



# WOODTECH

OCTOBER 19 – 23, 2023

WOODTECH  
POST SHOW REPORT



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# About The Show

THE BIGGEST MEETING OF WOOD PROCESSING INDUSTRY

Being the most important trade fair of the wood industry in Türkiye, WoodTech offers an extensive range of products such as machinery and technical equipment for processing forestry products, semi-finished products, surface finishing, assembly, and packaging and brings together local and international companies that operate in different branches of the industry.

36th edition of WoodTech; Wood Processing Machines, Cutting Tools and Hand Tools Fair was held on October 19–23, 2023 at Tüyap Fair Convention and Congress Center in Istanbul.

WOODTECH



## Summary Info

### WOODTECH 2023



#### Official Title

36th International Wood Processing Machines, Cutting Tools, Hand Tools Fair



#### Location

Tüyap Fair and Congress Center, Istanbul



#### Dates

19 – 23.10.2023



#### Number of Halls

HALL 1-2-3-4-5-6-7-8-9-10



#### Exhibition Space

80.000 m<sup>2</sup>



# Overview



**354**  
EXHIBITORS



**22.381**  
VISITORS



**21**  
EXHIBITOR COUNTRIES



**98**  
VISITOR COUNTRIES



**32**  
HOSTED BUYER COUNTRIES

# Dijital Etkileşim



**260.000+**  
VIEWS









**1.260.000+**  
WEBSITE VIEWS

# Exhibitor Overview






















 **NUMBER OF EXHIBITORS**  
354

 **NUMBER OF INTERNATIONAL EXHIBITORS**  
21 (Directly + Indirectly)

 **PRODUCT GROUPS**

-  Machinery and Equipment For Forestry, Log and Sawntimber Production
-  Machines and Equipment For Wood Processing
-  Machines and Equipment For Surface Technology
-  Machines and Equipment For Packaging
-  Conveyor, Handling, Warehousing Equipment
-  Cutting Tools, Tool Holders and Other Equipment
-  Dust Collector, Ventilation and Filter Systems
-  Driers, Impregnation Systems and Energy Boilers
-  Industrial and Sectoral Softwares

**EXHIBITOR COUNTRIES**

- Austria 
- Belgium 
- Brazil 
- China 
- Czechia 
- France 
- Germany 
- Iran 
- Israel 
- Italy 
- Liechtenstein 
- Luxembourg 
- New Zealand 
- Poland 
- South Korea 
- Spain 
- Sweden 
- Switzerland 
- Taiwan 
- Ukraine 
- and Türkiye 



## Exhibitor Feedbacks



### AES Group

*This year's WoodTech Fair had a special significance for us and the Turkish wood processing machinery sector. WoodTech, which has been organized simultaneously with the Intermob Fair for over 20 years, took place as a single fair for the first time this year under the leadership of AİMSAD. Making WoodTech one of the essential fairs in Europe was a significant goal, and the independent organization of the fair, primarily in terms of prestige, held great importance. Additionally, the increased exhibition space allowed all exhibitors the opportunity to showcase their innovations at the fair. As AES, we consolidated our stands in two separate halls, providing us with a clearer opportunity to showcase our newly developed machines and all industrial solutions to visitors. Another advantage provided by the new arrangement of WoodTech was the presence of visitors directly related to our industry. Over 20,000 local and international visitors from within our industry significantly increased our opportunities to establish new business connections. With anticipation, we look forward to the next fair where we can present our innovations to visitors in the new face of WoodTech."*



### Baromak

*For Baromak, this year's WoodTech Fair was the best fair we have exhibited in so far. I can say that we achieved our goals both in terms of sales and showcasing the vision we aimed to present to our visitors. With the separation of the Intermob Fair, we had the opportunity to meet our potential customers and potential dealers. We could allocate more time to explain our machines and vision in detail to our visitors. I am already looking forward to Woodtech 2024. There has been a noticeable change in the visitor profile with the separation of the Intermob Fair. Every company, both domestic and international, that visited our booth came with a clear understanding, and this gave us great pleasure. We made many sales and dealership agreements with both domestic and international companies.*



