



PRESS KIT

29 January 2026

INTERMAT Industry Day

**A look forward to the 2027 show highlighting
sustainability and the collective commitment of the
construction sector**

EVOLIS

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INTERMAT Industry Day at a glance

INTERMAT Industry Day (*Journée Filière*), held on 29 January 2026 in Paris, brought together 300 market players from the construction sector (decision makers, institutions, professionals, exhibitors, experts etc.) who came to share the strategic vision and ambitions of the 2027 INTERMAT show held under the banner of sustainability.

The event provided an opportunity for a progress report on the developments since the previous edition, in particular following the signature of the **manifesto by the industry's main five trade associations - C-MAT (formerly SEIMAT), DLR, EVOLIS, FFB and FNTP - to promote the decarbonisation of the sector.**

This initiative has led to the establishment of CINERGIC, the 'consortium of interest for energy on construction sites', intended as a collective movement to support the low-carbon shift of construction equipment, and which will be showcased at the forthcoming edition of INTERMAT.

The members of the consortium shared details of the progress they had made in terms of electric solution investment subsidies, best practices in the use of electric equipment on worksites, and biofuels.

Through a series of round tables and debates, Industry Day provided a backdrop on which to explore the **main prospects of the industry at European level (FIEC, CECE, ERA) and debate the topic of sustainability from three perspectives: environmental, societal and economic.**

Also on the agenda were innovation, decarbonisation, cybersecurity and artificial intelligence, with the round table "How is the sector embracing AI?" Grégoire Arranz, CEO of Arkance and Maxime Boyer, IA programme mentor & Data Scientist at Leonard (Vinci group) shared the current and future advances of AI in support of innovation in many parts of the sector (design, manufacturing, maintenance, etc.).

The contribution of Mathieu Soulas, director of New Mobility at TotalEnergies, brought attendees the vision of a key market player in energy, and its commitments to incorporating sustainable development in all its dimensions, providing insight into the role of energy and innovation in the development of tomorrow's construction projects and solutions.

Finally, the five trade associations, all highly mobilised to make INTERMAT 2027 a moment of convergence and exchange for all the construction industry's stakeholders, job disciplines and generations, brought the Day to a close.

Philippe Cohet, chairman of DLR, Jean-Claude Fayat, chairman of FIM and first vice-president of EVOLIS, Sébastien Ramé, vice-president of UMGO-FFB, Xavier Neuschwander, chairman of the FNTP Technical and Innovation Committee, and Davy Guillemard, chairman of C-MAT (formerly SEIMAT) expressed **their ambitions for the long-term future of their sector, their activities and innovations through the notion of environmental, societal and economic sustainability.**

The European construction and equipment market and its outlook

The opening round table entitled “Sustainability: does Europe have the means to achieve its ambitions?” brought together Carole Bachmann, secretary general of ERA (European Rental Association), Domenico Campogrande, director general of FIEC (European Construction Industry Federation) and Ricardo Viaggi, secretary general of CECE (Committee for European Construction Equipment) who set out the main issues currently affecting the construction sector, its state of affairs on a European scale (economic and regulatory), and their vision with regard to the challenge of sustainability.

The construction market*

The previous European Commission had placed sustainability and the environment high up on its agenda, often with an ‘ideological’ approach without paying sufficient attention to the realities for businesses on the ground.

This at least succeeded in putting construction back in the spotlight, as the targets will be impossible to meet without the participation of the construction sector. Furthermore, it offers significant new market opportunities.

The current European Commission has opted for a more pragmatic approach that recognises the need to maintain business competitiveness. The Commission has thus launched several simplification initiatives such as sustainability reporting and environmental legislation.

The main goal (a carbon net zero EU economy by 2050) remains in place, meaning that the green and digital transitions are therefore inevitable.

Tools implemented at EU level, such as the Taxonomy (which defines criteria to assess the sustainability of a project), are increasingly being used by financial institutions (banks, insurance companies, etc.), which is impacting businesses.

Greater integration must be implemented throughout the supply chain (design, machine and material producers, etc.)

“Sustainability brings many opportunities but also poses many challenges in terms of its implementation, among which the existence of national specificities. These specificities require an EU approach but must be implemented on domestic and local scales. There is also the question of who will finance it. For businesses, the availability of labour and the need to upskill employees require investment in training. In this respect, the green and digital transitions represent an opportunity to attract more young people and women,” adds Domenico Campogrande, FIEC director general.

