achieving this. There are still many questions to be answered: for what uses? What performance? At what price? With which energy sources? It's a complex equation, but I'm sure that together, the players in the sector will be able to come up with concrete, pragmatic answers. Not only will this be beneficial for the climate challenge, but also for the image of our sector and the appeal of our professions. »

**Olivier Salleron**

Chairman of the French Building  
Federation (FFB)



« Decarbonising construction equipment is a key challenge for the sector. But this must not come at the expense of operational efficiency and reliability. This is why all stakeholders, including rental companies and distributors, must be able to collectively opt for sustainable technologies with a long-term vision.

By offering the possibility of having the right equipment for the right purpose, which optimises the processes and reduces project duration, equipment rental is popular with construction contractors, even accounting for 80% of their fleets. Equipment rental companies therefore have a key role to play in the energy solutions to be selected for future machinery. But we need clear government guidelines in this area.

Technological progress in site equipment, combining ecology and innovation, is making the construction sector more attractive to younger generations. These developments correspond to their environmental values and their affinity with digital technology, while offering them the opportunity to acquire skills that are in demand on the job market. »

**Philippe Cohet**  
Chairman of DLR





# **Business outlook for the French construction market in 2024**





# #THE CONSTRUCTION EQUIPMENT MARKET

According to the latest economic survey conducted by EVOLIS among its members, manufacturing activity is expected to slow down in 2024.

**As indicated by the sharp fall in manufacturers' opinions on order books over the coming months, the gloomier business outlook will particularly affect the construction equipment sector, which will see its sales fall by 6%.**

**In the fluid power equipment sector, sales growth in 2024 will be weak at around +2%, of which +3% on the domestic market and only +1% on the export market. Business in the industrial equipment sector is expected to grow by 1.7% in 2024, driven mainly by the export market.**

Le carnet de commandes étant à la baisse, la charge de travail dans les bureaux d'études serait en With the order book falling, the workload in design offices is likely to be lower than business leaders had anticipated. **Finally, in the materials handling equipment sector, manufacturers remain more optimistic, but are still anticipating a slowdown, with expected growth of just under 5%.** The opinion on order books has deteriorated slightly, particularly in the domestic market.

+1,7%



INDUSTRIAL  
EQUIPMENT

-6%



MATERIALS FOR  
CONSTRUCTION

+2%



FLUIDIC  
EQUIPMENT

+5%



HANDLING  
EQUIPMENT



# #THE PUBLIC WORKS MARKET\*

**After a year 2023 that was overall more satisfactory than expected, thanks to strong investment by metropolitan authorities and a deceleration in public works production cost increases, the public works sector expects business to remain stable overall in 2024, but with contrasting trends by region and by type of customer.**

While the effect of the municipal cycle on public works activity should be positive, the property crisis will affect investment by private customers and the départements. The stoppage of construction work for a long period around the 2024 Olympic Games (JOP) will also have an additional impact on the Ile-de-France region.

**Taking into account the various forecasts by project owners, and their relative weight in the sector's sales, the outlook for public works activity is estimated at +2% in value terms for 2024, i.e. a slight fall of 1% in volume terms (assuming a 3% rise in production costs). This slowdown in PW growth can be explained in particular by the impact of the Olympic Games, which will reduce PW sales by 2 percentage points.**



However, while the Public Works sector as a whole expects relative stability for 2024, companies could find themselves in very different situations depending on the structure of their customer base or their region.

Investment by local authorities and major operators should remain the driving force next year, two years ahead of the city council elections. On the other hand, there are concerns about the private sector, with a severe property crisis in the making, and about the French départements as a knock-on effect. Dynamics will also vary greatly from one area to another, which could further widen the gap between metropolitan areas or large joint authorities that are launching structural projects, and more rural areas where needs nevertheless exist (particularly for upkeep).



# #THE BUILDINGS MARKET\*

**The 2024 climate for the building industry will remain gloomy, despite a levelling off or even a very modest fall in interest rates. Rising unemployment and very weak growth (+0.4% in volume terms) are unlikely to be conducive to long-term investment.**

The deterioration in the institutional environment will reinforce this fundamental trend, with the announced cuts to the zero interest loan scheme, the scheduled end of the Pinel programme in 2025, and the somewhat disruptive reform of MaPrimeRénov' (limiting renovations by technique, and the cumbersome introduction of Mon Accompagnateur Rénov').



