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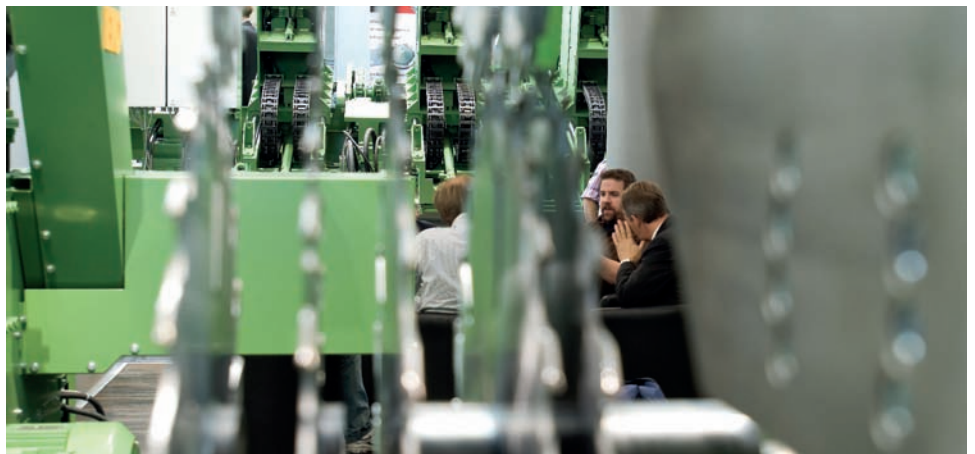
Orientation and contact details

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New opportunities for the future

LIGNA HANNOVER 2011 will serve as a barometer of trends in the industry and address the key issues – efficient use of resources, bio-energy and surface treatment technology



LIGNA HANNOVER 2011, World Trade Fair for the Forestry and Wood Industries, will focus on innovation, efficiency and future trends. From 30 May to 3 June 2011 the international wood and forestry industries will be represented in Hannover again under the slogan "Making more out of wood – innovative, efficient, trendsetting" in order to showcase the latest developments and solutions for the entire wood industry.

The challenges of the economic downturn make the leading role of LIGNA HANNOVER even more important. The trade fair affords opportunities for exhibitors and visitors alike to benefit from new ideas and business strategies. Furthermore, the organizers Deutsche Messe and the woodworking machinery manufacturers' association within the VDMA have chosen two topical keynote themes – bio-energy from wood and surface treatment technology – as the focus of the event.

"LIGNA HANNOVER has traditionally added momentum to the innovation cycle within our industry. Companies are coming to LIGNA HANNOVER 2011 because they are confident that it will provide an ideal platform for innovations and developments", says Dr. Bernhard Dirr, managing director of the woodworking machinery manufacturers' association within the VDMA, Frankfurt. "The next LIGNA HANNOVER will feature lots of new ideas for resource efficiency. We can identify potential for savings in all sectors of woodworking and processing and hence the chance to significantly reduce production costs – something that will surely interest all trade visitors."

LIGNA HANNOVER is the most important showcase for the forestry and wood industries worldwide – no other trade fair attracts so many visitors

from all over the world. Top decision-makers from companies, associations and organizations, as well as from the broader business community, government and administration, meet here for information and networking. The presence of market leaders from all industrial sectors in 49 countries makes LIGNA HANNOVER an invaluable technology event for suppliers on the global marketplace. Seminars, meetings, conferences and special presentations complement the exhibition program and make LIGNA HANNOVER an effective platform for the transfer of knowledge and experience between exhibitors and visitors.

"The worldwide crisis has shaken up the entire industry and has, to some extent, changed the parameters", maintains Dr. Bernhard Dirr. "The uncertainty has created a thirst for information among all industry players, and LIGNA HANNOVER 2011 will fulfil this need." Trade visitors, says Dirr, will be able to experience the entire spectrum of the industry. The professional audience values the objective market overview, which also benefits the exhibitors by facilitating a direct comparison with international competitors.

Deadline: 31 May 2010!

Don't miss out on the early booking discount for LIGNA HANNOVER 2011! Exhibitors who book their trade fair stand by 31 May 2010 are entitled to an interesting price reduction and have a better chance of securing a good stand location.

Read more on page 2



For more information visit:
www.ligna.de/homepage_e



Book early and secure your ideal stand location!

