

Basic data	
Fair title, sub-title	<p>Automechanika Johannesburg South Africa's International Trade Fair for Automotive Parts, Equipment and Service Suppliers Metropolis of Mobility</p> <p>Futuroad Expo Johannesburg</p>
Date	5 – 8 September 2023
Organizer, Show director	<p>Automechanika Johannesburg is licensed to South African Shows Messe Frankfurt Pty Ltd by Messe Frankfurt Exhibition GmbH</p> <p>Organizer: Messe Frankfurt South Africa (Pty) Ltd Building 16, First Floor The Woodlands Office Park 20 Woodlands Drive, Woodmead, 2191 Johannesburg, South Africa Tel.: +27 010 599 6100 Fax: +27 011 4944153 Email: tracy.gounden@za.messefrankfurt.com www.automechanikasa.co.za</p> <p>Contact for South Africa: Messe Frankfurt South Africa (Pty) Ltd: Tracy Gounden Portfolio Director Tel.: +27 010 5996166 Mobile: +27 0820638157 Email: tracy.gounden@za.messefrankfurt.com</p> <p>P.O. Box 126 The Woodlands Office Park 2080, Johannesburg, Gauteng, South Africa</p> <p>Contact for international companies: Messe Frankfurt South Africa(Pty) Ltd to refer international enquiries back to sales partners as per agreed list.</p>
Address, Homepage	www.automechanikasa.co.za + www.futuroad.co.za
Conceptual News	

<p>New product groups / target groups with explanation</p>	<p>Automotive Franchise Opportunities: Promoting automotive franchise opportunities to small and medium enterprises. Focus on franchise opportunities available in the automotive aftermarket, co-located with Futuroad</p> <p>Forecourt: Service Station and Car Wash product group. Focus includes convenience store & forecourt equipment.</p> <p>The value Proposition offered by the co-location of Automechanika Johannesburg and Futuroad Expo Johannesburg</p> <ul style="list-style-type: none"> • The business platform created by the co-location is synergistic for both exhibitors and trade visitors alike with an expectation of a healthy increase in trade visitor numbers • The co-located Trade Shows will be the largest business platform of its kind on the African Continent. • Exhibitors will benefit by exposure of their products and services to a wider trade audience. • The co-located Shows are supported by all the relevant trade associations representing the various industry sectors. The leading Associations will be hosting events during the Show as part of the Academy Programme. This is a good indicator of quality trade visitor attendance for which Automechanika Johannesburg has an enviable reputation and the expectation is that Futuroad Expo Johannesburg will be distinguished by this as well. • Sub-Saharan African trade visitor promotion campaign includes promotional events in strategic sub-Saharan African locations 	
<p>New event structures, hall restructuring with explanation</p>	<p>Halls 5, 6, and 7 and outdoor space the location for Automechanika Johannesburg; Hall 6 and outdoor space the location for Futuroad Expo Johannesburg</p>	
<p>Added value for the visitor?</p>	<p>The Automechanika Johannesburg Academy programme provides visitors with the most comprehensive automotive aftermarket knowledge programme in Sub-Saharan Africa providing a platform for visitors to learn of new technologies, products and developments within their industry sector at one venue and over a short duration. A number of conferences hosted by industry associations representing different sectors of the automotive aftermarket will take place.</p> <p>The programme features industry-sector conferences; association conferences and meetings; exhibitor workshops; product launches and skills demonstrations and competitions, Business Match Making services.</p>	
<p>Problematic halls/areas -> show value</p>	<p>Not Applicable</p>	
<p>Stand rental fee</p>	<p>In Euro per m², plus 15% VAT same rate for both shows</p>	
<p>1-side open stand</p>	<p>€ 250/m² floor space only excluding construction.</p>	<p>Early Bird: € 230/m² floor space only excluding construction.</p>
<p>2-side open stand</p>	<p>€ 250/m² floor space only excluding construction.</p>	<p>Early Bird: € 230/m² floor space only excluding construction.</p>
<p>3-side open stand</p>	<p>€ 250/m² floor space only excluding construction.</p>	<p>Early Bird: € 230/m² floor space only excluding construction.</p>