**As a result, 2024 will be the start of a recession in the building industry, with a 5.5% fall in sales volume, dragged down by the 14.6% fall in new building. More specifically, new housing activity will plunge by 21.3%, penalised by the continuing collapse in new housing starts: at -15.9%, they will fall to an all-time low of 241,000 units.**

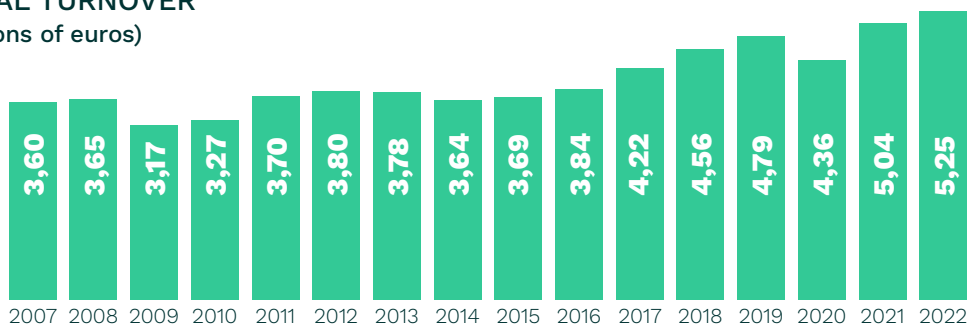
# #THE RENTAL MARKET

## The rental market continues to rise

### Rental sales continued to grow in 2022.

With estimated growth of 4% in 2022, rental sales reached 5.25 billion euros. The increase in sales would appear to testify to the resilience of the rental sector to the cyclical constraints of 2022. For 2023, the sector's growth could be further hampered by recruitment difficulties in the construction sector, shortages of raw materials, industrial action and rising energy prices.

### ANNUAL TURNOVER (in billions of euros)



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Change in Sales	11%	1%	-13%	3%	13%	3%	-1%	-4%	1%	4%	10%	8%	5%	-9%	16%	4%

Results survey

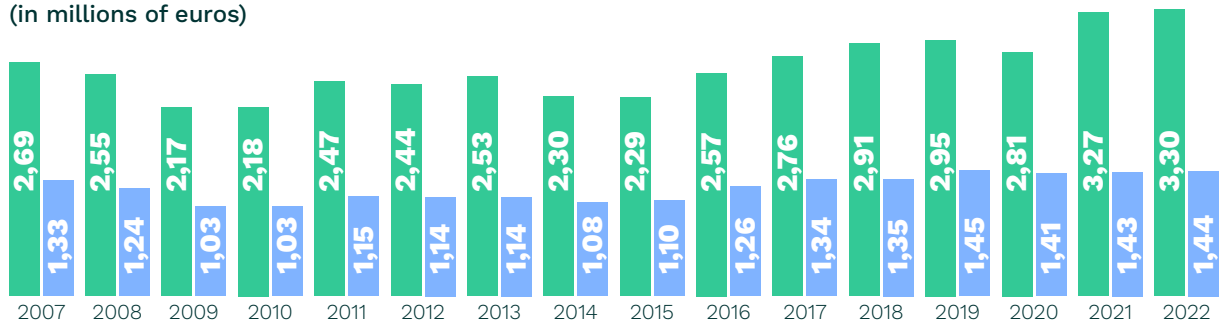
Estimates by Asterès based on DLR Bilan Baromètre rental surveys and commercial court statistics

## Average turnover is stable

### Average turnover of rental companies remained stable after a sharp rise in 2021.

It now stands at 3.30 million euros per company and 1.44 million euros per establishment. In other words, sales have increased in similar proportions (+4%) to the demographics of companies (+3%) and establishments (+4%).

### AVERAGE TURNOVER (in millions of euros)



Review survey, Insee, Count Asterès

■ Average sales per company (M€)

■ Average sales per establishment (M€)





**The European  
construction  
industry declares  
its support**



## Why are you an INTERMAT partner?

« The green transition and the digitalisation of the construction process imply a stronger cooperation between all the actors along the value chain.

It is part of our role - as representative of construction companies, namely the users of machineries and equipment - to help strengthening this link. We therefore found that the partnership with INTERMAT would be an important move into this direction. »

## What do you expect from the next edition?

« We are convinced that INTERMAT offers a great opportunity for construction companies to learn about how machineries and equipment manufacturers are integrating new technologies and new requirements into their products. Innovation and technological advancements are progressing extremely rapidly and those who fail in coping with this challenge will not be able to remain competitive. Looking ahead at the next edition of INTERMAT, FIEC expects the event to provide ideas and answers to construction companies on how to implement and accelerate their compliance with the environmental, digital and overall sustainability requirements. On the one hand, this will allow them to identify opportunities for investments and for planning them ahead. On the other hand, it will also allow them to envisage new possibilities for innovating their own structures and processes.

### **Domenico Campogrande**

Director general of the European Construction Industry Federation (FIEC)



« As the Committee for European Construction Equipment, CECE is dedicated to making the voice of the industry heard; representing its concerns and interests at the EU level. As such, CECE supports Intermat as the meeting place for the building and civil engineering sector and intends on using the event to raise awareness about the industry, as well as increase policymakers' interest. The importance of this show for the European construction equipment industry cannot be understated, most of all in 2024. In the face of market uncertainties, addressing and making known the needs and issues of the sector is crucial, especially with the European elections on the near horizon. CECE looks forward to this next edition of Intermat. »

**Riccardo Viaggi**

General secretary of the Committee for European Construction Equipment (CECE)



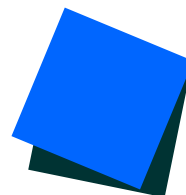
« Since it was founded in 2006, the ERA has always attended Intermat, either with its own stand or in conjunction with other French or European associations. Intermat is an important meeting place for the equipment rental industry, not only in Europe but also far beyond, thanks to its international participants.

