

Aluminium industry putting crisis behind it



Markus M. Jessberger,
Event Director of
ALUMINIUM

Dear Readers

After two years of struggle the aluminium industry has now started to catch up with a vengeance! Production of raw aluminium, rolled and extruded products has increased and demand from the application sectors has also picked up again. Strong demand is currently being reported above all from the transport, engineering and solar industries. Forecasts for aluminium give grounds for optimism.

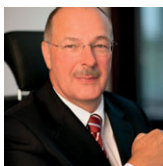
The ALUMINIUM trade fair, as the most important gauge of the industry's health, reflected the positive economic sentiment and sent out a clear message of growth. Attracting a total of **17,200 visitors**, the world exhibition once again equalled the previous record set in 2008. Growing by just under ten percent, the **number of foreign visitors rose sharply, accounting for 50 percent of all visitors for the first time**. In terms of exhibitor numbers, too, ALUMINIUM posted gains: **873 companies from 47 countries** exhibited their goods and services in Essen – meaning that ALUMINIUM broke its own record set two years ago.

▶ Read more on page 2



To say goodbye to the employees of Messe Essen was not easy after 13 years of cooperation.

German aluminium industry starts into the new decade with confidence



Christian Wellner,
Managing Director of
Gesamtverband der
Aluminiumindustrie e.V.
(GDA)

After the 2009 crisis year, when practically all aluminium producing, pro-cessing and machining companies were severely affected by the financial and economic crisis, hardly anybody had expected the **significant upswing the German aluminium industry experienced** in the first half of 2010 already. The upward trend persisted in the second half of the year, and order levels for extrusion, rolling or casting companies in some cases reached record levels.

▶ Read more on page 2

Facts & Figures ALUMINIUM 2012

9th World Trade Fair & Conference | 9-11 October 2012, Messe Düsseldorf, Germany

Halls 9-14, Opening hours: 9 am-6 pm

Expected exhibitors: 950 from more than 40 nations

Expected visitors: 20,000 from around 100 nations

Exhibition space: 75,000sqm brutto

Latest update

The current exhibitor list 2012
online at
www.aluminium-messe.com/exhibitors

Testimonials of the exhibitors of ALUMINIUM 2010

"Demand from our customers from the aluminium industry for our plant and machinery solutions already recovered noticeably over the past few months. Specialist discussions with both longestablished and new customers at our stand confirm this trend. The number of exhibitors and expert visitors which has again risen compared to last year – with a marked increase in participation from abroad – shows that the event succeeded in emphasising its claim of being the 'leading industry world fair' in a most impressive manner."

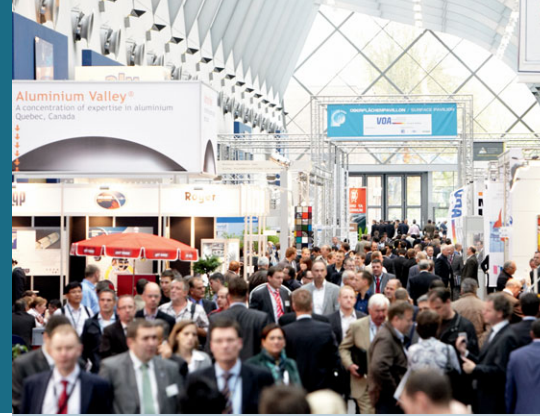
Dieter Rosenthal,
Member of the Managing Board,
SMS Siemag AG

"ALUMINIUM lives up to its name: it is a world fair. On the international level, we do not see any other fair that even remotely measures up to it. It would be sending a bad signal not to have been here. A large number of automotive customers were here – almost more than we expected. We are very satisfied and look toward the future with optimism. For us, the crisis is over. 2007 was our best business year so far, and we expect 2011 to be even better than 2007 – in particular due to exports in the premium segment and a stronger domestic market."

Frank Busenbecker,
Managing Director, Erbslöh Aluminium GmbH



9-11 October 2012, Messe Düsseldorf
ALUMINIUM 2012
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Aluminium industry putting crisis behind it »

The fact that the industry is poised for further growth is also shown by the results of the **representative survey** we had carried out at ALUMINIUM by the trade fair and market research company Gelszus.

The survey indicates that companies are now once again showing considerably greater willingness to invest. **Just under a third of all visitors came to Essen with a firm intention to place orders.** Over 35 percent of the companies planned to spend more than half a million euros.