### Biesse Türkiye

*This year the WoodTech Fair, held separately from the Intermob Fair for the first time and hosted more than 20,000 visitors. The presence of visitors focused on machinery turned out to be an advantage for Biesse. This allowed us to specially welcome all our guests who visited our booth and provide them with more detailed information about our technologies. The visitor profile can be characterized as machinery-focused, comprising visitors interested in keeping up with industry developments and making new investments. As the Biesse Türkiye and Middle East team, we hosted a significant number of visitors, with a higher proportion of local visitors from the region we serve.*

## Exhibitor Feedbacks



### CE Ahşap

*As CE Wood WoodTech 2023 was the first fair we attended, so we made significant efforts to introduce ourselves and our products in the best possible way. It was indeed a very productive fair for us and we are very pleased to have exhibited in WoodTech 2023 Fair. The hall we were in was also quite good. We had the opportunity to meet with qualified customers who are interested in machinery. There was a visitor profile befitting a specialized fair. Our customers from Iran, Qatar, Russia, Kosovo, Arab countries, and even Palestine attended the fair.*



### Dinçmak

*As Dinçmak, we believe that the separation of the fairs was a very correct decision. This allowed us to allocate the necessary time for our customers and conduct the necessary meetings without pressure and fatigue. We were able to introduce the right machines for their needs to our customers in the best way possible. Therefore, the organization of the WoodTech Fair on its own was very beneficial. The visitor profile was generally end-users, which made us complacent. End-users used to come to the fair before, but this year, knowing that the machinery fair was organized separately, they showed much more intense interest. In addition to this, we met with both our existing international dealerships and implemented new dealership agreements. This year, we received demands from the Asian region, which pleased us greatly.*



### FSD Yazılım

*"For our company, the fair was very productive. I believe the organization of WoodTech Fair on its own was very beneficial. Having only visitors interested in machinery attend the fair was much more effective for us. We could reach our target customers with less effort. Throughout the fair, we had significant meetings. I had participated in WoodTech Fair both as a visitor and as a exhibitor in another company before, but I definitely think that organizing it this way is more advantageous for our industry. Honestly, due to the close dates of the fairs, I thought there wouldn't be many international visitors, but we still had international visitors. I believe that everything will be fully on track next year, and the number of our international visitors will increase."*

## Exhibitor Feedbacks



### İnegöl Form Makina

"The 36th edition of the WoodTech Fair has once again demonstrated its significance as a crucial platform where industry developments and innovations converge. We observed that exhibiting companies complete the fair satisfied with the opportunity to showcase their products and interact with industry professionals. Additionally, we appreciate the decision to separate the Intermob Fair from the WoodTech Fair. This separation allows both fairs to focus more and contribute to the industry by creating an atmosphere where innovations in the sector are concentrated. We hope to continue participating in these valuable events in the coming years. Fairs like WoodTech provide an essential platform to stay updated on industry developments, create new business opportunities, and strengthen collaborations."



### Nesto

"The WoodTech 2023 Fair marked the first separate edition from the Intermob Fair, which initially raised concerns about a potential decrease in visitor numbers and negative consequences for exhibitors. However, speaking on behalf of our company that supported the separation of the fairs, I can say that the anticipated decline did not materialize. This year, we had the opportunity to engage in productive discussions with visitors who visits our launch area. In terms of the number and quality of visitors, especially from international attendees, we had a successful fair period."



### SAF Teknik

"As SAF Teknik, I would like to express our great satisfaction with exhibiting in WoodTech 2023 Fair. It was truly an impressive event and provided us with a valuable opportunity to explore the latest developments in the industry. The decision to separate Intermob and WoodTech Fairs and held them on different dates is an essential step for the industry's future, considering Türkiye's rapid progress towards becoming one of the world's leading manufacturing countries. I believe that WoodTech Fair is a necessity for every professional who wants to closely follow the developments in the industry."