The 2024 edition, which focuses on sustainable solutions and technologies, marks an important step for the industry as a whole in addressing decarbonisation and the energy transition.

This only strengthens the presence of the ERA and its national counterparts, since equipment hire contributes to the circular economy by drastically reducing carbon emissions. »

**Michel Petitjean**

Secretary general of the European Rental Association (ERA),





# A 2024 show redesigned around the 4 major challenges of the construction sector

The 2024 edition aims to harness the collective excellence of the construction sector, mobilised to address the sector's major issues in terms of decarbonisation and energy, digitalisation, CSR commitment, training and employment, but also to organise a platform for dialogue with the public authorities. To do so, INTERMAT 2024 will draw on four main pillars that will each offer highlights and developments featuring in the four main challenges for construction.



# #INNOVATION

**New in  
2024**

**BFM  
BUSINESS**

**A BFM Business  
TV studio at the  
heart of the new  
Industry Forum**

With one theme per day, the BFM Business TV studio will offer a dedicated space for discussion and debate on innovation, new energies, sustainable cities, new professions, etc., and address the challenges of decarbonisation from all angles and with a forward-looking perspective.

**The BFM Business TV studio will be located in the Industry forum (Espace Filière), a nerve centre at the heart of the exhibition, to showcase the efforts of the sector's five major federations: DLR, EVOLIS, FFB, FNTP and SEIMAT, who will be on hand to welcome visitors and discuss the major challenges facing the sector.**

**At the show, their chairmen will sign the manifesto.**

**"4 keys to support the decarbonisation of construction equipment"**

which sets out their four undertakings: Adopt the right energy for each use, Save energy, Jobs, Circular economy and CSR to act together, measure, set a trajectory, offer solutions with high climate benefits and support all the businesses in the sector.

## **Around thirty round tables to trigger reflection and debate**

The BFM Business TV studio will feature round-table talks by high-level speakers from the building and public works industry, project owners and prime contractors, energy suppliers, innovators, training providers and public authorities..., as well as insights from leading French and international experts.

**Speaking slots and debates will cover all the issues at the heart of the construction industry over the 4 days of the exhibition:**

- the undertakings of the construction industry,
- sustainable cities and societal expectations,
- the vision of construction groups,
- solutions to supply energy to worksites,
- material innovations,
- equipment and new energies,
- CSR and the tide of regulations,
- auditing and taxonomy,
- equipment hire and new business models,
- digital tools,
- the issues of retrofitting, rebuilding and reconditioning,
- training and job appeal,
- recruitment,
- the aspirations of the younger generation,
- adaptation to new equipment,
- operators at the heart of the debate,
- e-influencers,
- etc.

**Innovation Day and the presentation of the FNTP Trophies will take place on Thursday 25 April.**



# #ENERGIES

## New in 2024

**The New Technologies & Energies hub: an immersion in the low-carbon and connected work site of the future**

The New Technologies & Energy Hub, dedicated to the development of equipment incorporating alternative energy sources, virtual and digital engineering, autonomous vehicles, energy storage solutions, etc., will bring together:

- An exhibition zone;
- A space dedicated to start-ups to present the stars of the future,
- An unprecedented forum offering talks nonstop;
- A demonstration zone dedicated to zero-carbon equipment, especially electric, to dive deep into the low-carbon connected worksite of the future.

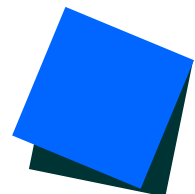
**Designed as a space for animation and conviviality, the Start-Up, organised in association with Impulse Partners, will be located at the heart of the New Technologies & Energies Hub.**



« The public works sector is booming! Machines are becoming increasingly sophisticated, at the cutting edge of modern technology, and there's no shortage of training opportunities! New technologies, artificial intelligence, exoskeletons... this sector already has one foot in the future! »

**Anthony Goubert**

Radio TP,  
the influencer partner of INTERMAT



# #NEW EQUATIONS



## New in 2024

### An area entirely given over to Employment and Training

**Employment and training, key issues for the building and public works sector, will be in the spotlight at the 2024 show, with the creation of a dedicated area at the heart of the exhibition. As a rallying point for colleges, young people and companies, this hub for dialogue will showcase the initiatives being taken by the major construction federations and training bodies to promote the attractiveness of careers in the building and public works sector.**

This interactive, immersive, informative and friendly space will also be an opportunity to promote connections between young talent and companies that are recruiting, through workshops, talks and job dating sessions.



### Features on the agenda

**Job dating**, organised in partnership with HelloWork, providing exhibitors with the opportunity to post their job vacancies free of charge and arrange availability slots for job dating during the exhibition.

### Practical workshops:

How to use social media in your job search; CV analysis; job discipline presentations; presentations by young people and HR managers from exhibiting companies...

