



BICES 2013

12th Beijing International Construction Machinery Exhibition & Seminar

Held over
the same period:
China Beijing International
Commercial Vehicle Exhibition 2013
China Beijing International
Emergency Rescue Equipment Exhibition

**Preemptive Opportunity
Value of Innovation
—— Start up New Sustainable Growth**

Oct 15th to 18th, 2013, Beijing, China

Beijing Jiuhua International Exhibition Center



Organizers:

China Construction Machinery Association
China Construction Machinery Co., Ltd
China Council for the Promotion of International Trade Machinery Sub-Council

International Partner:

Association of Equipment Manufacturers

Exhibition Management Office: Beijing Asiamachine International Convention & Exhibition Ltd.

Welcome to BICES 2013

BICES 2013 will be staged from Oct 15 to 18, 2013 in Beijing Jiuhua International Exhibition Center. New products, new technologies, new materials and customer-oriented total solutions applied in construction machinery, build machinery, building material machinery, mining machinery will be all-round showcased then.

Preemptive Opportunity Value of Innovation — Start up New Sustainable Growth

The slowdown of construction machinery industry development since 2011 and the following pressure of industrial adjustment has brought tremendous challenge to the perspective of 2012. As a member of the industry, BICES has the responsibility and mission to explore new opportunities together with its partners in any difficult position. To build the confidence of our partners facing to the future development is the core objective of BICES2013.

Confronted with the pressure of overstocking, the cutthroat competition, and the weak market, we will assist our exhibitors to grab the preemptive opportunities and achieve a commanding point of the market. To win the trust of visitors before the next growth period is the best driving force under the industrial readjustment background.

Stemming from the thoughts on "preemptive opportunity", BICES will shift from a traditional communication platform for new technology, green development and advanced market to a new platform focusing on value of construction machinery industry chain, and also change emphasis from design innovation, independent research, improvement of technology to integrated marketing, global acquisition, strategic merger, as well as the trading development, social responsibility and technology innovation of aftermarket. BICES will demonstrate "value of innovation" in a new way to propel the sustainable development of construction machinery market.

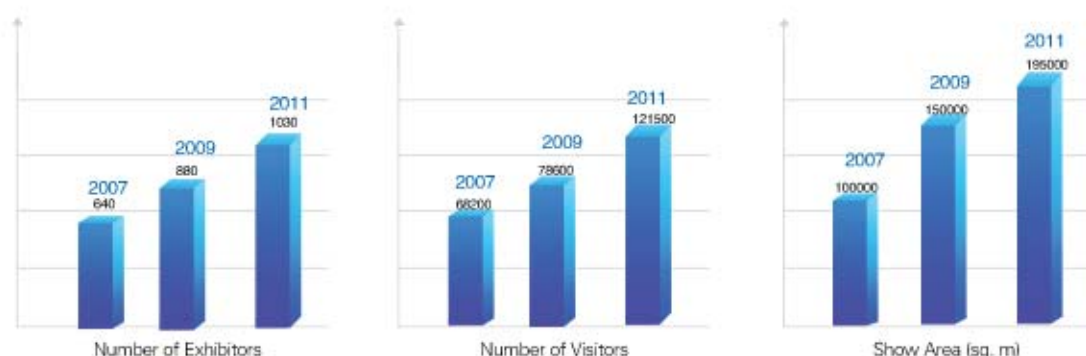
Preemptive Opportunity, Value of Innovation — Start up New Sustainable Growth



BICES 2013

Data of BICES 2011

BICES 2011 attracted 1030 exhibitors from 31 countries and regions. There is a dramatic increase of international exhibitors, which exceeds over 35%. Due to the limitation of show area, there are still over one hundred potential exhibitors on the waiting list. Visitors come from more than 100 different countries and regions. The total number of visitors in 4 days counts more than 120,000. The total show area has achieved a record high in history, reaching 195,000sqm, which is a 30% growth from previous year.