Companies are also upbeat about **future business** for the sector. **69 percent of the companies surveyed are expecting to see an upswing of a greater or lesser extent.** 23 percent are predicting more or less unchanging economic performance, whereas just four percent believe that the business climate will deteriorate.

Overall this represents good prospects for the industry as a whole – and for the exhibition, too. Since its launch in 1997 – when just 219 exhibitors attended – ALUMINIUM has developed into one of the most successful industrial trade fairs in Europe. The ALUMINIUM exhibition will be moving from the Ruhr to the Rhine from 2012 in response to the rising demand for space. **At its new location in Düsseldorf the ALUMINIUM will be able to expand considerably,** occupying roughly **75,000 m²** in six exhibition halls right from the outset. **Halls 9 to 14** in the Düsseldorf Exhibition Centre are all of the same high quality, offering ALUMINIUM exhibitors and visitors an even better setting in which to present innovations, to discover the latest trends and new products and to forge new contacts.

I would be delighted to see you again at ALUMINIUM 2012 in Düsseldorf.

Markus M. Jessberger
Event Director of ALUMINIUM

German aluminium industry starts into the new decade with confidence »

As a result, 2010 brought a noticeable recovery for the German aluminium industry overall. Domestic demand stabilised, foreign demand also firmed up. The aluminium boom is primarily based on **the recovery in the automotive and mechanical engineering sectors.** Here order levels improved significantly since the all-time low in early 2009. The **boom in the solar industry** also contributed to an improvement in the utilisation of industry capacities.

There are many reasons why **our industry** rapidly emerged from the crisis and **even increased its competitiveness in the global market.** Our companies are characterised by a high degree of flexibility and creativity – qualities which were an asset in the difficult economic situation. The most important quality of our industry, however, is its **high innovative potential.** For many years – with the exception of 2009 – the aluminium industry has been set on a course of sound growth. Its dynamic development is closely connected to the innovative power present especially in medium-sized companies, and to the favourable qualities of the material.

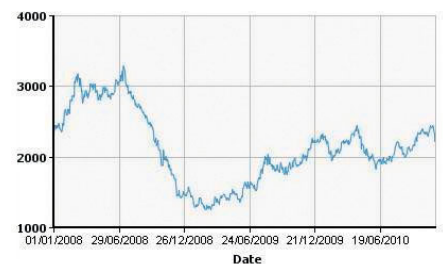
Aluminium has firmly established its position in a large number of application markets. Whether in the transportation sector as the most important market, in mechanical engineering, in electronics or in packaging: again and again, the aluminium companies drove technological development further and opened up new applications and fields of usage for this lightweight material. As a result, **prognoses for aluminium remain optimistic,** and the German aluminium industry starts into the new decade with confidence. Aluminium consumption worldwide will continue to increase over the next 10 to 15 years. The **growing demand from Asian markets as well as the major application markets automotive, mechanical engineering, construction, packaging or solar** will help the lightweight material to achieve continuous growth.

Christian Wellner
Managing Director of Gesamtverband der Aluminiumindustrie e.V. (GDA)

Spotlight on London Metal Exchange (LME)

The London Metal Exchange (LME) is the **world's premier non-ferrous metals market** and has been at the centre of the world's metals industries since the industrial revolution in the nineteenth century. In 1978, it launched its first futures contract for primary aluminium and today, **92% of the world's exchange-traded aluminium is traded there** with more than 1.24 billion tonnes of primary aluminium traded at the Exchange in 2009.

Companies from around the world use the LME as a **forum for hedging price risk through futures and options trading which enables companies to insure themselves against the threat of prices rises and price falls in the future.** Significantly, the LME also, through the trading activity of members and their clients, discovers **official cash and forward prices (see chart)** which are referenced by industry in customer contracts all over the world. In aluminium, the LME publishes forward prices 10 years into the future.



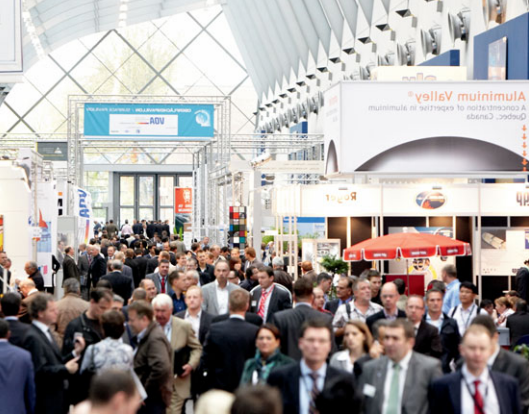
Dollar per ton

LME aluminium prices since January 2008

Finally, the LME licenses a **network of warehouses in all the major areas of consumption** so that industry participants can easily **sell excess material into LME warehouses in times of excess production or take delivery of material from LME warehouses in times of shortage.**

In 2011 LME is happy to welcome you at ALUMINIUM DUBAI from 9 – 11 May 2011.