4-side open stand	€ 250/m ² floor space only excluding construction.	Early Bird: € 230/m ² floor space only excluding construction.	
Outdoor area	€75/m ² floor space only excluding service items.	Early Bird: € 230/m ² floor space only excluding construction.	
2 nd – storey stand construction	No additional charge for 2 nd storey stand construction, but plans have to be submitted with structural engineers' certificate.		
Early bird rate, deadline:	31 November 2022		
Package stand, Special offer, Discount	Furnished booth construction package €325/m ² (Floor Space €250/m ² + Construction €75/m ²). Furnished booth construction includes the following: standard 2.5m walling; company name on fascia board; carpets; plug point; 3 spotlights; 1 table; 3 chairs; 1 lockable cupboard, 1 brochure stand and waste paper bin.		
Other costs	Value Added Tax is levied at the ruling rate at the time of invoice, the ruling rate is currently 14%.		
AUMA fee	Not Applicable		
Environment-protection charge	Not Applicable		
Registration/ marketing package with Catalogue entry	€150.00 per company mandatory registration fee, includes catalogue entry (Product pilot not applicable to Automechanika Johannesburg)		
Minimum stand size	9sqm		
Sales argument / competition			
USP per product group:	<p>Automechanika</p> <ul style="list-style-type: none"> • Parts and components (mechanical and body) • Electronics and Systems • Repair & Maintenance • Accessories & customising • Management & Digital Solutions • Car Wash, Care & Reconditioning • Safari and off- road vehicles, Government utility vehicles & trailers • Forecourt Equipment 	<p>Futuroad</p> <ul style="list-style-type: none"> • Trucks • Buses • Trailers • Mini buses • Bus and coach bodies • Luxury coaches • Specialised security vehicles • Home base refueling systems • Service providers to commercial vehicles • Service providers to truck and bus fleet owners • Cross border transport infrastructure 	<p>Tyres</p> <p>Commercial Wheel rims</p> <ul style="list-style-type: none"> • Commercial Tyres • Tyre pressure control • Car wheel rims • Car tyres • Motorsport tyres • Spare wheel covers • Wheel studs • Anti theft devices for wheels • Wheels, alloy • Wheel, Steel • Hub Caps • Wheel nuts • Tire valves/valve caps

	<table border="1" data-bbox="584 217 1765 312"> <tr> <td data-bbox="584 217 976 312"></td> <td data-bbox="976 217 1368 312"> <ul style="list-style-type: none"> Tracking and navigational systems </td> <td data-bbox="1368 217 1765 312"></td> </tr> </table> <p>1. Automechanika</p> <p>1.1 Targeting trade visitors from the sub-Saharan African Region; advertising campaign in all relevant media underpinned by promotional road shows in Namibia, Zambia, Zimbabwe, Kenya, Ghana to encourage trade visitation.</p> <p>1.2 Largest business platform of its kind on the African Continent</p> <p>1.3 Ideal opportunity to engage with industry in the sub-Saharan African Region.</p> <p>1.4 Half –day conferences (to maximise Show visitation by delegates) hosted by industry associations attract decision makers;</p> <p>1.5 Automechanika Innovation Award Competition attracts huge attention to new innovative products and services</p> <p>1.6 Once in every two years opportunity to market and sell to the sub-Saharan automotive aftermarket.</p> <p>2. Futuroad</p> <p>2.1 The business platform for the Truck/Bus/Commercial Vehicle Body Industries with a sub-Saharan African reach.</p> <p>2.2 Launch platform for new models and products.</p> <p>2.3 Supported by Truck OEM's</p> <p>2.4 Events hosted by (SABOA) South African Bus operators' association, RFA – Retailers Freight Association, FRA- Fuel retailers association and MasterDrive attract industry decision makers.</p>		<ul style="list-style-type: none"> Tracking and navigational systems 	
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<p>Competing fairs (name, venue, critical overlap, distinctions)</p>	<p>Automechanika:</p> <p>There are two events with similar product groups having part of the Automechanika topics in their nomenclature:</p> <p>NAAMSA Show, The South African automotive events planned for 2023, included the South African Automotive week taking place in October annually at the Kyalami Grand Prix Circuit and the International Convention Centre, Johannesburg NAACAM Show 2023, Africa's automotive component initiative (www.naacamshow.co.za).</p>			
<p>Overlap with other MF-fairs, synergy / potential</p>	<p>None</p>			
<p>Exhibitor focus countries</p>	<p>Country-specific information for the Sales Partner, for both shows</p>			
<p>Brazil</p>	<p>All Product Groups</p>			
<p>China</p>	<p>Original Equipment Components; Tyres; Automotive Tooling; Engine Parts; Road Wheels / Parts; Stitched Leather Seats; Transmission Shafts / Cranks; Brake Parts; Lighting Equipment</p>			
<p>France</p>	<p>Original Equipment Components; Tyres; Engine Parts; Gauges / instruments / parts; Engines; Transmission Shafts / Cranks; Automotive Tooling; Brake Parts</p>			