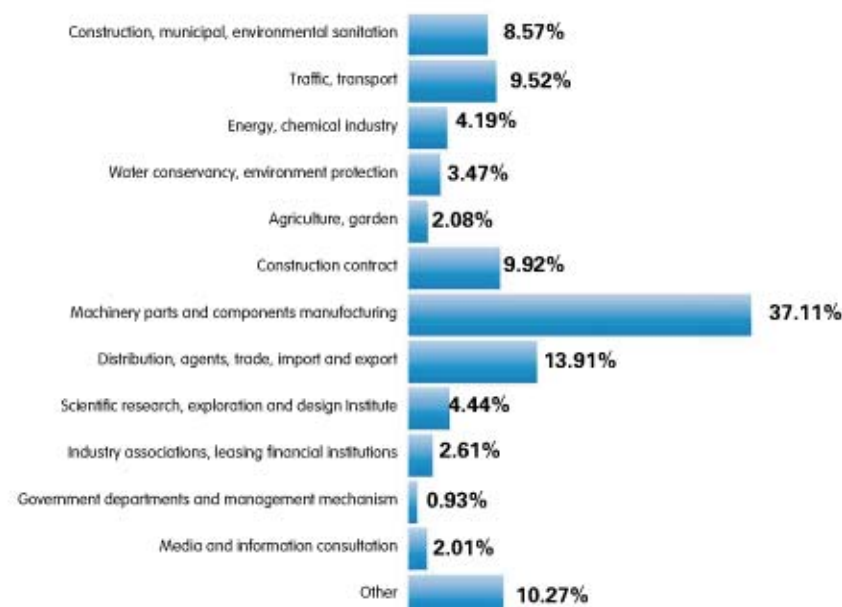


Data of BICES 2011

Top 12 Countries & Regions of Overseas Visitors

The Republic of Korea	18.5%
Russia	14.5%
Japan	8.4%
The United States	5.5%
India	4.8%
Hong Kong, Macao, Taiwan	4.6%
Singapore	4.3%
Brazil	4.2%
Vietnam	4.1%
Mongolia	4.0%
Indonesia	4.0%
Iran	3.2%

Visitors' Structure

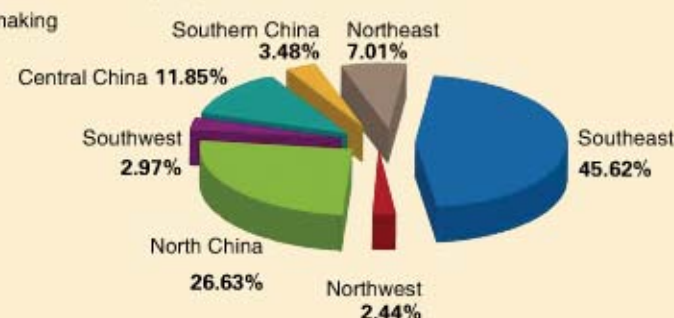


Classification by Sectors



Classification by Regions

Note: the exhibition of local audience accounted for the overall proportion of the 31.5% audience, other domestic regional distribution is as follows, North China area statistic excluding Beijing.



BICES 2013 – Sustainable Growths

The key value to win in the future!

In the past several years, the rapid development in the construction machinery industry and market in China has brought the unprecedented excitement and confidence and left an unforgettable impression for all partners. But the following adjustment of the industrial development and the follow-up pressures and challenges will be the problems confronted by all partners in the development. BICES2013 hopes to drive the sustainable value through the exhibition and further provide the stable platform boasting sustainable growth for exhibitors with a view to attaining the core strength of winning both at present and in the future.



China

– Driving pole for global economic growth

With the implementation of China's "12th Five-Year Plan", the adjustment and transformation of China construction machinery industry has been constantly accelerated. It is estimated that at the end of the "12th Five-Year Plan" period, the sales volume of domestic construction machinery industry will be up to RMB 900 billion Yuan. Meanwhile, China is stepping from a big country toward a great power in the field of construction machinery industry. During this period, the objective requirements of accelerating the transformation of the patterns of economic growth make energy conservation, emission reduction, reliable efficiency and information intelligence as the new hotspots in the industry development. The rising of the acquisition and development in construction machinery industries both at home and abroad also outlines the picture of the global construction machinery industry in the future. China is not only the most important market in the global construction machinery industry, but also the growth pole to drive the future development of this industry.



BICES 2013 not to be missed

Concentration of Leading Enterprises—the renowned enterprises both at home and abroad all gathered at BICES, as the important international platform for the release, exhibition and communication of the latest products and technologies.

Authoritative Organizer — Concentration of professional value—It is jointly held by China Construction Machinery Association, CNCMC and China Council for the Promotion of International Trade Machinery Sub-council, who are familiar with the historical course of the industry and alert to control the development trend in the future.