Forward-thinking pays off. Exhibitors who book stand space for LIGNA HANNOVER 2011 (30 May to 3 June 2011) by 31 May 2010 will automatically qualify for the early booking discount. Companies can also derive additional financial benefits from a long-term contract that also includes 2013. Market leaders in the industry know that booking early is important in order to secure the ideal stand location. As planning for LIGNA HANNOVER 2011 will start very early, namely in July 2010, it is especially important to register as soon as possible. Early booking rewards the exhibitors and helps the organizers to take company stand location requirements into consideration.

The basic rental for individual stand space in a hall in 2011 is EUR 175 (net) per square metre for bookings received by 31 May 2010 and EUR 179 (net) for bookings received as from 1 June 2010. The early booking discount on a three-year contract for 2011-2013 cuts the price per square metre to EUR 149 (net) for bookings received by 31 May 2010, and to EUR 153 (net) for the year 2013. If bookings of display space on long-term contracts are received after 1 June 2010 the price of display space increases by EUR 3 per square metre (net). Exhibitors staging presentations on the open-air site and in the pavilions should refer to the staggered prices based on number of square metres. Details of the rental charges and application forms are available online at www.ligna.de/60510.

"LIGNA is quite simply an internationally iconic trade fair for the entire sector. Thanks to the new keynote display 'Handwerk, Holz und mehr' it has been possible for us to successively target increasing numbers of carpenters and joiners. This is the group of professionals which really matters to us. Exhibitors should register as soon as possible in order to benefit from an interesting price discount. LIGNA will again provide us with a platform for showcasing our products and innovations to an international audience."

Simone Bergmann, Corporate communication, Wilhelm Altendorf GmbH & Co. KG Maschinenbau, Minden

"LIGNA remains unchallenged as the leading trade fair for the forestry and wood industries across the world. Its international scope and consequently high global profile and reputation is extremely attractive to clients, irrespective of whether they come from the woodworking and furniture industry or from the skilled crafts. Product innovations, services and worldwide operations are the focus of HOMAG Group AG. For this reason LIGNA, with its expectations of a high level of international participation in 2011, plus its global name, remains the top-notch trade event for us."

Jürgen Köppel, Board Chairman, Distribution, Service & Marketing, HOMAG Group AG, Schopfloch

"LIGNA enjoys the top position within our sector. It is not simply the largest event of its kind worldwide, but has also won the confidence of the market like no other wood industry trade fair. Thus, even during tough and difficult times, LIGNA remains an important and constant factor which exerts an influence even during tough and difficult times. The more exhibitors who register early on, the more the event can effect a positive shift in mood during the run-up to the fair. This is reflected in a better mobilization of visitors – everyone benefits. LIGNA offers the ideal stage for, so to speak, waving the flag. It's too good to miss – taking part is almost obligatory."

Klaus Müller, Head of Marketing, Michael Weinig AG, Tauberbischofsheim

"The biggest achievement of LIGNA 2009 was being able to contribute to a positive shift in business confidence and optimism at a time of grave economic difficulties. LIGNA is the only trade fair to offer a platform for the whole forestry and wood industry cluster. It provides ideal conditions for companies to present their solutions and alternatives to core issues. The event has an international orientation and therefore attracts large numbers of visitors and exhibitors from outside the host nation. Being there really counts! And only those exhibitors who register early can be sure of getting the stand location they want. It goes without saying that companies can expect the highest professional standards with regard to organization and customer care."

Peter Harbauer, Press and Marketing, KWF, Groß-Umstadt

LIGNA team informs potential exhibitors

The LIGNA team is on the move, reaching out to potential visitors with information booths at trade fairs in the USA, Italy, Austria and, of course, Germany

LIGNA HANNOVER is the most important trade fair venue for the forestry and wood industries worldwide. Consequently, it boasts a more cosmopolitan profile – with more visitors from outside the host nation – than any other trade fair for this sector. Even in the run-up to LIGNA HANNOVER its superiority is made evident. The LIGNA team is represented at the most important trade shows in order to inform potential exhibitors and visitors about the current content and keynote themes of LIGNA 2011.

Milan

The efforts of the LIGNA team start with an information stand at Xylexpo in Milan, Italy.

Munich

Attendees at Interforst München (in Munich) will also be fully informed about LIGNA HANNOVER 2011.