**Visitor trails aimed at high school students** to show them around machines and disciplines.

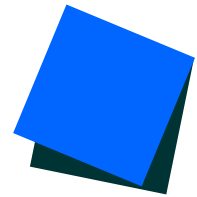
**L'organisation d'un hackathon** entre étudiants basé sur les problématiques réelles des exposants du salon.

**La promotion et découverte des formations et des métiers du bâtiment et des travaux publics**, avec la présence d'écoles, la rencontre d'abonnés d'influenceurs auprès des jeunes, la mise à disposition de casques de réalité virtuelle à 360° pour découvrir les métiers...

**La présence du CCA-BTP et d'organismes de formation aux métiers de la construction et des WorldSkills** avec l'entraînement de l'Équipe de France et la découverte des épreuves par des lycéens.

« In its ongoing quest for excellence and high educational quality, the CCCA-BTP is delighted to be taking part in the 2024 edition of INTERMAT to promote the diversity, technicality and innovation of the building and public works professions and apprenticeship training, which is a path to excellence and success. The CCCA-BTP will be showcasing the innovative teaching solutions it has created to develop and transform training, in line with the current and future skills needs of construction companies and the expectations of the younger generation. »

**Christophe Possémé**  
chairman of CCCA-BTP



# #CONSTRUCTION EQUIPMENT RENTAL

A key sector to decarbonise worksites



**Equipment rental has a fundamental role to play in decarbonising worksites and identifying the energy solutions to be adopted for future machinery. The leading equipment rental companies will be at INTERMAT to promote equipment rental, which is highly popular with construction companies and accounts for 80% of their total fleet.**

Construction equipment rental has not escaped the digital tidal wave that is shaking up distribution and rental as a whole. By offering the most advanced technologies, site equipment rental provides the right equipment for the right job, optimising processes and shortening construction times, and can also be a powerful argument in favour of the appeal of jobs in construction.

« I'm very grateful to be joining the INTERMAT jury for the first time, and I'd like to thank the organizers very much!

**As Europe's third-largest rental company, Kiloutou is well acquainted with the traditional challenges of the construction industry, namely efficiency and safety, both of which are now viewed through the prism of sustainable development. In fact, it's in our Test Center, a unique place for innovation and Research & Development, that we offer our suppliers the opportunity to co-construct equipment that is more sustainable, but just as productive and safe for our customers.**

**The rental sector is a promoter of innovation, as demonstrated by our partnership with OPPBTP on the prevention of machine-pedestrian collisions. Taking part in INTERMAT, this flagship event, is an opportunity for me to become even more open to what new technologies, such as artificial intelligence, can very quickly bring to the building and civil engineering ecosystem, to meet the challenges of safety and sustainable development. »**

**François Renault**  
Equipment & Environment Director,  
Kiloutou





# #COMMITMENTS



**New in  
2024**

**The low-carbon  
theme at the heart  
of the show**



**The low-carbon theme will also feature extensively at the heart of the show to improve environmental performance, with:**

- an exhibition model redesigned in terms of offering and format
- a show redesigned in an approach of resource sobriety and circular economy, with responsible products and services;
- an event offering physical and social access to the widest possible audience

**INTERMAT's CSR Charter is designed to give the event a more responsible dimension and encourage exhibitors and visitors to lead the change by applying innovative, more sustainable solutions.**

**5** commitments  
in the INTERMAT  
CSR charter

## **1** Optimise the eco-design of the show and act in favour of the circular economy

INTERMAT undertakes to reduce signage and favour the use of recycled and recyclable materials (printed documents, badge holders and badges) with a target of +20% recovery/recycling; use eco-friendly materials to build the exhibition's public areas, with a minimum target of 50% of the space eco-designed; provide self-service water fountains in the show's public areas; dematerialise its essential tools (interactive map, access badges) with the goal of halving printing and saving more than three tonnes of paper; and improve communication on waste sorting towards exhibitors and visitors.

## **2** Reduce the show's carbon footprint

INTERMAT undertakes to apply an energy sobriety plan by cutting heating by 10% compared with the previous show; switching off equipment outside opening hours; replacing incandescent bulbs by LEDs, and laying on electric shuttles between the airport and the exhibition centre, and a small electric train to take people around the show.

## **3** Encourage exhibitors to take part in the event with a CSR approach

INTERMAT undertakes to organise an Eco-friendly Participation Award; offer reusable stands or eco-designed fitted stands (reused structure, hired furniture, LED lighting, carpet tiles); offer access to a responsible material library; pool orders of glasses, bottles and cups that are reusable, made in France, recycled or recyclable, and pool the transport of stand supplies for stand set-up and dismantling.

#### **4 Raise visitor awareness on enjoying the event more responsibly**

INTERMAT undertakes to publicise its responsible approach and sustainable actions implemented ahead of the show; promote the eco-attitudes to adopt as part of their attendance; set up a partnership with BlaBlaCar to encourage carpooling; organise talks on CSR themes, and plan specific reception and personal services (loan of manual wheelchairs, hotline for access from car parks) for people with a disability.