## Exhibitor Feedbacks

Türkiye 

★★★★★

### T.R. Sabır Makine–Moxa1 Makine Dış Ticaret

*Both the industry and T.R. Sabır Makine–Moxa1 Makine seem to have a need for efficiency and participation in this fair. I can say that bringing our patented machines to the industry for years, receiving satisfaction–filled feedback from our customers, and developing ourselves through R&D studies while meeting the industry's demands are gratifying and values that encourage us to move forward and strive for excellence. We had a fair where each day was intensely busy, and the interest in our booth was delightful. At this point, it is evident that the foundation of this interest and attention at the fair is experience, customer satisfaction, accumulated values over the years, and trust in our domestic production machines. The fair went very well for us, and it is safe to say that it contributed positively to both the interest in our booth and the industry. Currently, our domestic production machines are actively working and providing services in more than 50 countries. At the fair, in addition to numerous domestic visitors, there was also significant interest from the Balkans, Russia, and Arab states in our booth. There was great interest in our work, machines, and R&D efforts that make all types of furniture production possible.*



# Visitor Overview

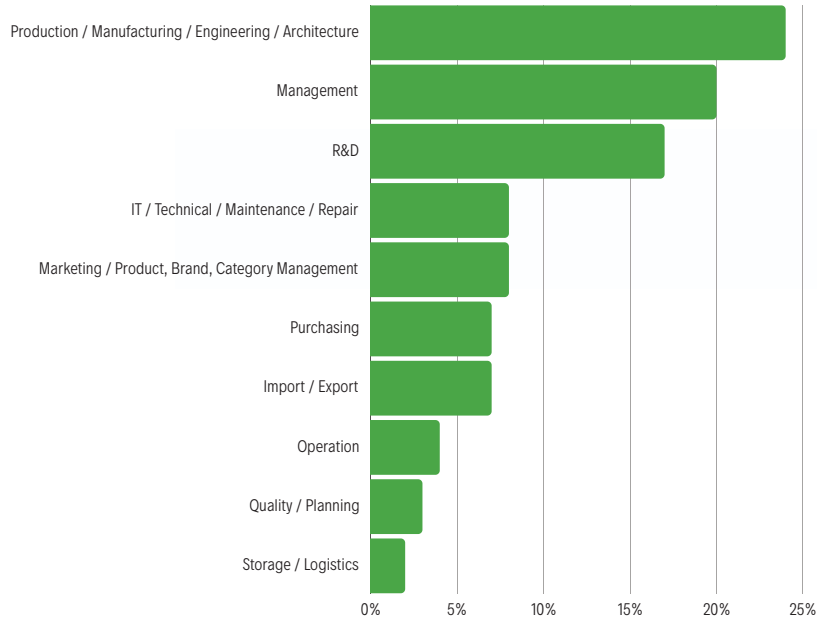
 **TOTAL NUMBER OF VISITORS**  
22.381

 **INTERNATIONAL VISITORS**  
3.881

 **PURPOSE OF VISIT**

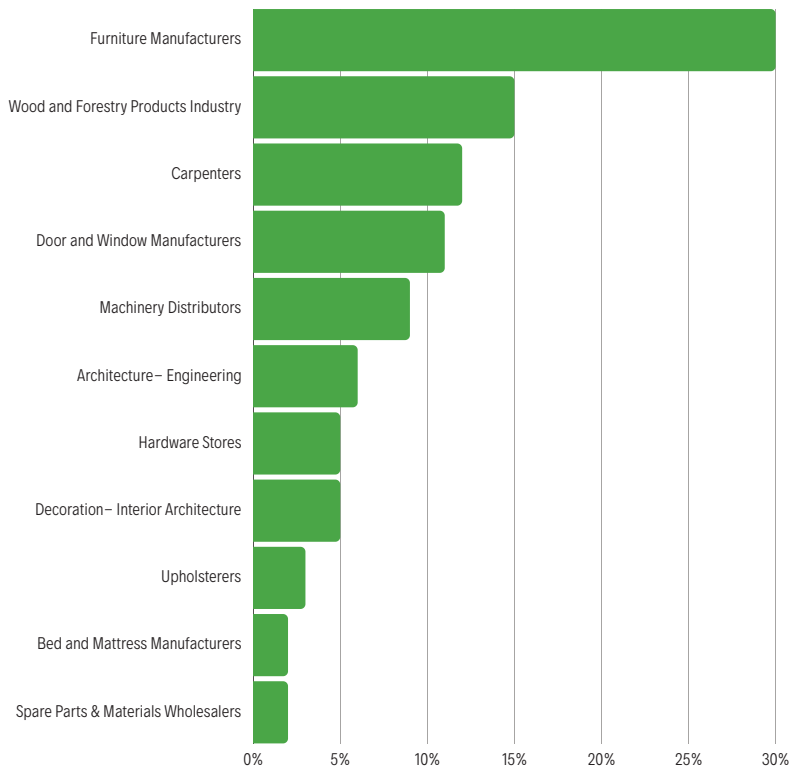


 **DEPARTMENTS OF VISITORS**





**SECTORAL DISTRIBUTION OF VISITORS**



# Visitor Overview



## VIP HOSTED BUYER PROGRAM COUNTRIES

- Algeria
- Azerbaijan
- Bahrain
- Belarus
- Bosnia and Herzegovina
- Bulgaria
- Croatia
- Egypt
- Georgia
- Iran
- Iraq
- Jordan
- Kosovo
- Kuwait
- Lebanon
- Libya
- Moldova
- Montenegro
- Morocco
- North Macedonia
- Oman
- Poland
- Romania
- Russia
- Saudi Arabia
- Serbia
- Sudan
- Tajikistan
- Tunisia
- UAE
- Ukraine
- Uzbekistan