**Source: FIEC*

The construction equipment and machinery market *

Economic outlook for the eurozone: navigating a route between tariff-induced volatility and moderate growth

In the final quarter of 2025, the European construction sector displayed a complex and fragmented picture featuring a search for stability following an extended period of turmoil. The legacy of 2024 continued to weigh heavily, with that year widely regarded as one of the most difficult in recent decades due to enduring inflation, spiralling borrowing costs and high costs of materials and labour.

Equipment market

Construction equipment sales in Europe rose by 12% in the third quarter, offering confirmation that the second quarter increase was not purely a result of temporal effects. **Sales for the first nine months of the year were 3% above those of the previous year, fuelling hopes that growth of 5% for the whole of 2025 were a realistic prospect.**

Outlook

The market has a quietly optimistic outlook: most manufacturers are expecting stable or slightly improving conditions, in particular in Europe and India, even though significant risks persist with regard to exports to the USA. **Overall, global sales are expected to remain flat in 2025, with Europe growing by around 5%.**

Total sales in 2025

In line with expectations, **nearly 60% of construction equipment manufacturers recorded growth in their total sales in 2025.** It should however be noted that this is more of a market catch-up following poor sales in 2024 than the result of a genuine boost in demand.

“The European construction machinery market should see a moderate upturn in 2025 and 2026, driven by housing, civil engineering, and healthy business in repairs and maintenance. While conditions for growth are improving, the market still faces risks associated with tariffs, labour shortages and supply chain pressures,” emphasises Riccardo Viaggi, CECE secretary general.

**Source CECE Business Barometer January 2026 / European Commission - May 2025 (Investment); REXECODE - September 2025 (GDP)*

The equipment rental market*: a powerful lever for decarbonisation

Equipment rental turnover in Europe amounted to €33.9 billion in 2025, a 1% increase on the previous year. *Source: ERA Market Report, October 2025.*

The United Kingdom, Germany and France remain the largest rental markets in Europe and today account for almost 60% of the total market. Similar in size to the German market, **the French market is worth €5.4 billion in revenue.**

It can therefore be seen as a powerful lever through which to decarbonise construction, optimise resource use, reduce the carbon footprint of projects and facilitate access to low carbon technologies.

Consequently, the EU must promote rental as a key player in the circular economy to meet European targets, since **rental is, by essence, a circular economy model** that revolves around reuse, preventive maintenance, repair and the extension of equipment lifespans.

An independent report commissioned by the ERA showed that the rental model promotes equipment use efficiency, generating **significant emission reductions of 30 to 50%, depending on users' practices.**

“Sustainability is a shared goal that requires a coordinated approach and a commonly held European vision between ERA, FIEC and CECE. Sustainability will not be achieved in silos. Manufacturers, machine builders and rental companies are three complementary links in the same chain. It is essential to reinforce dialogue between organisations to prevent technological, regulatory and economic inconsistencies,” points out Carole Bachmann, ERA secretary general.

**Source ERA*

CINERGIC: an industrial sector united to accelerate the low-carbon transition in construction equipment

Since the last edition of INTERMAT in 2024, the French building civil works equipment sector has broken new ground in its commitment to construction equipment decarbonisation.

Under the joint impetus of five representative trade associations – C-MAT, DLR, EVOLIS, FFB and FNTP – a common manifesto entitled “**4 keys to support the decarbonisation of construction equipment**” was signed by their chairmen, reflecting a clear intention to **act collectively, pragmatically and progressively, to transform construction sites and projects in the long term.**

INTERMAT, the European showcase and strategic platform for the industry

Beyond its vocation as the reference tradeshow for machinery, equipment and technology used in construction, **INTERMAT stands out as an event with a European outlook**, positioned at the crossroads of industrial, environmental and economic challenges faced by the sector.

The event is both **a showcase and a unique space for** dialogue between industry stakeholders, policy makers, industrial players and user businesses, on French and European scales.

The five federations share a clear desire: to make INTERMAT not only a showcase for innovation, but also **a place for strategic stances and thinking on the future of construction equipment in France and more broadly in Europe.** In this spirit, INTERMAT has become the natural platform for a construction equipment vertical brought together around the major issues surrounding infrastructure construction, maintenance and sustainable transformation.