Atlanta and Klagenfurt

LIGNA HANNOVER 2011 will be represented this year by the LIGNA team at the IWF in Atlanta (in August) and at Holzmesse, the trade fair for the timber industry and the wood trades in Klagenfurt, Austria.

Fuhrberg

Naturally the LIGNA team is active at home, in Germany, as well as further afield. In October 2010 LIGNA HANNOVER will be represented in Fuhrberg to offer insights into the special field "Heating with wood and other bio-fuels – energy from the region".



fair-package – services for exhibitors

From signage design to the colour of the carpeting – a package of services geared to exhibitor requirements

Organizing a stand or trade fair presentation can be very time-consuming. However, by opting for the Deutsche Messe trade fair package exhibitors can be sure of a professional outcome without investing a lot of their own time in the preparations. The package offers exhibitors at LIGNA HANNOVER 2011 the many benefits of a complete package that includes the stand area and modular stand system, plus a whole range of services. For example, the package includes insurance, cleaning, power supply and waste disposal. Exhibitors can also select the colour of the stand carpets and specify the details of signage, media presentation and press services. Additional services and benefits are also available at a reasonable extra fee. With a service package of this quality, your trade fair presentation is certain to be a success.

Thanks to the professional service, exhibitors can feel confident that everything is in place at the right time and that all the conditions for a successful trade fair will be fulfilled. The last date for registering is 31 July 2010. Exhibitors who book this package of services by 31 May 2010 will receive an early booking discount. All the services contained in the package are listed together in the cost planner posted in the Online Business Service (OBS). A complete overview of prices and services is included in the terms and conditions of participation at www.ligna.de/fairpackage_e.

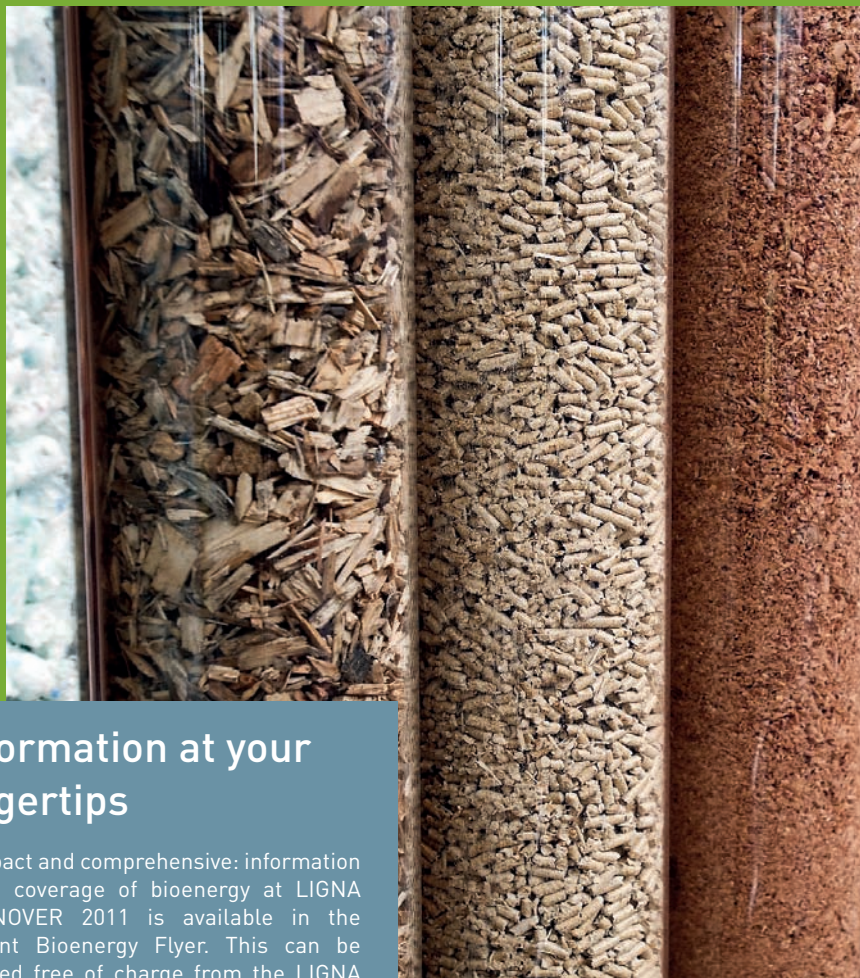
The LIGNA team is on hand at all times to answer your questions.