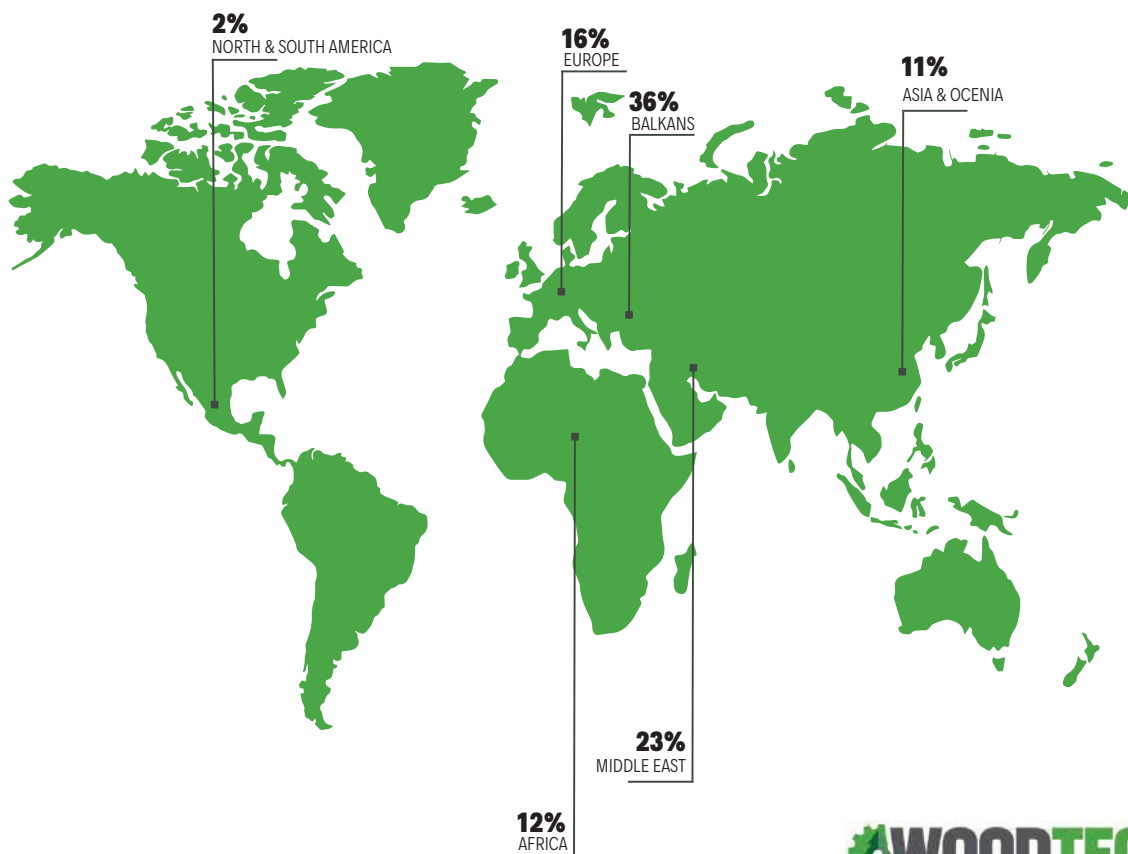
## TOP 25 VISITOR COUNTRIES

in alphabetical order (excluding Türkiye)

- Albania
- Algeria
- Azerbaijan
- Belarus
- Bosnia and Herzegovina
- Bulgaria
- Egypt
- Georgia
- Germany
- Greece
- Iran
- Iraq
- Italy
- Jordan
- Kosovo
- Lebanon
- Libya
- Morocco
- North Macedonia
- Romania
- Russia
- Saudi Arabia
- Serbia
- Tunisia
- United Arab Emirates




## GEOGRAPHICAL DISTRIBUTION OF VISITORS



## Visitor Feedbacks

Georgia  ★★★★★


*"WoodTech is a trade fair I have been visiting for many years to search for machineries for our furniture factory in Georgia. I had the opportunity to find the machines to purchase for our factory at this event. I believe that visiting WoodTech is essential for establishing new business connections."*

Azerbaijan  ★★★★★

*"We are visiting WoodTech Fair for the first time. We have had a very productive fair experience where we could find the machines we were looking for. We had the opportunity to examine the most advanced and innovative machines that exceeded our expectations. Since it is a fair where the most innovative solutions related to the industry can be easily found, we highly recommend WoodTech Fair to anyone considering visiting."*

Türkiye  ★★★★★

*"During WoodTech Fair I had the opportunity to see the latest technologies in the industry at first hand. I am interested in CNC lathes, cutting tool tips, and hardware materials. I found the products I was looking for and had the opportunity to meet with our suppliers. I consider WoodTech as an essential platform to keep up with the latest innovations in the industry and improve our relationships with our existing suppliers. I believe it's crucial to closely follow the latest developments in the industry, and I recommend WoodTech Fair to anyone looking to do so."*

Kosovo  ★★★★★

*"I have been regularly visiting the WoodTech Fair for the past 10 years. At this fair I was able to find the machines I have been looking for to expand our company and the parts we need for our existing machines."*

Brasil  ★★★★★

