



May 2015

Press release - For immediate release

12th edition of Railtex delivers the strongest ever UK rail event

The biggest Railtex for over 10 years welcomed 10,151 railway industry professionals over three days at the NEC, Birmingham, last week. 468 of the rail industry's leading suppliers displayed the latest railway technology, equipment and innovations, during what was regarded as the most effective Railtex for years.

Exhibitors have reported that this edition of Railtex has exceeded expectations. Significant numbers of successful business transactions and connections have been made during the show. 98% of exhibitors said that they have received positive business enquiries and 100% of those surveyed have stated that they have achieved their aims. Andy Lynch, Managing Director of RVEL said: "Railtex was a cost effective way for RVEL to outline its offering to the wider rail industry. With so many potential customers in one place it made doing business very easy. This is the second time we have exhibited at Railtex and we will certainly look to do so again in 2017." ZF Services UK's Kelly Johnston added that "this has been the best Railtex by far".

High quality visitors and educational seminars

Over 73% of the 7449 trade visitors who attended were of senior manager level or above and possessed purchasing power, underlining the importance of the three day gathering to the rail market and the unparalleled networking opportunities available to participants. Mark Weigh from A & J Fabtech stated that Railtex offers "very good exposure to the market that we would otherwise struggle to get" and Kevin Taylor, Liquid Management Solutions' Managing Director reflected on the "good quality of attendees and decision makers".

Railtex 2015 was not just about business transactions though: an extensive and high profile education programme was a major highlight of the show. The technical seminar theatre organised by Rail Media Group welcomed unprecedented numbers throughout the sessions. These were supplemented by a full programme of interactive sessions hosted in the Knowledge Hub, including Project Updates, Industry Briefings and The Platform hosted by Rail Champions.

Many of the high-profile sessions were standing-room only, giving presenters the unique opportunity for constructive exchanges with their industry peers. Terence Watson, Co-Chair of the Rail Supply Group, said "Railtex provided the Rail Supply Group (RSG) with an unrivalled opportunity to engage with both the industry and its customers. With access to over 2700 exhibitors and almost 7,500 visitors over the three days, we were able to share the RSG's vision for the future; and also outline how businesses in the supply chain, both large and small, could work with us as we develop our Industrial Strategy. Railtex will form a key part of our engagement with the industry over the coming years."

UK show with international reach

Railtex Exhibition Manager, Kirsten Whitehouse, summarised that "Railtex has celebrated a successful return to the NEC, and once again delivered the platform for professionals in the rail

industry to meet, network, learn, discuss, do business and discover the latest trends, technologies and innovations within the rail sector. Reports and evidence from exhibitors indicates a very successful exhibition for participating companies and feedback from visitors exceeds expectations.”

An indication of the growing importance the industry has placed on Railtex is the number of international companies taking part. There were 20 different countries represented on the exhibition floor by the exhibitors. Railtex 2015 had more European suppliers exhibiting than at recent shows, in particular from Germany: “Railtex is an excellent b2b networking exhibition,” enthused David Eton, Senior Manager of MTU Friedrichshafen, whilst Catherine Glotin from Belgian company Acksys added that “Railtex is the ideal place to exchange about railway projects in the UK market and introduce innovations to key market players. We were able to meet many partners willing to develop innovative applications”.

There was also a significant representation of exhibitors from China, most notably CSR Qidang Sifang Corporation Limited and China CNR Corporation Limited whose Yang Xiong-Jing remarked “Railtex is a really good exhibition, which has left us deeply impressed, and provided us with a good platform to show CNR in the UK and the world. It attracted many valuable customers that we are now in contact with”. CSR chose Railtex for their official signing of cooperation agreements with three leading UK universities to establish a centre for railway research and development in the country.

Visitors from outside the UK represented almost 10%, a notable increase from previous editions.

Excellent networking

Opportunities for networking between exhibitors, visitors, colleagues and new contacts were evident throughout the whole show. The Networking Reception and Railtex Awards were dedicated events which enabled further meetings in a more informal setting. A full list of winners from the Railtex Awards can be found listed below.

Infrarail and CITE 2016 set for London ExCeL

A further indication of the current mood of the market is the overwhelming number of stand bookings made on-site for **Infrarail 2016** which will be held from **12-14 April 2016 at ExCeL**. Any suppliers interested in exhibiting at Infrarail are urged to contact the organiser as soon as possible. Infrarail 2016, the UK’s definitive rail infrastructure event, will once again be co-located with our **civil infrastructure and technology exhibition, CITE**, in what makes up the largest infrastructure event in the UK.

For more info please visit www.infrarail.com and www.cite-uk.com or contact

Kirsten Whitehouse, Emma Preston or Natalie Parker

Tel: (+44) (0)1727 814 400

Fax: (+44) (0)1727 814 401

Email: railtex@mackbrooks.co.uk

infrarail@mackbrooks.co.uk

cite@mackbrooks.co.uk

For further press information on Railtex 2015 contact:

Ken Harris

Tel: (+44) (0)1273 300 434

Email: ken.harris@mackbrooks.co.uk

Ends

List of Railtex Awards Winners:

Newcomer to Railtex

B Hepworth

Innovation in Technology

Trainpassenger.com Ltd

Innovation in Safety

Trough-Tec Systems Ltd

Best new Rolling Stock Product

Bombardier Transportation (Rolling Stock) UK Ltd: BTRoS - Derby

Rolling Stock Maintenance Equipment

Mechan

Best new Track or Infrastructure Product

Dura Composites

Judges Choice

TEW Group & LB Foster

Best Space only stand

Dura Composites

Best Shell Scheme stand

MPI Limited

Images

Images of Railtex 2015 and the Railtex Awards will be available via our website www.railtex.co.uk shortly.

Note to Editors

Railtex is the essential showcase for products and services for all sectors of the rail market in the UK. The show is held biennially and has successfully served this market for more than 20 years. It is organised by Mack Brooks Exhibitions (www.mackbrooks.com), which also runs the Infrarail series of railway infrastructure technology events and CITE - Civil Infrastructure Technology & Equipment shows, taking place at ExCeL in London from 12-14 April 2016. They will, once again, form the UK's biggest Infrastructure Exhibition.

Outside the UK, the company's regular rail industry exhibitions include SIFER in France and EXPO Ferroviaria in Italy, and in 2016 it will stage its first Exporail South East Asia event in Thailand.

www.railtex.co.uk

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