#### **5 Put on events to support the economic performance of communities**

INTERMAT undertakes to create an employment-focussed meeting zone, with job dating sessions for companies from the building and public works sector that offer recruitment opportunities, enable them to present their action plans to deal with labour shortages, their training policy, and the wide range of job disciplines that they offer; and set up partnerships with schools and colleges to help students get started in their career and enable companies to meet young talent.





# **An exhibitor offering enhanced and targeted around 5 hubs of expertise**

INTERMAT 2024 is reorganising its sector organisation, with a reorganised and finely tuned offering divided into 5 hubs of expertise to better showcase the brands, products and solutions of the future, as well as innovations specific to each sector.

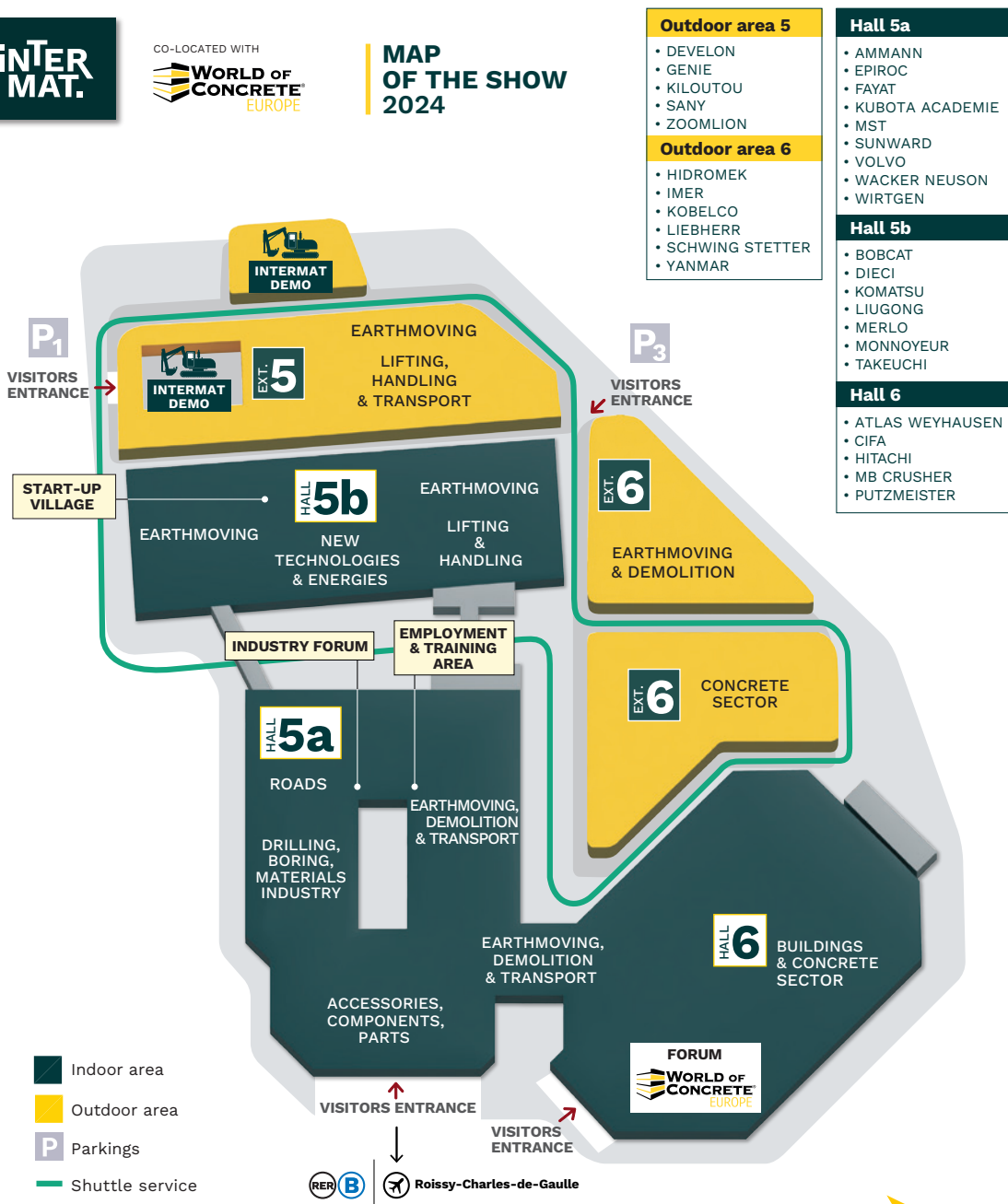


# New in 2024

The creation of a fifth hub dedicated to New Technologies & Energies is in line with the guiding theme of the 2024 event: low carbon. This new hub will provide a showcase for the most innovative cutting-edge technologies, which will be an integral part of equipment in 2024.