CINERGIC: giving visibility to unprecedented inter-professional cooperation

To give structure and clarity to this collective drive, the five federations have chosen to take on a shared name: CINERGIC, standing for **Consortium of Interest for EnERGies on Construction sites.**

This banner reflects enhanced cooperation between distributors, rental companies, manufacturers, building contractors and importers, with a shared ambition: **support the low-carbon shift of construction project equipment while accounting for the sector’s technical economic and operational realities.**

The first endeavours of CINERGIC consisted of **establishing the sector as a recognised point of contact for government authorities**, by highlighting the specificities of non-road mobile machinery, the wide variety of uses and constraints specific to worksites, most notably with respect to access to energy. Indeed, due to the nature of this non-road mobile machinery (NRMM), it needs to be refuelled on site, which calls for specific logistics.

Sensitising government authorities to worksite realities

One major challenge, and which continues to remain relevant, lies in **sensitising the administration to the everyday realities of the construction industry**. The sector stands out through the extremely wide variety of equipment and forms of use, which means that a 'one size fits all' approach is entirely inappropriate. CINERGIC thus seeks to promote a vision that is **technologically open** and founded on analysing uses, lifecycles and actual environmental benefits.

This approach is fully in step with the spirit of the manifesto, which recognises that there is no silver bullet solution, but rather a **progressive and multi-energy source trajectory** towards net zero. The two energy sources that appear the best suited, due to logistics limitations, are electricity for small to midi ranges and biofuels for heavier machines, subject to certain actions being conducted in both cases.

Support investment: step-by-step construction

One of the priorities pursued by CINERGIC is economic aid to businesses.

The first step was to incorporate energy constraints into policy documents such as the French National Low Carbon Strategy.

A second step was reached with the implementation and extension of **over-depreciation**, which sent out a positive signal, albeit with certain limits, in particular due to European regulations governing state aid and its scope which excluded rental companies.

Work then continued with the exploration of a mechanism in the ilk of the **Energy Saving Certificate** (CEE in French). This phase involved extensive groundwork with ATEE (technical association for energy and the environment). With these analyses, objectives were set for the various issues, and stakeholders were engaged in collective dialogue.

Another step then began with incorporation of these studies into the e-Trans programme coordinated by the French environment and energy saving agency ADEME on behalf of DGEC, which will soon pave the way for a more operational support mechanism better tailored to the sector's specificities.

Lifting a structural obstacle: access to electricity on worksites

In parallel with investment subsidy mechanisms, CINERGIC undertook specific work on a key enabler of decarbonisation: **power grid connection conditions and timeframes for worksites**.

A **guide aimed at project owners** is currently being drawn up to better anticipate, at project inception, the energy requirements arising from the use of electric machines, and to secure the technical and economic feasibility of on-site charging solutions.

The manifesto's four keys: a shared roadmap

The manifesto signed at INTERMAT 2024 constitutes the backbone of the work conducted under the CINERGIC banner.

It is founded on **four complementary levers**:

1. **Adopt the right energy for each use case**, in a deliberately multi-energy approach.
2. **Guarantee the availability of energy sources on worksites**, an essential condition for the deployment of low carbon solutions.
3. **Support skill and job development**, by adapting training courses and increasing the appeal of careers in construction.
4. **Deploy the circular economy and CSR** by promoting retrofitting, remanufacturing and extending equipment lifespans.

This global approach was designed to square the circle between **social responsibility, operational performance and industrial competitiveness**, on both domestic and European scales.

A collective drive destined to continue in the long run

Through CINERGIC and as part of INTERMAT, the building and civil works industry is confirming its propensity to **collectively conceive and organise its transition**, working closely with government authorities and European organisations.

The Industry Day falls within this long-term dynamic: **consolidating achievements, sharing a common vision and planning the next steps**, looking forward to an INTERMAT 2027 that will be fully positioned as **the benchmark European gathering for sustainable worksite equipment and solutions**.

The strategic vision and ambitions of INTERMAT 2027

Guillaume Schaeffer, INTERMAT exhibition director, Fabien Vincentz, chairman of EVOLIS, and Davy Guillemard, chairman of C-MAT (formerly SEIMAT) presented the strategic vision and ambitions of INTERMAT 2027.