Stay informed: Order the LIGNA Newsletter!

There's an easy way to keep informed during the run-up to LIGNA HANNOVER 2011 – information on current trends and developments in the industry, as well as the latest news and topics at the trade show, can be found in the LIGNA Newsletter. You can order this free service at www.ligna.de/newsletter_e.

Warning!

Deutsche Messe would like to point out clearly that we are in no way related or linked to the online "EXPO GUIDE" and that we reject the business practices of this enterprise. Official information, surveys and registration procedures for LIGNA HANNOVER 2011 are posted solely on the official website www.ligna.de/homepage_e.



Information at your fingertips

Compact and comprehensive: information about coverage of bioenergy at LIGNA HANNOVER 2011 is available in the current Bioenergy Flyer. This can be ordered free of charge from the LIGNA team (for contact details see back page).

LIGNA 2011 promotes bioenergy as the fuel of the future

Bioenergy already supplies seven per cent of Germany's energy requirements – and experts are convinced that the generation of electricity and heat from wood and biomass is going to play a key role in the future

Bioenergy already supplies seven per cent of Germany's energy requirements – from small-scale furnaces fired by pellets and community heating systems fuelled by wood chips to combined heat and power generation in wood-fired power stations for industry. Wood is the most important source of raw material for the sustainable generation and supply of electric power and heat. Private householders and commercial property owners are both turning increasingly to wood as the natural alternative energy source. Local communities can now supply their entire power and heating requirements from wood-fired power plants. At LIGNA HANNOVER, the World Fair for the Forestry and Wood Industries, the whole issue of bioenergy from wood has for many years occupied a central place. In 2011 LIGNA HANNOVER will be widening its scope and providing extended coverage of wood as an energy source.

The range of exhibits on this theme is broad and varied. Alongside current solutions and innovations, including bioenergy plants and related new developments in the mechanical engineering sector, visitors to the show will find many presentations aimed at users as well as specialist conferences and conventions – all designed

to present the latest trends and developments to an international audience. In 2009 bioenergy supplied more than five per cent of the electric power used by Germany's consumers, amounting to 30.1 TWh (terawatt hours) – and more than a third of that, 10.8 TWh, was generated by wood-fired thermal power stations. During the same year bioenergy also supplied 113.9 TWh of electricity for Germany's heating requirements, which represents a market share of 8.7 per cent. Wood is the main source of raw material for the generation of heat from biomass. Bernd Geisen, head of the national trade association BioEnergie e.V. (BBE), sums up the current market situation: "Everything points to further growth in this sector, and bioenergy could be supplying 15 per cent of Germany's energy needs in the medium term, given the concerns about sustainability and energy efficiency."

EU target: 20 per cent of energy needs from renewables

According to Geisen bioenergy is also poised to take off internationally. He points out that the EU has set a target for all member states to be supplying at least 20 per cent of their energy needs from renewables by the year 2020. If this target is

to be met, bioenergy will have to play a key role. "As the world's leading showcase for wood as a source of energy, LIGNA HANNOVER 2011 will be devoting a lot of attention to the future of the bioenergy market and to energy from wood in particular", announces BBE head Geisen. "The show will document the entire value-adding chain for wood as a fuel, presenting the huge variety of innovative energy solutions now available and demonstrating that heat and power generation from wood and biomass is going to play a major part in any future sustainable energy industry."

Wood is an efficient source of heat. Wood is widely available, it does not need to travel great distances, and it is simple to process into fuel. Mobile chippers can process the wood into chips in the forest, while at the heating plant modern furnace technology converts the raw material into heat with minimum energy loss and low emissions. Most wood-fired heating plants are designed to supply district heating systems, so that even buildings a considerable distance away from the heating plant can be efficiently heated by wood.

According to a survey carried out by the Federal Ministry for the Environment, Nature Conserva-



tion and Reactor Safety (BMU), around 20 per cent of German homes are heated by logs, wood briquettes, pellets or wood chips. In most cases this involves stand-alone appliances – fireplaces, woodburners, etc. – used to heat single rooms. But a fifth of the households that burn wood, claims the BMU, already have a wood-fired central heating system installed (typically burning wood pellets or wood chips), which also heats the domestic hot water. This puts the total number of domestic wood-fired central heating systems in German homes at around nine million (2008 figures).