## MAP OF THE SHOW 2024



## Earthmoving, demolition and transportation

### This hub brings together:

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

## Roads, Minerals & Foundations

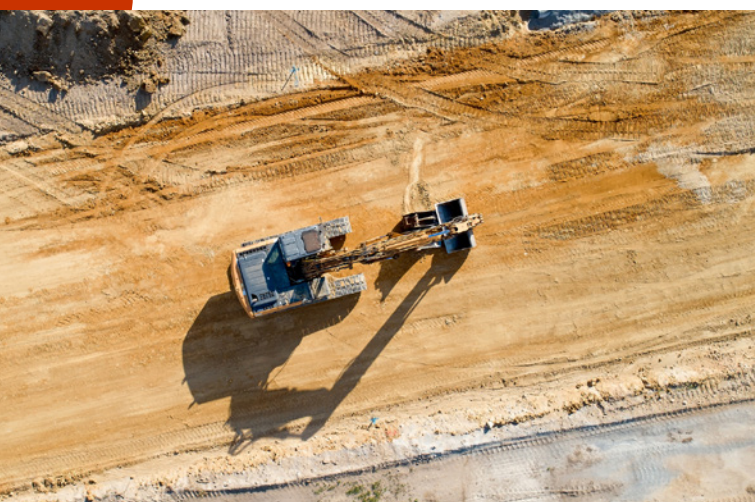
### This hub brings together:

- Accessories and components for roads, minerals and foundations
- Equipment and machinery for road infrastructure
- Machines and equipment for minerals industries
- Drilling, boring, special foundations, trenching machines
- Topography, engineering, automatic systems

## Buildings, civil engineering & concrete sector

### This hub brings together:

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



## Lifting & Handling

### This hub brings together:

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

## New technologies & Energies

### This hub brings together:

- Augmented reality
- Mobile applications
- Drones
- 3D printing
- BIM
- Virtual engineering
- New and renewable energies: electric, hydrogen, natural gas
- Internet of Things (IoT)
- Energy storage
- Decarbonisation solutions
- Engine retrofitting
- Autonomous vehicles



# Flagship events and highlights



# INTERMAT Innovation Awards 2024

9<sup>th</sup> edition of  
the international  
competition  
for innovation  
in construction



Chaired by FNTF



**Chaired by Alain Grizaud, the chairman of FNTF, the international INTERMAT Innovation Awards competition pays tribute to equipment, technology, services, solutions or products that contribute to driving progress in the construction, infrastructure and materials industries, and to achieving the major transitions in the sector**

## A global showcase for innovation in the construction sector

All the INTERMAT 2024 exhibitors and co-exhibitors taking part in the competition benefit from unique visibility before, during and after the exhibition to promote the innovation of a product, service, item of equipment, technology or solution, and offer it nationwide and international exposure.

They were invited to compete in **five categories corresponding to each of the tradeshow's hubs of expertise:**

1. Earthmoving, Demolition and Transportation
2. Roads, Materials and Foundations
3. Building, Civil Engineering and Concrete Sector
4. New Technologies and Energies
5. Low carbon and energy transition

Among the new developments in this ninth edition, entrants could compete in the new category **New Technologies and Energy** (electric, hydrogen, natural gas energies, autonomous vehicles, virtual technology engineering, etc.), while **four special awards recognising initiatives by companies offering a specific innovation will also be presented:**

1. World of Concrete Europe Award
2. Low carbon Initiative and Solution Award
3. Start-up Award
4. Safety Award

## A judging panel made up of French and international users and experts

Chaired by Alain Grizaud, the chairman of FNTF, the jury for the INTERMAT Innovation Awards, mainly made up of users, experts from construction sector companies or bodies, comprises nine French members and six international members involved in the themes of zero carbon and energy but also in the areas of cost savings, safety or training, which are all central topics at the 2024 edition of the show.

Le judges selected entries where the product, service, equipment or technology contributes a breakthrough in the areas of cost savings, technical design and technology used, operation, usage and environmental protection.

**The nominees in the five categories and for the four special awards will be announced at the 18 January at the Press Days, while the winners will be revealed at the Awards presentation ceremony on the first evening of the show.**

### INTERNATIONAL JUDGES

- **Domenico Campogrande**, General Director, European Construction Industry Federation (FIEC)
- **Michel Petitjean**, General Secretary, European Rental Association (ERA)
- **Maria Moreno**, International Director, Asociacion de Empresas Constructoras y Concesionarias de Infraestructuras SEOPAN
- **Alessio Rimoldi**, Secretary General, Federation of the European Precast Concrete Industry (BIBM)
- **Brian Jones**, Construction Plant-Hire Association
- **Massimiliano Ruggeri**, Technical Director, Imamoter
- **Michele Levati**, Director, Lombardini 22 Civil Engineering
- **Heinz G. Rittman**, CEO, Deutscher Auslandsbau Verband

« I think that technological development is one of the essential drivers with which we can seriously address the climate crisis we are experiencing, and INTERMAT is one of the events where we can take stock of the frontiers of this development. It will undoubtedly be an opportunity to compare the development of the various sectors in the construction world, which is becoming ever vaster and more complex, and therefore of great interest to us as designers. I am very interested, for example, in looking closely at how the demolition sector is changing, with particular focus on selective demolition and material reuse, a theme that is critical to decarbonisation in the construction world and on which a lot of progress still has to be made! »