A catalyst for innovation, transformation and the longevity of the sector

Beyond its tradeshow status, INTERMAT 2027 also aims to embody a dynamic platform for the construction industry, a catalyst for its innovation and a venue for expertise, dialogue and demonstrations, but also one where the whole profession joins together to assert its commitments around its biggest challenges.

The forthcoming edition, buoyed by the visitor satisfaction and exhibitor loyalty from the 2024 show, will take account of the expectations they expressed for demonstrations, top-level expertise and real-world innovations, and will tightly align its subject matter with the realities experienced by professionals on the ground.

The global approach of sustainability, a powerful and meaningful notion for all construction stakeholders, will be articulated around three strands: environmental, societal and economic.

- **Environmental sustainability**, through all the ecological innovations represented by material and equipment decarbonisation (electrification, hydrogen, biofuels, etc.), the circular economy (equipment lifecycles), to ensure resource durability and urban resilience and thus combat climate change.
- **Societal sustainability**, to meet the skills needs of construction businesses, promote the appeal of their job disciplines and solutions, respond to the expectations of new generations looking for a meaningful occupation, to increase safety and cybersecurity, improve working conditions, and develop AI which is revolutionising the sector by improving the sustainability of construction processes.
- **Economic sustainability**, to guarantee the continued growth of the construction sector, safeguard the long-term future of its companies through the development of innovations and sustainability related trends in response to high demand for groundbreaking and sustainable solutions.

The 2027 show will also cover all the industry's current and upcoming topics: decarbonisation, safety and risk prevention, jobs and training, cybersecurity, AI and industrial sovereignty, to further the sector's transformation and its environmental societal and economic innovation.

The entire construction industry shares several ambitions: capitalise fully on the prospects available, explore new innovative models, speak out collectively and constructively, and create a calendar highlight for the trade to converge and socialise. Through the future-focused prism of sustainability, all the industry's stakeholders are already mobilised to make INTERMAT 2027 a catalyst to innovate and transform worksites and to clarify and facilitate the sector's major transformations," explains Guillaume Schaeffer, INTERMAT exhibition director.

Our five federations together pursue a clear goal: make INTERMAT not only a showcase for innovation, but also a platform for the French sector to speak out, take a stand and engage in strategic thinking on the future of construction equipment with a national and European dimension," adds Fabien Vincentz, chairman of EVOLIS.

The impetus given by the entire industry demonstrates genuine, tangible and progressive mobilisation, driven by technological innovation, changes in use patterns and better control over data. This new edition of INTERMAT will be an opportunity to demonstrate that solutions already exist and that they are operational and can help accelerate the transition to net zero without endangering productivity and competitiveness. INTERMAT 2027 should thus confirm the pivotal role of equipment, services and solutions in the sustainable transformation of the sector, for the benefit of communities, businesses and society," says Davy Guillemard, chairman of C-MAT.

Highlights at the 2027 show

EUROPEAN INDUSTRY FORUM

As a meeting point for European construction federations, the Industry forum will grow through a co-construction approach engaged with all types of industrial stakeholders and end users and around a logic of partnership and experience sharing on French and European scales.

Building on the global sustainability approach, articulated around three strands: environmental, societal and economic, a series of talks and round tables will be organised to compare and contrast the views of leading French and European names and industry specialists, and contribute solutions to address construction's major challenges.

INTERMAT INNOVATION AWARDS

An international showcase for innovation in the construction sector, the INTERMAT INNOVATION AWARDS will distinguish the equipment, technology, services, solutions and products that contribute to progress in the construction, infrastructure and materials industries and to accomplishing the sector's big transitions.

This international competition will provide unique visibility before and during the show, where innovation will be showcased to enable people to discover the sector's

latest technological developments. The innovations will be appraised by a jury of French and international users and experts (equipment directors, technical directors, research and innovation directors, CSR directors, etc.). **Entries close in October 2026.**

START-UP VILLAGE

A true springboard to accelerate innovation in construction, the Start-Up Village, offering a platform to around 20 young companies, will aim to shine a light on the latest technological solutions addressing the challenges of decarbonisation and digitalisation in construction. Visitors will discover tangible solutions that address current construction issues but also identify the technologies and practices of the future.