Further information concerning LME you find online at www.lme.com.



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Further highlight added to ALUMINIUM 2012

New: Joint pavilion for distributors

Various member of the WGM (semi-finished non-ferrous product wholesalers federation) will be organising an **attractive joint pavilion for distributors at the ALUMINIUM 2012 exhibition for the first time**. The pavilion in Hall 11 will occupy a total area of roughly 250 m².

Reflecting the philosophy of all the companies involved, considerable **importance will be placed on development, dynamism and efficiency in the design of the pavilion**. Networking and a sense of community will be the foundations on which the pavilion is built. At the centre of the stand will be an attractively designed lounge. This will form the setting for a range of events organised by the WGM and the distributors involved in the pavilion, and be a focal point where guests and all interested visitors will be warmly welcomed. **Talks, presentations, press interviews and cocktail receptions** are planned.

The WGM is a platform, service provider and lobby organisation which represents the interests of national and international semi-finished non-ferrous product distributors. Combined, the member companies form the largest network of expert knowledge for non-ferrous semi distribution in Europe.

The extensive range of services provided by the WGM includes answering specific questions posed by its members, providing information on topics relevant to the industry and market, organising industry-related projects, organising seminars and events and representing the interests of its members. One of the main goals of the WGM is to promote free and fair competition. The federation is also enriched by the semi-finished product plants which are supporting members of the WGM.

More information about the WGM at www.wgm-berlin.de.



Friedrich-Georg Kehrer, Project manager of the trade fairs Gifa, Metec, Thermprocess and Newcast is looking forward to cooperate with ALUMINIUM.

Metal trade fairs unite:

Aluminium is joining "The Bright World of Metals" – on the Düsseldorf exhibition site for the first time in 2012

Metal trade fairs "made in Düsseldorf" have been a tradition since GIFA was held for the first time in 1956. In the course of the last 54 years, the

capital of the state of **North Rhine-Westphalia has developed into the most successful location in the world for metal trade fairs**. In order to draw attention to the success that has been achieved in external communication as well, Messe Düsseldorf as the organiser of the trade fairs has developed the concise slogan "The Bright World of Metals". This international brand name covers the German flagships GIFA, METEC, THERMPROCESS and NEWCAST as well as their metal processing satellites all over the world. A new member of the alliance is Valve World Expo as the world's leading trade fair for valves and valve accessories, which is taking place in Düsseldorf for the first time in 2010 and will be enjoying a tremendous premiere with 536 exhibitors from 37 different countries.

ALUMINIUM, the established event that will be taking place in Düsseldorf for the first time in 2012, is a new addition to the metal trade fair product family. The global trade fair ALUMINIUM, which is organised by Reed Exhibitions, is considered to be the international meeting place for the aluminium industry and includes a congress. Messe Düsseldorf Project Director Friedrich Kehrer, who is responsible for "The Bright World of Metals", says: "We are delighted about the new partnership with ALUMINIUM. With its range of exhibits, it fits in perfectly with our metal trade fair portfolio and will strengthen the Düsseldorf location. In Reed Exhibitions we have found an extremely capable and experienced partner and I am certain that ALUMINIUM in Düsseldorf will be a huge success."

The international offshoots of ALUMINIUM in India, Dubai and China as well as the events organised by Messe Düsseldorf outside Germany – FOND-EX (International Foundry Fair) in the Czech Republic, Metallurgy-Litmesh (International Trade for Metallurgy Machinery), Plant Technology & Products in Moscow and Metallurgy India in Bombay – are also held under "The Bright World of Metals" umbrella.

GIFA, METEC, THERMPROCESS and NEWCAST, that are taking place in Düsseldorf from 28. June to 2. July 2011, will be a summit meeting for the international trade community again next year. A good six months before the event starts, it is already apparent that the four technology trade fairs will be a success: the current registration figures indicate that the range of exhibitors promises to be just as strong as at the previous event in 2007.



Extensive service information about the trade fairs can be found at www.thebrightworldofmetals.com.

MADE IN

DENMARK

Aluminium helping solve climate problem

Denmark has a long tradition of **environment-protection legislation, voluntary industry commitments, joint efforts aimed at improving sustainability and the efficient use of raw materials and energy resources**. These all represent constant challenges for companies in the Danish aluminium industry, encouraging them to invest more resources in finding energy-saving and environment-friendly solutions.