Win-win Cooperation — builds close partnership with the world-famous industry associations in USA, Brazil, UK, France, Italy, Russia, the Middle East, South Korea, Japan and Southeast Asia. Join hands with many professional associations at home with a view to organizing the high-quality audiences of groups.

Experienced Exhibition Management — engaged in the exhibition industry for 20 years, boasting the abundant experience and perfect solutions for the operation of super-huge exhibitions and being able to meet the latest demands of the industry development

High-quality Concurrent Forums and Activities—they, gathering the most complete issues of the industry research, concentrating the latest hot issues of the industry development and presenting the most optimal interactions of the industry communication, are the best places for the discussion by the professionals both at home and abroad.



Scope of exhibits

BICES 2013 focuses on the industrial sustainable development, and all-round showcases the latest mechanical products and technologies in engineering construction, building materials, and mining areas.

Construction machinery

Excavating machinery, scraper transport machinery, road construction and maintenance machinery, compacting machinery, piling and underground construction machinery, construction hoisting machinery, forklift truck, logistics transportation, aerial work and harbor machinery

Mining machinery

Tunneling machinery, rock drilling and pneumatic crushing machinery, crushing machinery, screening machinery, transportation machinery, ore washing and selecting machinery.

Special vehicles

Heavy truck, dump truck, concrete transporter, concrete pump truck, great trailer, multi-function maintain vehicle, road wrecker, snow sweeper, road sweeper, refueller, sanitation vehicle, bulk cement truck, special vehicle for construction site use and other converted vehicles

Build machinery and building material machinery

Concrete machinery, bitumen equipment, construction elevator, prestressed steel machinery, formwork and scaffold, electric tools, electric generating set, brick machinery, precast concrete components production equipment and machinery

Parts, auxiliary equipment and service provider

Engine and engine parts, chassis and transmission parts, hydraulic pressure and hydraulic elements, pneumatic power tools and elements, electronic control elements, working device and mechanism, sealing elements, lubricating device, cab, tyre, seat.

BICES
IVEX

Harvest Values

- With the showcase of the mainstream enterprises of the industry, you will gain the latest information of the industry development at home and abroad, and enjoy the latest trend of the market;
- You can communicate face to face with 150,000 professional audiences directly, which is a brilliant brand publicity not to be missed;
- You can discuss directly with thousands of international audiences and purchasers from emerging market countries, and share the best opportunities with your business partners and customer base;
- You can develop forward with the industry by utilizing the new commercial opportunities found from the communication and interaction, which will help you win ahead in the future development;
- As more values emerging in this perfect journey, you can improve the understanding to the target products and business model with the help of high-quality forums and various events;
- With the international business platform and value link, your vision and recognition will be broadened, and thus to keep pace with the world.



Comments from professionals

AEM cooperated with BICES again to stage the most desirable construction machinery exhibition. It is so impressive to see the sustainable development trends of Chinese and Asian Market.

Dennis Slater President

AEM-Association of Equipment Manufacturers

Caterpillar participated in the BICES 2011 with one of the biggest outdoor display areas among the international manufacturers. It turned out to be a great success. BICES is a very important trade show in the Chinese construction equipment industry to demonstrate the latest products, technology, innovation and customer experience. We look forward to BICES 2013.

Kevin Thieneman President

Caterpillar (China) Investment Co., Ltd.

Through more than 20 years' development, BICES has become a best-of-class platform for centralized demonstration of construction machinery in the industry nationwide. Apart from organizing massive users to view the exhibition, we also organize relevant events to realize direct dialogue and communication between manufacturers and users. Therefore, this platform can help learn the updates of construction machinery products and technologies, and have a comprehensive understanding of the status and future development trend of the construction machinery industry, which is much favored by member enterprises. I really hope BICES will become better and better.

Jia Licai President

China Construction Industry Association
Machinery Management and Leasing Branch



Innovation of Value New Page of Development

During BICES 2013, there will be two important events to realize the goal of sustainable growth of future development. They are IVEX 2013 and China Beijing International Emergency Rescue Equipment Exhibition, which are aiming at promoting the development of emergency industry and attracting more and more talents to achieve more innovations in technology and designing.

Insightfulness Industry Develop Trend

For years of development, BICES has built its own business network covering the world. The network includes media, agents, and the communication platform for third parties. BICES provides wide information of industrial market for their customers and members, and has won a long-term trust and support. At the present, more national enterprises are looking at the global market, focusing on acquisition of foreign brands and realizing their international strategy. Confronted with these global changes, BICES should improve its standards to a higher level so as to keep leading the whole industry. To better lead the industry, BICES has switched its target to develop the whole industrial chain.