*"This is my first visit to this fair. Thanks to the WoodTech Fair, I learned how advanced the wood processing industry in Türkiye is, with numerous companies and machine manufacturers, and this impressed me a lot. As a company that retails machines like edge banding and CNC machines, I had the opportunity to find both companies that surprised me with their high-quality and high-tech machines and those selling standard technology machines at much more competitive prices. Thanks to WoodTech, we are very close to making agreements with some Turkish participant companies in order to sel their machines in Brasil. I believe that everyone in the wood processing industry should see the development of Turkish companies and their products. Besides that, I strongly recommend visiting the WoodTech Fair to anyone interested as I believe they can find numerous business partnership opportunities at this fair."*

Türkiye  ★★★★★

*"The WoodTech Fair is important to us as it is one of the rare occasions where we come together with our business partners to explore new business opportunities. I recommend WoodTech Fair to anyone considering visiting it as it offers new business opportunities and helps to see the latest innovations and technologies in the industry, and expand the company vision."*

# Visitor Feedbacks

*Türkiye*  ★★★★★

"I have been regularly visiting the WoodTech Fair for the past 10–12 years. This year, I was concerned that the fair might have lower numbers of participation and visitor due to its separation from the Intermob Fair, but I am pleasantly surprised and it exceeded my expectations. I visited the fair to explore wood-working machinery and had the opportunity to easily find the products I was looking for. Thanks to the WoodTech Fair, I am not only enhancing my relationships with the companies I do business with but also staying informed about the latest innovations and technologies in the industry. I believe that those who want to take their business to a successful level and expand their network should definitely keep an eye the trade shows. Therefore, I highly recommend the WoodTech Fair to anyone in the industry looking to grow and improve their business."