Germany	Original Equipment Components; Engine Parts; Automotive Tooling; Steering Wheels/Columns; Tyres; Transmission Shafts/Cranks; Stitched Leather Seats; Gauges / Instruments / Parts
India	Original Equipment Components; Automotive Tooling; Gauges / Instruments / Parts; Engine Parts; Engines; Ignition / Starting Equipment; Transmission Shafts / Cranks; Tyres
Italy	All Product Groups
Japan	Original Equipment Components; Automotive Tooling; Engine Parts; Tyres; Ignition / Starting Equipment; Filters; Transmission Shafts / Cranks; Brake Parts
Korea Republic South	Original Equipment Components; Tyres; Batteries; Engines; Engine Parts; Filters; Automotive Tooling; Clutches / Shaft Couplings
Seychelles	Original Equipment Components; Tyres; Batteries; Engines; Engine Parts; Filters; Automotive Tooling; Clutches / Shaft Couplings
South Africa	All product groups
Spain	Original Equipment Components; Tyres; Lighting Equipment; Brake Parts; Automotive Tooling; Engine Parts; Batteries; Transmission Shafts / Cranks
Sweden	All Product Groups
Taiwan	All Product Groups
Thailand	Original Equipment Components; Stitched Leather Seats; Tyres; Gauges / Instruments / Parts; Wiring Harnesses; Car Radios; Road Wheels/Parts; Engine Parts; Brake Parts
Turkey	All Product Groups
United Kingdom	Original Equipment Components; Automotive Tooling; Gauges/instruments/parts; Engines; Engine Parts; Tyres; Transmission Shafts / Cranks; Catalytic Converters; Brake Parts
United States of America	Original Equipment Components; Engine Parts; Transmission Shafts / Cranks / Automotive Tooling; Engines; Tyres; Gauges / Instruments / Parts; Catalytic Converters; Axles
Visitor focus countries	Country-specific information for the Sales Partner, no figures!
Angola	All African countries are mainly agricultural/mining/commercial based economies; the age of the car part is high and this underpins business opportunities in the automotive aftermarket. All product groups apply
Botswana	
Democratic Republic of Congo	
Ghana	
Kenya	
Lesotho	

Malawi	
Mauritius	
Mozambique	
Namibia	
Swaziland	
Tanzania	
Uganda	
Zambia	
Zimbabwe	
Milestones	
Dispatch of application forms	Between 10 June 2022 and September 2023
Application deadline	No official deadline, i.e., companies can register until six weeks before the fair begins depending on availability of space.
Application deadline for the early bird rate	30 November 2022 deadline for early bird booking rate
Dispatch of service documents	10 June 2023
Deadline for catalogue entry	10 August 2023
Online exhibitors list from when?	Online Exhibitor Listing will be available from 01 July 2022
Advanced setting-up time	
Regular setting-up time	Build up days, official : 2, 3, 4 September 2023
Local	
Opening hours for visitors	5 to 7 September 2023 : 09:00 – 16:00 Daily,
Tariff regulations	<p>There is a set tariff regime on vehicles and automotive components imported into South Africa. Import duties on vehicles and automotive components will remain at 2012 levels (25% on light vehicles and 20% on original equipment components) through to 2021. A preferential agreement results in imported vehicles from the EU paying only 18% duty. These tariffs are meant to provide adequate protection to justify continued domestic vehicle manufacturing. The purpose of the tariff structure under the APDP is to incentivise industry, and not to generate revenue.</p> <p>European Union</p>