Professional service helps you exhibit perfectly

1. Professional exhibition enquiry service, optimized exhibition program and cost, with suggestions to customized exhibition stage plan.
2. The best suppliers' one-stop services of stage construction, exhibits transportation, security and cleaning, catering and accommodation, and transportation during the whole journey.
3. Several regular bus services to subway stations, main hotels and airports, which will help you arrive to and depart from the exhibition site more conveniently.
4. Reasonably optimized exhibition arrangement, clearer scenic marks, improved scenic software & hardware conditions, and more humanistic care.
5. Impeccable reception program that provides a closer connection and interaction for audiences to VIP, group audience, professionals, news media and exhibitors.
6. Professional service for meetings and media publicity, which provides convenience for concurrent events of exhibitors.
7. Considerate business travel service, which covers consultation, visa, accommodation, catering and travelling etc.



China Beijing International Emergency Rescue Equipment Exhibition

Integrated Platform for China International Emergency Rescue Equipment

China International Emergency Rescue Equipment Exhibition aims at calling on social responsibility of enterprises, improving the public image of construction machinery industry, displaying the technology level of China international emergency rescue equipment and providing high efficiency and high property equipments for rescue work, and establishing a better information platform of purchasing and requisition of emergency rescue equipment for governments and relative organizations.



Review of Last Show and Data

The exhibits of China International Emergency Rescue Equipment Exhibition 2011 cover equipments used in different emergency rescue steps such as warning, rescue and reconstruction. These exhibits include unmanned plane for aerial image, all terrain vehicles for emergency rescue, multifunction snow plough vehicles, high-ejection fire truck, walking excavator, break-in rescue robot, shearing machine, wet shot-concrete machine, generator set etc.. Picture and photography show area, scientific video area, interaction area, and emergency rescue knowledge area will be also on show.

China International Emergency Rescue Equipment Exhibition 2011 was held at the same time as BICES2011 and IVEX2011. The 4-day exhibition covered an area over 9000 square meters, sharing 120,000 visitors with BICES2011 and IVEX2011

National Supporters

The Ministry of Industry and Information Technology of People's Republic of China
The Ministry of Water Resources of People's Republic of China
PLA Armament Department
National Development and Reform Commission
National Workplace Emergency Management Centre
China Fire Protection Association
National Emergency Transportation Equipment Engineering Research Centre
China Highway and Transportation Society

Professional Activities International Communications

During the exhibition, seminars on relative policies and laws of disaster prevention and reduction, seminar on emergency rescue cooperation, symposium on emergency rescue equipments will be held to establish a high level communication platform for emergency rescue field.

Our Strengths

1. Relevant emergency management agencies such as The Ministry of Industry and Information Technology of People's Republic of China, The Ministry of Water Resources of People's Republic of China, National Development and Reform Commission, and national military departments have given us professional instructions and great support.
2. The participation of users and manufacturers of emergency rescue equipment.
3. Focusing on the development of emergency rescue equipment and the establishment of value platform for emergency rescue industry.
4. Share advantageous resources and customer network of BICES and IVEX. The complementary market structures and customer resources comprehensively cover the whole emergency rescue and logistics fields.
5. Profound media reports and high quality seminars bring exhibitors high-value-added achievements.



IVEX 2013 China Beijing International Commercial Vehicle Exhibition

SHARED WITH BICES 2013

In today's China, the pace of urbanization and economic structure optimization is accelerating, followed by the ever multiplying demands for special vehicles in respect of logistics, municipal engineering, energy, communication, health care and other sectors. The estimated annual total demand for special vehicle in 2020 is expected to reach 1,740,000, while the number of commercial vehicle will be amounted to 8,550,000. In the meantime, special vehicle's proportion in the total amount of trucks 40%, though the gap could still be perceived when compared with a 70% market share in developed countries. The achievements of China's commercial vehicle industry will be fully demonstrated at IVEX 2013, which will provide further impetus to the application and brand building of commercial Vehicles.



Our Strengths:

1. Share with well-known construction machinery exhibition and cooperate with authorities to create an industry-led exhibition in China.
2. Sharing BICES' 20-year accumulation of superior resources and networks home and abroad—your shortcut to access the domestic and overseas markets.
3. In-depth news report and elite forums, hot topics and innovative services beyond your expectation.
4. Beijing— A central hub of people flow, business and communication, provides you with the best location advantage to help you sell your products to the whole country and worlds.