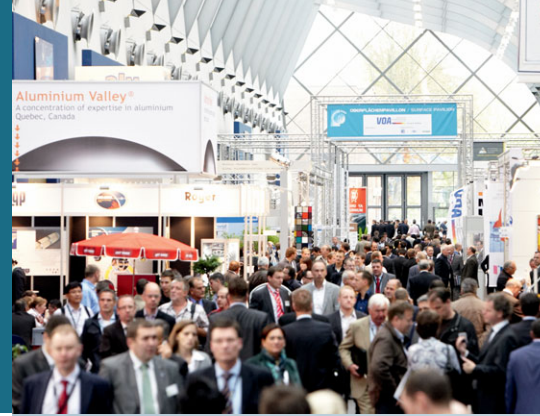
In Denmark, **ongoing R&D programmes** aimed at generating energy-efficient aluminium products and at developing and improving production techniques and equipment have resulted in **close and fruitful relationships between industry and researchers** at engineering institutions, universities and research institutes. The result? A **broad spectrum of environment-friendly aluminium products and solutions**.

Regardless of the sector or branch of industry – automotive, transport, wind energy, offshore technology, electronics, construction, furniture, interior fittings or packaging – the **Made in Denmark** label represents an important trademark for the Danish aluminium industry. It also serves as a guarantee stating that the product has been manufactured using **optimum methods and ultramodern and energy-efficient production equipment** – featuring **intelligent design** which exploits all the unique characteristics of the metal, including its low design weight, high strength, formability, corrosion-resistant surface, electrical conductivity, decorative possibilities ... which all combine to create solutions which exploit the fact that aluminium is 100% recyclable and can be melted down and re-used in a never-ending cycle.

Aluminium Denmark will help you find your ideal cooperation partner. Since ALUMINIUM 2010 Aluminium Denmark organises the Danish Pavilion.

Contact us:
www.alu.dk oder jh@alu.dk (Jim Hansen)

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ALUMINIUM DUBAI | 9-11 May 2011 | Dubai
 Gulf countries aiming for 6 million metric tons of annual aluminium production.
 Middle East producers to share growth strategies at ALUMINIUM Dubai 2011.

The Middle East processed around 3 million tons of primary aluminium or 6.5 per cent of total global production in 2009 to cement its place as one of the world's top aluminium sources. The output from GCC states alone has doubled to 1.8 million tons since 2000. The rapid growth of the aluminium sector prompted Gulf producers to recently form the Gulf Aluminium Council to advance and protect industry interests.

At its current rate of growth, the Gulf's annual aluminium production has the potential to reach 6 million metric tonnes in the near future. With new smelters and unit expansions currently on the pipeline, the region's production could hit 9 million metric tonnes or 13 per cent of global supply by 2020. Two key industry drivers to watch are access to cheap gas feedstock and close proximity to the major aluminium markets of Europe, the United States and the Far East.

The Gulf's aluminium players will take the opportunity to discuss major industry trends and share strategies for boosting their global market share during the 2nd edition of the biennial ALUMINIUM DUBAI show to be held from May 9 to 11, 2011 at Sheikh Saeed Halls 2 and 3 of the Dubai International Convention and Exhibition Centre (DICEC). ALUMINIUM DUBAI is currently the leading exhibition for aluminium products, technologies and investments in the Middle East.

"The successful completion of all phases of new smelters projects across the Gulf region, which will support the growth of the aluminium production, plays a vital role in the development of aluminium-related industries and opens new opportunities for the Arab and international investors. ALUMINIUM DUBAI acquires a special importance as it provides an ideal platform to utilize the investment opportunities by bringing together the industry leaders from all over the world," said Tarek Ali, Show Manager, ALUMINIUM DUBAI, Reed Exhibitions.

ALUMINIUM DUBAI is the most comprehensive and specialized event which covers the various aspects and sectors of the aluminium industry from raw materials to all types of the related applications, which in turn makes this event the ideal venue to discover the latest technologies and promising investment opportunities in aluminium industry across the Middle East.

Aside from showcasing the latest techniques and products, ALUMINIUM DUBAI will also highlight the investment plans and the expansion activities of Gulf producers. Some of the major industry names that supported the first edition – including Emirates Aluminium (EMAL), DUBAL, SMS Metallurgy and FATA Spa – have confirmed their return participation in the 2011 show.