	<p>The EU remained the domestic automotive industry’s most important regional export destination in 2020, accounting for R105,0 billion, or 59,8%, of total automotive exports of R175,7 billion. The UK has been the domestic automotive industry’s top destination for vehicle exports since 2014, up to 2020. Developments in the EU and the UK, therefore, have a measurable and direct impact on the South African automotive industry. In this regard, Brexit and announcements on the banning of the sales of new internal combustion engine vehicles by countries in Europe, such as the UK, have been closely monitored by the domestic automotive industry.</p> <p>NAFTA (North American Free Trade Area) Since the US, Canada and Mexico signed the North American Free Trade Area (NAFTA) in 1994, OEMs and automotive component suppliers in all three nations have worked to create a single North American automotive market. However, the three countries agreed to a revised deal called the US-Mexico-Canada Agreement (USMCA) that entered into force on 1 July 2020. One of the key changes from its predecessor agreement includes greater incentives for vehicle production in the US, with quotas for Canadian and Mexican vehicle production. Under the rules of origin requirements stipulated in the USMCA, 75% of the value of a vehicle will have to come from within the country of origin, an increase from the 62,5% mandated by NAFTA. The implementation of this requirement would likely cause short-term supply chain disruptions between the member countries.</p>
<p>Visa regulations</p>	<p>Visitors from certain countries are required to obtain a visa to travel to South Africa. It is recommended that visitors contact their nearest South African embassy / High Consulate well in advance of visiting to ascertain visa requirements. Contact details for South African embassies and high consulates may be found at:</p> <p>http://www.dirco.gov.za/foreign/sa_abroad/index.htm</p>
<p>Preferred shipping agency</p>	<p>Exhibitors are welcome to make use of their own shipping company, freight forwarders and customs clearing agencies. The movement of goods on site is managed by an appointed On Site Logistics Management Company</p>



Exhibitor survey																	
Fair targets achieved?	74% Very Satisfied or Satisfied																
General satisfaction with the fair	80% Very Satisfied																
Satisfaction with the quality of the visitors	76% Very high satisfying range																
Estimation of the industry's economic situation?	<p>Automotive industry significance to SA economy AUTOMOTIVE PARTS AND COMPONENTS – IMPORTS</p> <p>Original equipment (OE) components are components or systems supplied directly to national or international OEMs, and have global recognisable brands. Imports of OE components by the seven OEMs in South Africa increased by a substantial R27,8 billion, or 33,8%, to R110,1 billion in 2021, from the R82,3 billion in 2020, in line with the 11,8% year-on-year vehicle production increase in 2021, as well as in accommodating the introduction of new locally manufactured models. The introduction of a new model generally starts off with lower local content levels, with the high-value componentry, such as the powertrain and telematics, which collectively account for about 50% to 60% of the value in a modern vehicle, being mainly imported into South Africa. Global sourcing principles apply in the vehicle manufacturing industry, and in those instances where the OE component is not manufactured in South Africa, the components need to be imported. The country's manufacturing capabilities are well illustrated by the fact that engines manufactured by two OEMs are sourced in the domestic market along with the remainder of the components. The widening and deepening of the country's component-supplier base under the SAAM 2035 is an important focal point, as it will reduce the risks associated with exchange rate fluctuations and logistics costs. OE components are imported under Chapter 98 for CKD vehicle manufacturing in South Africa. The following table reveals that imports of original equipment components originated mainly from major vehicle production countries such as Germany, Thailand and Japan.</p> <p>Top 10 countries of origin for original equipment components imported (Chapter 98) – 2021</p> <table border="1"> <thead> <tr> <th>Country</th> <th>2021</th> </tr> </thead> <tbody> <tr> <td>Total (R billion)</td> <td>110,1</td> </tr> <tr> <td>Germany</td> <td>30%</td> </tr> <tr> <td>Thailand</td> <td>20%</td> </tr> <tr> <td>Japan</td> <td>11%</td> </tr> <tr> <td>USA</td> <td>6%</td> </tr> <tr> <td>China</td> <td>4%</td> </tr> <tr> <td>Sweden</td> <td>3%</td> </tr> </tbody> </table>	Country	2021	Total (R billion)	110,1	Germany	30%	Thailand	20%	Japan	11%	USA	6%	China	4%	Sweden	3%
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Brazil	3%
Spain	3%
Czech Republic	3%
UK	2%
Other	15%