*Kosovo*  ★★★★★


"I had the opportunity to visit Türkiye and the WoodTech Fair for the first time. I am very pleased with the fair. I visited the fair to examine the CNC machines, and I was able to easily find the machines I was looking for. I have never had the opportunity to see innovative machines at this level anywhere else. WoodTech, in particular, helped broaden my vision in this regard. I highly recommend this show to anyone looking to acquire knowledge about the latest innovations and technologies in the industry."

*Kuwait*  ★★★★★


"As a furniture manufacturer aiming to grow my company, WoodTech is an excellent event that I regularly attend every year. It offers a wide range of options related to the product groups I'm looking for, all of which are both high quality and reasonably priced. I will visit this fair again in the coming years, and I highly recommend it to anyone in the industry."

*France*  ★★★★★

"As the owner of a company that exports timber, I visited this fair with the aim of finding new products to enhance the production in my company. Thanks to this fair, I got to know many companies I hadn't come across in the industry before. WoodTech Fair, where I could acquire new machines that would significantly contribute to my production, was highly productive for me. Based on my experience, I wholeheartedly recommend WoodTech Fair to anyone who wants to establish new business connections and stay updated with the latest industry innovations."

*Algeria*  ★★★★★

"As a mechanical engineer, I'm very pleased to have the opportunity to see numerous innovative machines that I haven't seen before at this fair. I came to this fair to examine MDF and painting machines, and I found highly advanced machines with techniques I haven't seen before with reasonable prices. I've visited many fairs related to this industry in other countries, but I haven't come across another fair where machines are so advanced, and exhibitor companies show such a strong interest in visitors. The exhibitors at WoodTech have deep expertise in their field and are not hesitant to share their knowledge in detail. For all these reasons, I can say that WoodTech Fair has been highly beneficial to me, and very productive. I plan to visit WoodTech Fair again in the coming years and recommend it to anyone who wants to experience the same kind of expertise."


*Italy*  ★★★★★

"I visited the WoodTech Fair again this year, as I have been doing regularly since it started, to explore the latest innovations in the industry and the new exhibiting companies. It is one of the essential fairs related to the industry, so I recommend WoodTech to anyone considering a visit."

## Visitor Feedbacks

Georgia  ★★★★★


*"As the Managing Director of the Georgian Woodworking and Furniture Manufacturers Association, I visit WoodTech regularly every year. Through this fair, I have witnessed how Turkish manufacturers improve themselves every year and produce very high-quality products. I visit the fair along with numerous individuals from the Georgian Wood Processing sector, and thanks to our positive experiences and feedback related to the fair, the number of visitors from Georgia coming with us has been increasing every year."*

Oman  ★★★★★

*"I visited WoodTech Fair for the first time, and I am very pleased. I believe that everyone in the industry should definitely visit this fair. I plan to visit this fair next year again."*

Türkiye  ★★★★★

*"I work for a company that specializes in decoration and contracting services. Thanks to WoodTech, which we visit every year, we can not only explore the latest industry innovations and products but also have the opportunity to meet both suppliers and customers under the same roof. I recommend those who are considering visiting the fair to try and visit as many booths as possible. This way, they can access high-quality products at much more affordable prices."*

Türkiye  ★★★★★

*"I visited the WoodTech Fair to examine wood processing machines. I had the opportunity to find a wide range of options among the products I was looking for. I will continue to visit this fair in the coming years."*