Debuting in March 2009, ALUMINIUM DUBAI gathered 65 exhibitors from 23 countries, 82 per cent of which were international industry players. More than 3,000 attendees from 61 countries – 73 per cent of whom came from the region – also patronized the show. Moreover, 98 per cent of visitors were decision makers for their respective companies.

www.aluminium-dubai.com



ALUMINIUM DUBAI 2009 was inaugurated by His Highness Sheikh Hamdan bin Rashid Al Maktoum – Deputy Ruler of Dubai, UAE Minister for Finance and Industry and Chairman of Dubai Aluminium Company (DUBAL). Mr. Frederic Theux, President of Reed Exhibitions Middle East and Mr. Tarek Ali, Show Manager of ALUMINIUM DUBAI led the representatives from the region's aluminium industry major players who graced the dignitary walk during the opening ceremony.

ALUMINIUM CHINA
 13-15 July 2011 | Shanghai



Located at the very heart of industrial Asia, ALUMINIUM CHINA 2011 in Shanghai is the world's leading aluminium trade fair playing host to the entire supply chain of the aluminium industry and its major application fields.

In 2010, this Asia's No.1 aluminium gathering for the sixth time opened its gate to 9,059 qualified trade visitors and buyers including 237 VIPs and 30 delegations from 30 provinces in China and 80 countries globally, as well as 320 exhibiting companies from 30 countries and regions around the world.

As part of the INDUSTRIAL MATERIALS CHINA Events and Global ALUMINIUM brand organised by Reed Exhibitions, ALUMINIUM CHINA 2011 is set to attract over 400 exhibitors and 10,000 visitors to come for the world's largest aluminium gathering of the year. Join us at Shanghai New International Expo Centre from July 13 to 15, 2011 and together we bring aluminium to life!

www.aluminiumchina.com

ALUMINIUM INDIA
 9-11 November 2011 | Mumbai



ALUMINIUM INDIA 2011 is India's largest international B2B platform showcasing the latest technologies and products in the aluminium industry, offering new business opportunities to professional visitors and key decision makers from aluminium processing companies and various application industries.

The second edition of ALUMINIUM INDIA in February 2010 saw 108 exhibitors from 18 countries displaying their innovations from the fields of extrusion, casting, foundry, metallurgy and surface treatments.

Now in its third edition, ALUMINIUM INDIA 2011 aims to highlight India's critical role in the global aluminium industry, by focusing on emerging opportunities in high growth manufacturing sectors in the South Asian region.

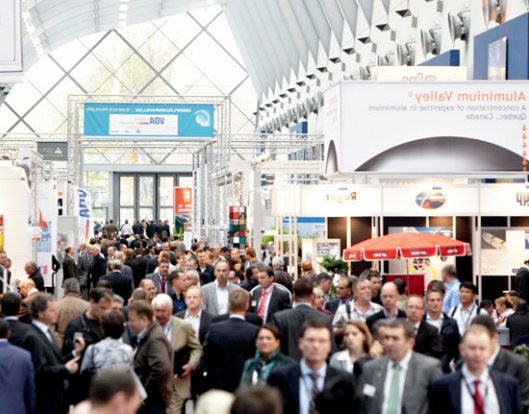
These include Automotive Manufacturing, Building & Construction, Tele communications, IT and Hardware. These sectors alone are capable of taking the aluminium industry in the Indian subcontinent to never before heights.

www.aluminium-india.com



MADE IN GERMANY PAVILION

At ALUMINIUM DUBAI German exhibitors will again present themselves under the roof of "Made in Germany" in a special pavilion. Have a look at the website to see who will join this pavilion: www.aluminium-dubai.com.



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Exhibitors of ALUMINIUM 2010 in the focus



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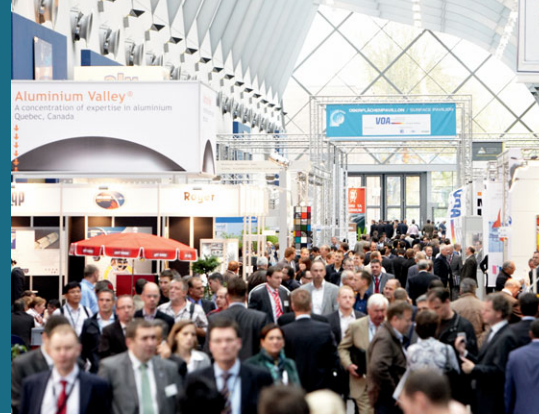
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