Source: AIEC, SARS

The independent aftermarket is responsible for the manufacturing and sales of automotive replacement parts and accessories through independent retailers and repair shops directly to the consumer, rather than to the OEMs themselves. The aftermarket also re-manufactures, distributes, retails and installs motor vehicle parts and products, other than the OE components. In 2021, the import of replacement parts increased by a substantial R10,69 billion, or 18,6%, to R68,3 billion, up from the R57,6 billion in 2020. 105 A weak macroeconomic outlook, along with the global shortage of semi-conductors, the latter affecting vehicle production, and the subsequent limited stock availability or increasing waiting periods for specific models, has resulted in consumers and fleets holding onto their vehicles for longer. Keeping their cars for longer increases aftermarket product volume, since older vehicles use more aftermarket products per kilometre driven than newer vehicles. At more than twice the size of the new car market, used vehicles present an untapped opportunity for domestic automotive aftermarket parts suppliers. Aside from tyres and certain accessories, light vehicles do not make a substantial contribution to the volume of aftermarket products before they reach at least five years of age. The repair-age sweet-spot for most light vehicles ranges between six and ten years of vehicle age. Considering that the South African car parc is an aging one, increasing to 10 years and four months in 2021, with 71% being six years or older, servicing of these older vehicles becomes critical. Vehicle age is expected to continue climbing over the next few years, generating big aftermarket changes, ranging from the age boundaries of the repair-age sweet-spot to the types of products used in vehicle repair, where products are purchased and installed, and how they are distributed. New product categories are currently emerging from evolving functional technologies and alternate powertrain systems, which will bolster aftermarket activity. However, even with rising new energy vehicle sales, it will take some years before this category is expected to have a meaningful impact on the aftermarket. Firstly, a significant portion of new energy vehicles on the road in 2030 will be HEVs and PHEVs, which have an internal combustion engine and an electric motor. HEVs and PHEVs use a wide array of conventional aftermarket parts. This means ICE cars and light commercial vehicles will continue to increase their aftermarket product volume to 2030 and beyond. The following table reveals the top 10 replacement parts imported to complement the parts not manufactured in the domestic market for 2017 to 2021.

Source: Automotive Export Manual – 2022 – South Africa, Automotive Industry Export Council

Visitor data	Also compared to previous fair / only AM Johannesburg and Futuroad
Proportion of international visitors (%)	18% (11.5%, 2011)
Proportion of regular visitors (%)	38% (31%, 2011) Note: 2015 was the 4th edition of Automechanika Johannesburg
Origin by country, Top 10 foreign countries	Botswana China Germany India Pakistan Italy
Origin by branch of industry	25% Car Repair / Service Station (32%, 2011) 17% Industry (15%, 2011) 15% Services (10%, 2011) 13% Retail (14%, 2011) 10% Wholesale (14%, 2011)
Professional status within the company	65% Top Management (63%, 2011)
Degree of deciding competence in purchase and procurement decisions	33% Decisive (29%, 2011) 30% Collective (31%, 2011) 16% Consultative
Main focus of visitors' interest	58% Parts & Systems (56%, 2011) 44% Repair & Maintenance (36%, 2011) 28% Accessories & Tuning (29%, 2011) 10% Service Station & Car Wash (12%, 2011) 12% IT & Management (6%, 2011)
Satisfaction with the product range at the fair	92% Satisfied or Exceptionally Satisfied (95%, 2011)
Targets for visiting the fair	36% Initiate new business relations 20% Compare competitors 20% Prepare purchasing decisions 20% View / get to know product variants 19% Expand specialist knowledge 18% View / get to know innovations or new developments 13% Achieve an overall impression of the market situation 13% Cultivate existing business relationships 13% Exchange experience