Some 1.6 million tonnes of pellets were produced in Germany in 2009, as shown by figures issued by trade association DEPV, which represents the German wood pellet industry. Germany thus remains Europe's leading producer of wood pellets. Domestic consumption of pellets rose last year to 1.1 million tonnes, but overall production was substantially higher, with 28 per cent of the pellets produced going for export.

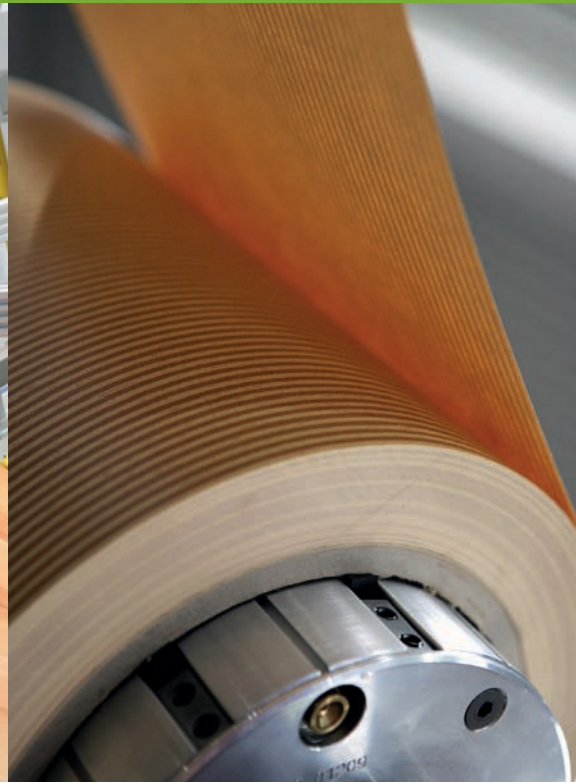
The DEPV expects a further increase in domestic consumption to 1.3 million tonnes in 2010. Surveys carried out by the association indicate

that the main source of raw material for pellet production is sawmill residue, which accounts for approx. 70 per cent, while the remaining 30 per cent of pellets are produced from pulpwood. Industry insiders predict that the trade will continue to grow steadily.

Platform for international collaborations

Visitors to LIGNA 2011 will be able to meet manufacturers and trading partners with extensive experience in the wood energy industry, both within Germany and internationally. The large foreign presence at the show opens up exciting new opportunities in terms of export markets and international collaborations. The exhibition section of the show is accompanied by a whole series of high-calibre supporting events. For example, the national trade association BioEnergie (BBE) is staging the 3rd International Business and Export Forum for Wood Energy under the aegis of LIGNA HANNOVER 2011. The event is aimed not just at wood energy professionals and producers of fuels, but also at other target groups: the sawmill and wood products industry, the furniture industry, the forestry, agriculture and energy sectors, joiners, cabinet-makers and carpenters, as well as logistics specialists. Trade visitors and exhibitors will find central meeting-places in Hall 13, on the open-air site and in the pavilions beneath the Expo Canopy. For further information check out the website at www.ligna.de/homepage_e.





The new generation of surface materials

“Industrial surface finishing technologies” is a well-established display category at LIGNA HANNOVER, featuring comprehensive coverage of the market. In the exhibition halls allocated to the furniture industry visitors will find big-name companies showcasing their latest innovative technologies

As the pressure to make technology more efficient continues to grow, so companies need to explore new possibilities in design and manufacturing. With this in mind, LIGNA HANNOVER 2011 takes a fresh look at surface finishes for interiors and furniture, focusing e.g. on surface effects, on-trend materials and high-tech veneers.

Today's surface finishes are sensuous, feel good to the touch, and look good. New manufacturing methods have delivered finishes that meet the demands of practicality and fashion with an optimum combination of looks and texture. In 2011 the industry will be showcasing all its latest innovations in Hannover.