**Michele Levati**  
Lombardini 22





### THE FRENCH JURY

- **Dominique Chevillard**, Technical and Research Director, FNTF
- **Christophe Possémé**, President, UMGO-FFB
- **Fabrice Blanc**, Equipment Director, Eiffage Génie Civil
- **Maxime Chamillard**, Labs coordinator & Innovation strategy consultant, Impulse Partner
- **Vincent Simon**, Director of ambassador engagement, Worldskills
- **Matthieu Armengaud**, Head of Maintenance, Safety, Environment, DLR
- **Frédéric Peigne**, Project Director of Grand Paris Express lines 16 and 17, Société du Grand Paris
- **François Renault**, Equipment and Environment Director, Kiloutou
- **Anthony Goubert**, influencer, Radio TP

« Having spent the last 30-plus years in the construction sector on projects dealing with energy, the environment and transport in France and abroad, I am honoured to be a judge in the competition which distinguishes the best practices in construction. The Grand Paris Express lines 16 and 17 project, which draws on a wide array of construction technologies, is a transport project but more importantly a project to develop the Ile-de-France region that will transform the everyday lives of millions of users. Convinced that innovation in the construction industry will lead to significant gains in terms of protecting personnel, improving the carbon footprint of operations, and ultimately enhancing the competitiveness of construction companies, I am looking forward to taking part in this event as a forum for exchange and sharing, and hope to highlight new practices in our field. »

**Frédéric Peigne**  
Société du Grand Paris





# The Start-up Village

A springboard to accelerate innovation and decarbonisation

Organised in association with Impulse Partners\*



**Designed as a lively and convivial space within the brand-new New Technologies & Energies hub, the Start-up Village, organised in association with Impulse Partners, is a genuine springboard to accelerate innovation in the construction industry and help young companies emerge among the big names.**

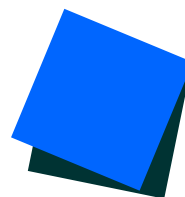
It will bring together around twenty companies to enable visitors to discover practical solutions to current construction issues, and also to identify the technologies and practices of tomorrow.

In addition to the exhibitor offering, the Start-up Village will provide **a seminar area welcoming the exhibition's partners in round tables and talks.**



« IINTERMAT has always been a key venue and moment for innovation, driving change in the construction and infrastructure sector. We are delighted to contribute to this initiative as a partner of the exhibition through the Start-up Village, which aims to encourage the discovery of new solutions and the sharing of expertise and experience between players in the sector. »

**Stéphanie Bigeon-Bienvenu**  
Impulse Partners\*



\*Impulse Partners is accelerating the transformation of building and civil engineering companies involved in responsible construction at the scale of buildings, neighbourhoods and towns. Impulse Partners supports the strategic thinking of construction and public works companies, materials manufacturers, retailers and rental companies, helping them to renew and rethink their offering, transform their business, develop their processes and organisation and help their employees to upgrade their skills.



# World Of Concrete Europe



at



The European gathering for the entire concrete sector, mobilised to meet net zero challenges

**World Of Concrete Europe, to be held from 24 to 27 April concurrently with INTERMAT and integrated into the Building, Civil Engineering and Concrete Sector hub, will bring together the entire value chain of the concrete sector around an exhibition space and a forum. As the showcase for a profession united and mobilised to build tomorrow better and map out a collective net zero trajectory, this unmissable event aims to shine a light on the impressive innovation dynamic driven by all the players in the concrete industry.**

The combination of an exhibition space and an educational forum will enable visitors to discover the complete and varied proposition offered by the sector at every stage in the chain, and an exhaustive overview of the latest breakthroughs in the European concrete market in terms of products, technologies, processes, applications and equipment...

**World Of Concrete Europe is expected to bring together 200 exhibitors, 2,000 visitors and 500 forum attendees**

All the key players in the European concrete sector will be present at this benchmark event to create a platform for dialogue and represent the image of a universal, versatile and innovative material leading an environmental transformation.

## The indoor exhibition zone

Here, the entire concrete industry will be represented around a comprehensive offering from upstream to downstream:

- Facilities and machinery for concrete production
- Facilities and machinery for pre-cast concrete
- Materials for concrete
- Equipment and machinery for special and decorative concrete
- Equipment, delivery and laying of ready-mixed concrete
- New technology, services and engineering for concrete
- Concrete industry, other equipment and machinery
- Concrete circular economy



## The talks and workshops forum

Around the central theme of “low carbon”, the World Of Concrete Europe forum will present a series of educational talks and explanatory training workshops entirely dedicated to the concrete sector, the material itself and its various applications.