Türkiye  ★★★★★

*"WoodTech Fair is a comprehensive event with numerous exhibiting companies showcasing their latest products. By visiting WoodTech Fair, we stay informed about the innovations and developments in the industry, allowing us to plan for the future and determine how we can improve our business to stay up to date with industry advancements. Those who attend the fair will have the opportunity to find the most current machines, products, softwares, and much more that can be beneficial in enhancing their businesses and themselves."*

Türkiye  ★★★★★

*"I work for a company that specializes in producing furniture primarily for hotels. I visited the WoodTech Fair to keep up with the latest developments and technologies in the industry and adapt what I've seen to our business. It was a productive fair, and I'm satisfied with it."*

## Visitor Feedbacks

Türkiye  ★★★★★

*"We are engaged in polyurethane casting. WoodTech is an international fair that we have been regularly visiting for many years, bringing together exhibitors and visitors from various countries. Many of the exhibiting companies we want to do business with are present at this fair. My advice to those who plan to visit this trade show is to schedule their visit in advance. I believe that here they will encounter far more products and companies than they expect."*

Russia  ★★★★★

*"I visited the WoodTech Fair for the first time in order to examine the machines for the new business we are considering to establish. I was particularly impressed by the excellent preparation of the exhibiting companies at this fair. They provide detailed information about the products. I easily found the products I was looking for, and I am confident that anyone planning to visit this fair, no matter what products they are looking for in the industry, will find them here. I strongly recommend visiting this show. I will continue to visit WoodTech in the coming years."*

Türkiye  ★★★★★

*"We are a company that produces panel furniture. This year, I visited WoodTech for the 20th time. I believe that WoodTech is one of the most essential fairs in the industry. WoodTech is a platform where industry companies showcase their latest innovations, and it is only by visiting this fair that you can access information and knowledge that you cannot reach through time and effort for a long time. Therefore, I think that those who are related with the industry should definitely take the time to visit this fair."*

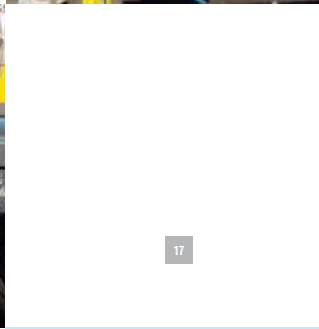
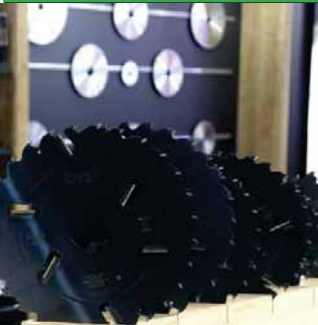
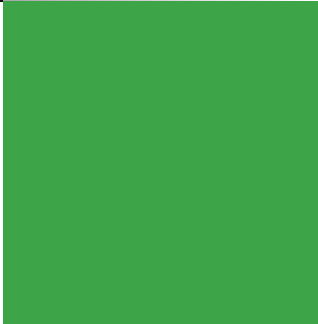
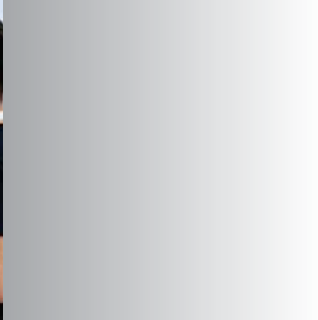
Bosnia Herzegovina  ★★★★★

*"This is the fourth visit, and I consider this trade show as a highly significant business platform. I am interested in wood-working machinery, and I found the products I was looking for, so the fair was very productive for me. In addition to that, I can say that this fair is quite beneficial for refreshing relationships with existing customers and finding new potential ones. Due to the presence of a large number of products that will be of interest to many industries, I recommend this fair to anyone considering visiting it. I plan to visit this fair again next year."*

Egypt  ★★★★★

*"This is my first visit to the WoodTech Fair. I attended this fair to purchase the most advanced machinery for our factory in Egypt. I can say that the fair was quite productive as it provided me with the opportunity to have meetings with various exhibiting companies."*







Next Event  
October 12 – 16, 2024


# WOODTECH

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