The world's leading platform for the forestry and timber industries will be looking closely at all aspects of surface finishes, including production techniques, design and the methods now available for reproducing more accurately the natural materials on which many decorative surface finishes are now based. Using specialized

machines for producing paper-based coatings and coating lines, firms exhibiting at LIGNA HANNOVER 2011 manufacture surface finishing materials such as papers and alpha cellulose papers, films and foils as well as paints and lacquers. Reflecting the furniture industry's insatiable demand for trendy designs, the range of exhibits naturally includes special surface effects, in-vogue materials and high-tech veneers. Of great current interest are new solutions for creating surface finishes more cheaply without sacrificing quality. Hot-melt adhesives, for example, do a great job in the manufacture of modern high-gloss finishes, which are a popular choice for kitchens and, increasingly, for living rooms as well. Bonding high-gloss decorative films with hot-melt PUR adhesives is seen as an economical, quick and environment-friendly alternative to time-consuming and expensive painting processes, with applications that are by no means confined to the interior furnishing segment. Whether it's

a matter of printing direct onto wooden surfaces or of setting up printing lines for different types of product – from laminate floorings to furniture – the whole industry is focused on the same set of operating parameters: low production costs, quality, environmental safety, design and speed. The display program for LIGNA HANNOVER 2011 accurately reflects the needs of exhibitors and visitors. Emphasis is placed on knowledge transfer and international networking as problem-solving tools. According to survey results, some 46 per cent of trade visitors are interested in the special presentation “Handwerk, Holz & mehr”, while 41 per cent have a particular interest in the furniture industry. The display category “Industrial surface finishing technologies” takes account of these declared interests and has opted for a multisensory approach, where we come to understand objects by absorbing their physical presence through our eyes and fingers. All this and more can be found in Halls 19 to 22 and 24 to 26.

Information at your fingertips

Exhibitors and visitors who want a compact and comprehensive source of information about the new LIGNA display categories “Surface finishing technologies” and “Lightweight construction” can order a special flyer from the LIGNA team (for contact details see back page). This includes a detailed listing of all the featured product categories.



Posters ...

... making more out of wood

We all like something to look forward to – so if you want to keep LIGNA HANNOVER 2011 firmly in your sights, why not order a poster from the LIGNA team (for contact details see back page)? There are three versions to choose from – see below – all available in A4 size.



International Year of Forests

The cluster "Forestry and Wood" boasts a ubiquitous presence at LIGNA HANNOVER. The United Nations in New York has designated 2011 as the "International Year of Forests", and this international initiative receives extensive coverage at the show. Representatives of the European Union and national project partners are planning a whole series of activities. LIGNA HANNOVER provides an international matchmaking platform for the forestry and wood industry, where experts can share ideas and solutions that aspire to be "innovative, efficient and trendsetting".

IN2WOOD clears the way for the cluster "Forestry and Wood"

EU project will use LIGNA HANNOVER 2011 as a platform – more emphasis in future on wood as a key renewable resource

The forestry and wood sector is seeking answers to the challenges of climate change – and strategies for maintaining and strengthening its own ability to compete in the marketplace. Now there are plans to position wood as one of the most important renewable resources and to derive greater value from our forests. These are the aims of the EU innovation and research project "IN2WOOD", which was launched at the start of the year.

13 project partners from six European forest regions – Styria (Austria), North Rhine-Westphalia (Germany), South Tyrol (Italy), Banska Bystrica (Slovakia), Grisons (Switzerland) and the Carpathians (Ukraine) – have formed an alliance to develop a strategic action plan for innovation processes in the timber-based sector. And they will be promoting their endeavours at LIGNA HANNOVER, widely acknowledged as the world's most important platform for the forestry and timber industries. International knowledge transfer and networking between exhibitors and visitors create an ideal environment for innovative projects to succeed.

The broad aims of the action plan and a series of pilot schemes that IN2WOOD intends to roll out by the time the project ends in June 2012 have already been clearly formulated:

- Increasing timber production through the development of new forestry management systems

- Strengthening technical innovation systems for the sustainable and energy-efficient utilization of wood

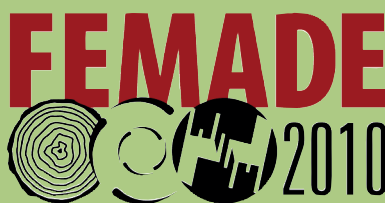
- Promoting greater awareness of the role of wood as a versatile and contemporary construction material and fuel source, and dispelling misconceptions about wood

- Improving the efficiency of logistical systems

- Developing suitable information systems

Network activities aimed at strengthening collaboration between the regions not only improve working conditions and the quality of life in rural areas, but also serve to make society more aware of the special ecological and socio-cultural significance of our forests. At the same time they underline the huge economic importance of the forestry and timber industry, which is growing – in every sense – worldwide, and now employs more people than the mechanical and plant engineering sector, the electrical industry or the car industry.