IVEX 2011

During BICES 2011 & IVEX 2011, including of XCMG, SANY, Liugong, Terex, Zoomlion, Belaz, had showed the Mining Trucks, Trailers, Fire Engine, Dumper Trucks, Sweeper Vehicle, etc. and the Engine brands including of Cummins, Perkins, Deutz, FIAT, ISUZU, Toyota, Caterpillar, Volvo had showed their the latest energy saving and emission reduction products engine for markets. And share with over 120,000 professional visitors from BICES 2011, the IVEX 2011 also invited and attracted many commercial vehicles visitors and buyers including of fire department, Sanitation department, mining companies and construction department.



BICES — A more pragmatic display platform Beijing Jiuhua International Exhibition Center

After 4 years of continuous summarization from 2 exhibitions and the collection of various parties' demands to service, BICES2013 will operate Jiuhua International Exhibition Center into a professional exhibition center which is more in line with construction machinery exhibition. There are excellent experienced suppliers waiting for each and every partner, who will meet all field service demands of professional exhibitors and audiences from the whole world with their comprehensive services. BICES will also bring in the international normalized field service, and try its best to provide an enjoyable exhibition journey for each and every partner. Besides, it will rely on the government to establish extensive and close cooperation with business organizations and chambers of commerce from more than 30 countries and regions, to set up in-depth communications with foreign embassies and consulates, to improve BICES into a customer-invitation system for all construction machinery markets, hence to make BICES2013 a most anticipated exhibition with countless audience from the whole world!



World Cities

In Beijing, more than 3,000 years of history of civilization the ancient capital, China's political, cultural and information center, is that you control the market context, looking for quality customers, shaping the corporate image of the preferred place. embodies the wisdom of national resources in Beijing, targeting Beijing constructed into a world city is reach extends to all corners, and global customer communication provides the perfect platform for you. Beijing Olympic era after a new posture to the Quartet of friends.



www.e-bices.org

About the Exhibition Management Office

Beijing Asiamachine International Convention & Exhibition Ltd. is invested by three organizers of BICES, which is mainly responsible for the operation work of BICES. We have excellent teams, owns rich and unique organization and operation experience for large-scale exhibitions, and we aims to provide value exchange platform for exhibitors and audiences with advanced and mature exhibition concepts and achievements, to create and realize the best value.

International Supporters

CEA (The Construction Equipment Association)
JCMA (Japan Construction Mechanization Association)
KOCEMA (Korea Construction Equipment Manufactures Association)
ANMOPYC (Spanish Manufacturers Association of Construction and Mining Equipment)
SOBRATEMA (Brazilian Association of Technology for Equipment and Maintenance)
IMDER (Turkiye Construction Equipment Distributors & Manufacturers Association)

The Finnish Foreign Trade Association
S&T Construction Equipment Consulting Group
Builder Association of India
Thai Contractors Association Under H.M. The King's Patronage
Conference & Exhibition Management Service Pte Ltd.
Philippines Contractors Association
E-commerce Gateway Pakistan (Pvt) Ltd.
The Chinese-Arab Friendship Association
Russian Association of Contracting Companies in Road Industry

Domestic Supporters

China Machinery Confederation
General Bureau of Water Conservancy Ministry
China Machinery Industry Corporation
China Railway Engineering Corporation
China National Gold Group Corporation
SinoHydro Corporation
China Huaneng Group
Armed Police Hydro-Electric Construction Headquarters
China International Contractors Association
China Road Building Association, Construction & Maintenance Sub-Council
China Construction Machinery Association, Industrial Vehicles Sub-Council
China National Association of Chemical Construction Enterprises
China Metallurgical Construction Association
China Electric Power Construction Association
China State Power Corporation
China Mechatronic Commodities Flow Association
China Deep Foundation Construction Association
China National Water Resources & Electric Power Materials & Equipment Co., Ltd.
China Gold Group
China Building Industry Association, Construction Management & Leasing Sub-Association
Petrochemical Branch of China Construction Industry Association
Beijing Construction Committee
Beijing Municipal Engineering Corporation
Beijing Construction Association
Beijing Municipal Engineering Association
Guangzhou Construction Machinery Parts Association

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