	9% Conduct purchases
Satisfaction with targets achieved (%)	95% Satisfied or Exceptionally Satisfied (97%, 2011)
Average time spent on the fair (in days)	1.6 Days (1.5, 2011)
General satisfaction with the fair	95% Satisfied or Very Satisfied (96%, 2011)
Likelihood of visiting the fair again	90% (92%, 2011)
Conceptual standards	
Slogan	<p>Automechanika Johannesburg: South Africa's Leading International Trade Fair for the Automotive Service Industry targeting Trade Visitors from the Sub-Saharan Region</p> <p>Futuroad Expo: Africa International Commercial Vehicle Show</p>
Recurrence frequency, show existing since	<p>Automechanika: Biennial, First edition in 2009</p> <p>Futuroad :First edition in 2017</p>
Positioning in the market? Strategy?	<p>Automechanika:</p> <ul style="list-style-type: none"> ▪ ▪ The ultimate meeting point for the automotive trade in Sub-Saharan Africa ▪ The Gateway to Sub-Saharan Africa ▪ Largest business platform of its kind on the African Continent. <p>Opportunities:</p> <ul style="list-style-type: none"> ▪ Good opportunity for component manufacturers to export to South Africa. e.g. Import tariffs for local manufacturing base abolished. ▪ Local content regulation calls for increased local demand and increase in know-how. Technology not up-to-date. ▪ A need for after-sales-service. ▪ Important production site for left-hand drive vehicles which are exported worldwide. ▪ Increased purchasing power within the growing middle class population. <p>Futuroad Expo:</p> <p>Futuroad Expo is the first professional event for the truck, bus and commercial vehicle body sectors targeting trade visitors from the sub-Saharan African Region. Futuroad Expo has evolved from the Johannesburg Truck and Bus Show which was held alongside the Johannesburg International Motor Show (JIMS) , the last of which was held in October 2013. JIMS was an 11 day consumer focused event and did not suit the Truck/Bus /Commercial Vehicle Body Sector, who expressed the need for a focused B2B event over a shorter duration not exceeding 4 days and with a sub-Saharan African reach.</p>

	<p>The new brand, Futuroad Expo, was internationally registered by Messe Frankfurt and Futuroad Expo Johannesburg is the first Show for the industry to be held under this name.</p> <p>Futuroad Expo targets trade visitors from the sub-Saharan African Region and will be co-located with the fifth edition of Automechanika Johannesburg, which serves the same area, to optimise the synergies between the two Shows (Automechanika has a strong focus on Truck Competence) and the sub-Saharan Region served by both Shows.</p> <p>The exhibitor profile of Futuroad Expo includes the Truck and Bus OEM's, manufacturers of commercial vehicle bodies and suppliers to the Trucking and Fleet Sectors, as outlined below.</p>
Strength of the show	<p>Automechanika:</p> <ul style="list-style-type: none"> ▪ Well-known international Brand name, increasing in recognition amongst South African automotive trade visitors ▪ No direct competition ▪ Support from local associations ▪ Fifth edition of Automechanika Johannesburg with the same project management & sales management team ensuring consistency and on-going industry relationships ▪ Know-how of the former Project Managers of Auto Africa ▪ Know-how of the project managers of Johannesburg International Motor Show. ▪ Existing exhibitor database (parts, workshop section of Auto Africa) ▪ Gateway to Sub-Saharan Africa
Exhibitor target groups	<p>Automechanika:</p> <p>Parts & Components: Powertrain, Chassis, Body, Standard parts, Interior, Alternative original equipment drive units, Charging accessories, Regenerated, restored and renewed parts for cars and commercial vehicles, Parts and services for vintage vehicles, Industry institutions and publishers</p> <p>Electronics & Systems: Engine electronics, Vehicle lighting, Electrical system, Driver assistance systems / Vehicle safety, Comfort electronics, Industry institutions and publishers</p> <p>Accessories & Tuning: General accessories for motor vehicles, Tuning, club sport, performance systems, design enhancement, customizing, Infotainment, Special vehicles, equipment and modifications, Alternative drive units, Wheel rims, tyres, tyre pressure control systems, Trailers for cars and small commercials, spare and accessory parts for trailers, Industry institutions and publishers</p> <p>Repair & Maintenance: Garage equipment and tools, Body repairs, Paintwork and corrosion protection, Vehicle bodies for lightweight and heavyweight utility vehicles, Caravans and motorhomes, Towing service, accident assistance, mobile services, Waste disposal and recycling, Dealership equipment, Basic and advance training, Restoration and maintenance of vintage vehicles, Industry institutions and publishers</p>