A further aim of IN2WOOD is therefore to promote knowledge-sharing and cluster formation both within the individual regions and interregionally, to bring important forest regions in south-east Europe within the scope of the project and to develop new partnerships.



Increasing numbers of exhibitors are using the Brazilian trade fair FEMADE as a springboard to new markets

Companies are understandably keen to be represented on flourishing markets. This is underlined by the growth rates of FEMADE, the international exhibition in Curitiba/Brazil, which focuses on machines, equipment and the diverse products of the wood, furniture and forestry industries. The sixth FEMADE, which takes place from 24-28 May 2010, is expected to attract approx. 100 exhibitors [2008: 70] occupying a net display space of 5,200 square metres [2008: 3,175].

Many leading Brazilian companies will be represented, as well as foreign exhibitors from twelve countries, including China, Argentina, Finland, Germany and Italy. Several prominent international organizations will also be taking part. The event is being organized for the first time by Hannover Fairs Sulamérica Ltda., a subsidiary of Deutsche Messe, however it has the continued support of the original organizers and initiators of the trade fair, the woodworking machine manufacturers' association in Brazil, Abimaq.

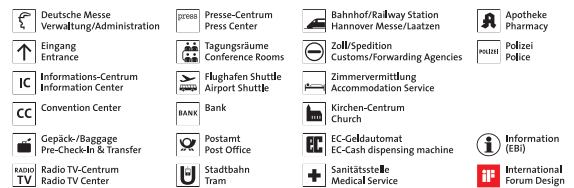
The keynote themes of FEMADE will be machinery, equipment, tools and accessories, with displays on transport, storage and logistics, a special presentation on energy from wood and a focus on information systems. The core theme of FEMADE is the sustainable use of wood. A two-day seminar will deal with the vital preservation of natural resources and sustainable practices in the industrial use of wood. Another highlight will be the Carpentry Expo, a special presentation dedicated to carpenters and joiners which focuses on the sale of machines, raw materials, hardware and accessories for this sector.

30.05. – 03.06.2011

LIGNA
HANNOVER · GERMANY
World Fair for the Forestry and Wood Industries

Display categories

Forestry (Open-air site/FG, Pavilions 32, 33, 34, 35)	Machinery, equipment, tools and accessories · Transport, storage systems and logistics Information systems
Sawmill technology (Hall 27)	Machinery and plant for the production of sawn timber · Measuring and optimization systems for roundwood yards and sawmills
Wood materials and veneer production (Hall 27)	Machinery, plant and accessories for the production of wood-based materials and veneers
Solid wood working (Halls 12, 13)	Machinery and plant for solid wood working · Drying systems for sawn timber · Machinery and plant for the production and maintenance of machine tools
Furniture industry (Halls 19, 20, 22, 24, 25, 26)	Machinery, plant and facilities for industrial furniture production · Automation systems · Industrial surface treatment technology
Handwerk, Holz & mehr – Wood crafts · Joinery trades · Carpentry trades · Engineered wood, accessories, services (Halls 11, 12, 14, 15, 16, 17)	Machinery, equipment and accessories for joiners and cabinet makers · Machinery, equipment and accessories for timber construction and carpentry · Timber construction · Wood materials · Wood Trading · Interior finishing/remodelling · Furniture production · Technical applications for wood
Bioenergy from wood (Hall 13, Open air site/FG, Pavilions 32, 33, 35)	Waste wood utilization and energy generation
Special presentations (Open-air site/FG, Pavilions 32, 33, 34, 35, Halls 14, 15, 16, 17)	Forestry · Research and Training · VDMA-Aktionsforum "vector" · VDMA-Forum "Careers in Wood" · "Wonders In Wood" · BHKH "Form & Function" – BHKH crafts center for carpenters and cabinet makers · International industry associations



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Our team in Germany and representatives of Deutsche Messe in your country are there to help, so please get in touch if you need further information or assistance.

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