The forum is organized by a steering committee made up of experts from the main professional organizations and bodies in the sector:

- **Frédéric Gluzicki**, director of Béton(s) Magazine
- **Lionel Monfront**, Product & Market director, CERIB
- **François Redron**, CEO, CIMbéton
- **Laure Regnaud**, director of École Française du Béton
- **Etienne Webre**, executive vice president, EVOLIS
- **Jacques Manzoni**, chief executive, FIB
- **Yvan Martinsanz**, CEO, Putzmeister
- **Gwana Marques**, Île-de-France Normandie regional delegate, SNBPE
- **Julien Beideler**, secretary general, UMGO-FFB

The sessions will be hosted by well-known figures from the building, masonry and civil works communities, members of construction federations and of the largest European companies in the sector.

Through around ten talks sessions, six themes focussing on the future of the material in its market have been selected to elicit thought and debate:

- **Decarbonisation issues:** ambitions and timeline of the French Climate Plan, the National low carbon Strategy, RE 2020 and international labels.
- **The recipes of concrete to decarbonise the industry:** the clinker factor, new low-carbon binders, additives in concrete (slag, pozzolans, ternary cements, etc.) exemplary projects using low-carbon concrete, etc.
- **Low-carbon logistics:** short delivery channels, freight, personal accounts from organisations working in cement, ready-mix, pre-cast solutions, etc.
- **The process:** cutting energy consumption, new low-carbon cement production units, alternative fuels, industrial investment, low-temperature processes, etc.
- **The circular economy:** responsible sourcing, recycling, reuse, quarry reorganisation, production of recycled aggregates, recovery of spoil, feedback on worksites, etc.
- **Innovations:** formulations, the role of admixtures for the use of low-carbon concrete, off-site and pre-cast concrete construction methods, modular construction, 3D printed concrete, etc.



**As part of the 9<sup>th</sup> INTERMAT Innovation Awards, a prize will be awarded in the Building, Civil Engineering and Concrete Sector category, as well as a special World of Concrete Europe prize for a company offering an innovation specifically at the concrete market.**



# INTERMAT DEMO

The art of showcasing the performance of worksite machinery

 Zone démo

**INTERMAT DEMO is one of the major attractions of the show: a unique outdoor area dedicated to demonstration where manufacturers showcase their equipment in real-life worksite conditions. In 2024, the Demo Zone will thus be the platform for the most innovative and efficient equipment in the construction sector.**

## New in 2024

### low carbon at the heart of demonstrations

**The INTERMAT Demo Zone will provide a platform in 2024 for innovative and new generation equipment, notably with hybrid and electric engines, and will offer a space to test new powertrains and dive deep into the construction sites of the future.**

Construction professionals will be able to discover manufacturers' expertise and the latest developments in low-carbon and digital equipment and machinery for enhanced safety, productivity and energy efficiency.

The refreshed, convivial demonstration zone will also feature a catering area with a wide range of food trucks to choose from, so that visitors can continue their discussions over lunch or a drink.



## Free business meetings service

# BUSINESS MEETINGS

by



**INTERMAT 2024 offers participants the opportunity to take part free of charge in a programme of qualified Business meetings, setting up one-on-one appointments between visitors and exhibitors.**

Exhibitors are invited to sign up on the Business Meetings platform, providing their profile, range, products and benefits, and the availability of the people on their stand.

Visitors are given access to the platform to select the exhibitors they would like to meet during the show.

The purpose of this free service is to enable visitors to rapidly identify the practical solutions to help bring their projects to fruition and make the most of their visit through exclusive and productive contacts with exhibitors.

# Practical information

**From 24 to 27 April 2024  
at Paris Nord Villepinte  
exhibition centre**

**Visitor opening hours:**  
every day from 9am to 6pm

**Visitor and exhibitor entrance:**  
after the Parc des Expositions RER station,  
Halls 5a and 6 entrances and exterior  
parking lots

**PRM access:** all the exhibition halls at the  
Villepinte exhibition centre are step-free  
and the facilities comply with standards  
to accommodate people with reduced  
mobility (car parks, lifts, toilets).

**Carpooling:** a more responsible mode of  
transport to come to the show, sharing  
your journey through BlaBlaCar

## INTERMAT contacts

### COMEXPOSIUM

#### Laura SANCHEZ,

Marketing and Communications Director

+ 33 (0)7 60 34 67 28

[laura.sanchez@comexposium.com](mailto:laura.sanchez@comexposium.com)

#### Lisa MARCHAL,

International Marketing Officer

+ 33 (0)6 50 58 21 75

[lisa.marchal@comexposium.com](mailto:lisa.marchal@comexposium.com)

## Media enquiries

### LA VILLA Maison de Communication

#### Margaux CORREIA

+ 33 (0)6 75 37 82 43

[mcorreia@lavillagroupe.com](mailto:mcorreia@lavillagroupe.com)

#### Esther Lemblé

+33 (0)6 23 49 63 61

[elemble@lavillagroupe.com](mailto:elemble@lavillagroupe.com)

#### Patricia DESMERGER

+33 (0)6 07 47 34 77

[patricia.desmerger@orange.fr](mailto:patricia.desmerger@orange.fr)

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