	<p>IT & Management: Dealership planning and construction, Finance, franchise concepts, Claim management and claim control, Dealer management systems, Garage management, Dealership marketing, Internet service providers and vehicle marts, Economic regeneration, cluster initiatives, Mobility concepts, Industry institutions and publishers</p> <p>Service Station & Car Wash: Refuelling, Washing & care, Oils and lubricants, Charging infrastructure, Industry institutions and publishers</p> <p>Safari and Off Road Vehicles, Government Utility Vehicles and Trailers - Customised Trailers; Off Road 4X4 Trailers; Safari Vehicles; Customised Utility Vehicles</p> <p>Futuroad Expo:</p> <p>Commercial Vehicles: trucks; truck tractors; light commercial vehicles; delivery vehicles; panel vans; pick-ups; transporters; fire fighting & emergency vehicles; waste disposal vehicles & waste compactors; street sweepers; towing vehicles and specialised security vehicles</p> <p>Buses: buses; mini-buses; luxury coaches; bus & coach bodies</p> <p>Truck Bodies, Trailers & Superstructures: truck & van bodies; trailers & semi-trailers; refrigerated bodies; liquid & bulk transport bodies; tankers; container vehicles; transport containers; loading systems; tippers; loading platforms; lifting platforms & vehicles; hoists & cranes; container locking & lifting systems; vehicle drop sides & truck tarps</p> <p>Telematics, tracking; navigation & fleet management systems: on-board computers; data collection systems; EDP systems; software; tracking systems & services; route planning systems; fleet information systems; telematics & telecommunications systems</p> <p>Specialist Suppliers: banking & financial institutions; insurance providers; training & skills development providers; driver training organizations; risk management services; business consultants; fueling & service providers;</p> <p>Road Transport: Road Transportation & Planning, Road Infrastructure, Urban & Public Transport Planning & Systems, Intelligent Transport Systems, Traffic Management Systems, Road Building Machinery & Equipment, Road Safety Equipment & Systems</p> <p>Cross Border Services & Industry Bodies: transport corridors & agencies; cross border service providers; transport authorities & agencies; government departments; state owned enterprises; trade associations; public & private sector funding organizations; industry associations and organizations</p> <p>Specialist Publishers: industry portals and publications</p>
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<p>Visitor target groups</p>	<p>Wholesalers, distributors, traders, managers, owners, industry professionals and producers from the following industry sectors:</p> <ul style="list-style-type: none"> ▪ dealers for vehicle parts & accessories ▪ wholesalers, retailers & independent parts traders ▪ automotive workshops including general repairs, auto electricians, driveline & transmission specialists ▪ vehicle accessory centres & retailers ▪ new vehicle franchise motor dealers and groups ▪ used motor vehicle dealers ▪ commercial vehicle dealers and resellers ▪ motorcycle dealers ▪ sales network and workshop systems ▪ dealers of workshop tools & equipment ▪ vehicle testing stations ▪ service stations ▪ car wash operators ▪ towing services ▪ collision repair specialists & motor body repair workshops ▪ vehicle body builders & repairers ▪ tyre dealers and fitment centres ▪ exhaust & tow bar fitment centres ▪ original equipment manufacturers ▪ motor vehicle manufacturers ▪ fleet owners & managers ▪ officials & public authorities ▪ organisations & associations
<p>Product group with explanation and USP, assignment to the hall, contact person</p>	<p>HALL 5 - Trucks ,Buses and commercial vehicles - Futuroad</p> <p>HALL 6 – Parts & Components</p> <p>HALL 6 – Logistics & Materials Handling</p> <p>OUTDOOR Safari and Off Road Vehicles, Government Utility Vehicles and Trailers</p>
<p>Planned number of exhibitors</p>	<p>600</p>
<p>Proportion of international visitors (%)</p>	<p>35%</p>
<p>Planned number of sqm (gross)</p>	<p>20,000</p>
<p>Planned numbers of visitors</p>	<p>10 000</p>
<p>Others</p>	

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