INTERMAT ACADEMY

This entertaining, immersive and informative space dedicated to employment and training will help forge ties between young talent and businesses that are hiring, around workshops, talks and job dating sessions. As the rallying point of colleges, young people and businesses, the INTERMAT Academy will offer a space to shine a light on the actions led by the main construction federations and training organisations to promote the appeal of building and civil works occupations.

INTERMAT DEMO

INTERMAT DEMO is an outdoor demonstration zone which this year will expand substantially to span an unprecedented area of more than 10,000 sqm. The show's headline crowd puller is designed to show off the latest equipment and machinery in real-life operational conditions, the demo zone caters to the high demand from visitors for the display of construction machinery in motion. It will feature modular spaces where each exhibitor will have their own zone to simulate a real worksite scenario at the event.

The outdoor exhibition areas will also be redeveloped to offer a smoother visit and bring visitors more special features and convivial spaces, with new additions such as the Food Court next to the demo zone and which address professionals' frequently expressed need for areas to chat and socialise.

WORLD OF CONCRETE EUROPE

The European concrete industry show will move up a gear, welcoming more than 200 exhibitors in partnership with its American sister show and becoming **the European event in Paris showcasing the latest innovations in the European concrete market.**

In what will be its fourth edition, the show will be designed around three pillars: an exhibition space with a range of sector-dedicated solutions, **Concrete Demo**, an area devoted to the demonstration of new applications, solutions and technologies, and the **Forum** offering non-stop speaking opportunities to source information, debate and network around the new issues facing the sector.

The exhibition will feature exhibitors from across the entire supply chain:

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

INTERMAT PRESS DAYS

Organised ahead of the show, this highly anticipated event with the industry's international media will bring together around 100 exhibitors and 150 French and foreign journalists. The latest new solutions will be presented at workshops and interviews between exhibitors and global trade and business media titles.

Make a date for 20 and 21 January 2027 at Stade Roland-Garros, Paris.

BUSINESS MEETINGS

A comprehensive and free business meeting service will be laid on, featuring qualified appointments between exhibitors and trade visitors to maximise business opportunities thanks to targeted meetings prepared in advance.

Save the date: 21 to 24 April 2027 at Paris Nord Villepinte

4 days to discover the powerful innovation drive of all construction players, committed to building a future based on sustainability.

FACT FILE

KEY FIGURES



1,200 EXHIBITORS
inc. **68%** from outside France
40 countries represented



150,000 VISITORS
inc. **25%** from outside France
130 countries represented

PRACTICAL INFORMATION



21-24 April 2027



Paris Nord Villepinte



Frequency: every 3 years

FEATURES & DEMOS

3 exhibition halls

2 demo zones

European Industry Forum
Start-Up Village
World of Concrete Europe
INTERMAT Academy
INTERMAT Demo
Concrete Demo

#SUSTAINABILITY

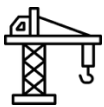
Sustainability at the heart of the 2027 edition through 3 pillars

#1. ENVIRONMENTAL

#2. SOCIETAL

#3. ECONOMIC

5 HUBS OF EXPERTISE



Earthmoving, Demolition and
Transportation
Lifting & Handling
Roads, Minerals & Foundations

Buildings and Concrete Sector
New Technologies & Energies



50% OF VISITORS

work for a building contractor



ORGANISERS

S.E INTERMAT comprises:



Comexposium is one of the world's leading organizers of professional and consumer events. The Group organizes 400 trade shows, exhibitions, conferences and one-to-one meetings in 80 cities across 20 countries, including SIAL, the world's leading network of events for food industry professionals; Wine Paris and Vinexpo, the leading global network of business events dedicated to wines and spirits; Who's Next; Les Assises de la cybersécurité; Foire de Paris; Retromobile; the Salon du Chocolat; and L'Étudiant.

Comexposium brings together communities of professionals and enthusiasts around the world through an omnichannel strategy designed to meet the real needs of its clients. Headquartered in Courbevoie (Île-de-France), the Group employs 1,200 people across its various subsidiaries.

The Comexposium Group is jointly owned by SIPAC, a subsidiary of the Paris Île-de-France Chamber of Commerce and Industry, and Crédit Agricole Assurances.



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



C-MAT, the trade association dating back more than 80 years that unites Equipment, Service and Solution Brands for Construction in France through around fifty members from a range of backgrounds: France, Europe, America, Asia, etc., and which account for more than 80% of the profession in France. www.seimat.com