



18TH INTERNATIONAL EXHIBITION OF  
EQUIPMENT, MATERIALS AND COMPONENTS  
FOR THE WOOD AND FURNITURE INDUSTRY

**28th November - 1st December 2023**

MOSCOW, CROCUS EXPO



2023

**POST SHOW REPORT**

**WOODEXPO.RU**



ОРГАНИЗАТОР  
ORGANISER

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## WOODEX 2023

### 18th International Exhibition of Equipment, Materials and components for the woodworking and furniture industry

Participation in the exhibition allows exhibitors to demonstrate equipment for woodworking, wood processing, furniture production, logging, as well as furniture components and fittings, makes it possible to find new customers among the maximum number of specialists in the Russian timber industry and stimulates an increase in sales volumes.

Woodex contributes to the development of Russia's timber industry, the introduction of high-tech and energy-efficient and resource-saving solutions, gradual transition to a cyclical economy.

Woodex is the key business event in the industry, bringing together Russian and foreign manufacturers and suppliers.





## WOODEX SECTIONS



EQUIPMENT AND TOOLS FOR WOODWORKING



FURNITURE COMPONENTS AND FITTINGS



EQUIPMENT AND TOOLS FOR FURNITURE PRODUCTION



PAINTWORK MATERIALS, ADHESIVES, SEALANTS, WOOD PROTECTION



EQUIPMENT FOR WOOD WASTE UTILISATION



LOGGING MACHINES



AUXILIARY EQUIPMENT





## OFFICIAL SUPPORTERS



Ministry of Industry and Trade of the Russian Federation



Department of Investment and Industrial Policy of the City of Moscow

### ATTENDED BY

Mr Wei Jiang, Secretary General of the China Forest Machinery Association (CNFMA)

The exhibition was also visited by trade representatives of the Embassies of Turkey and Brazil.



## EXHIBITOR PROFILE

Woodex exhibitors are high-tech, competitive, reliable Russian and foreign manufacturers and suppliers of equipment and tools for:

- Woodworking
- Furniture production
- Wooden house building and wood waste processing
- Logging machinery
- Manufacturers of paint and varnish products
- Adhesives, sealants and wood protection products

interested in active promotion of products, introduction of new technologies in the Russian market, maintaining the status of a leader, expanding the base of contacts.

## BELLWEATHERS 2023

The following companies took part in Woodex 2023: Akkuslar Makina, AKMASH, Altendorf, BABYFURNITURA, Biesse, Cefla, Delta-techno, DITEC, Extru-tech, Felder, Form, Grigio, HARTMANN-LOVEL, Intervesp, KAMI, LDM, Leitz, LIGA, MDM, Nanxing, Spectehuniversal, SREDA, Termowood, Wintersteiger, In the Centre, Veba Plus, Tool Plus, Kroko, KST, MISTER POGRUZO, MS-Group, Sveza, Stankom, StankoLes, Stanki Trade and many others



**210**  
EXHIBITORS

**7**  
PRODUCT  
SECTORS

FROM **8** COUNTRIES

## EXHIBITOR FEEDBACK

"This year's Woodex exhibition is truly a leading industry event. At the exhibition, we demonstrated new equipment for the production of furniture and interior doors, and premiered a new line of equipment for processing solid wood. In order to deliver 450 tonnes of equipment here, we loaded more than 60 Euro trucks. We are very pleased with the results of the first day - in terms of the number of clients, the level of companies that came here, and the enquiries we are receiving from our clients".

**Vitaly Krivosheev**  
General Director of LIGA

"We have been exhibiting at Woodex since 2009. For us, participation in the exhibition is one of the key events of the year, as there is an opportunity to conclude contracts directly at the stand. Our marketing puts special emphasis on promoting the company at the exhibition. I can share the results of the first exhibition day - more than two dozen contracts and deals concluded by several hundred thousand euros. At Woodex we see good attendance and conversions, so I can tentatively look favourably on our participation in the exhibition."

**Andrey Samsonov**  
Chief Executive Officer of Felder Group Russia

"Biesse has taken part in all Woodex exhibitions because it believes that its one of the main platforms for meeting with its main customers. This year we are presenting a new visual identity, a new approach to working in the market. We are showing that we can handle any material in the best possible way. For a challenging 2023, we are pleasantly surprised by the number of visitors to Woodex. We have enjoyed a very large number of talks today and are pleased with the results. The market is alive and working - we have something to do in it."

**Mikhail Solyanik**  
Biesse Commercial Director

"For our company, Woodex is the main industry event of the year, we start preparing for it a year in advance. The exhibition is certainly very productive, there are a lot of potential buyers, our current customers. There is a lot of communication, a lot of suppliers came from other countries. We are working hard, we have collected a lot of customer contacts, we have held a lot of negotiations. We have already made sales from the exhibition - both machine tools from the stands and equipment from our warehouse."

**Andrey Frolov**  
Brand manager of Intervesp



## VISITOR PROFILE

Only industry specialists attend the Wodex exhibition, which is confirmed by statistics..

Woodex exhibitors get the opportunity to showcase their products to representatives from:

- Companies producing furniture, joinery and wooden constructions
- Woodworking enterprises
- Wooden house building enterprises
- Wood waste processing enterprises
- Logging enterprises
- Manufacturers of board materials
- Distributors of equipment, tools and materials



The Exhibition of Visited by

**8,190**  
Industry Experts

From **26** Countries and **75**  
Russian Regions

The number of visitors has increased  
by **42%**

## UNIQUE VISITOR NUMBERS

**8,190** Industry Experts from **26** Countries and **75** Russian Regions

The density of visitors per participant was - 0.8 (+21% compared to 2021).

### TOP 10 RUSSIAN REGIONS AT THE EVENT

St. Petersburg  
Nizhny  
Novgorod  
Vladimir  
Vologda  
Sverdlovsk  
Tver  
Penza  
Kostroma  
Republic of  
Tatarstan Kirov

### DISTRIBUTION OF VISITORS TO THE EXHIBITION BY PURPOSE OF VISIT

<b>4,000</b>	Searching for goods and services for business
<b>2,015</b>	Learning about emerging trends in the industry
<b>663</b>	Promotion and distribution of good and services
<b>446</b>	Professional development
<b>390</b>	Industry specialists with a personal interest
<b>159</b>	Educational objectives

### GEOGRAPHY BREAKDOWN

**4,095 (50%)** Moscow and MO    **3,612 (44%)** Regions of Russia    **483 (6%)** Other Countries

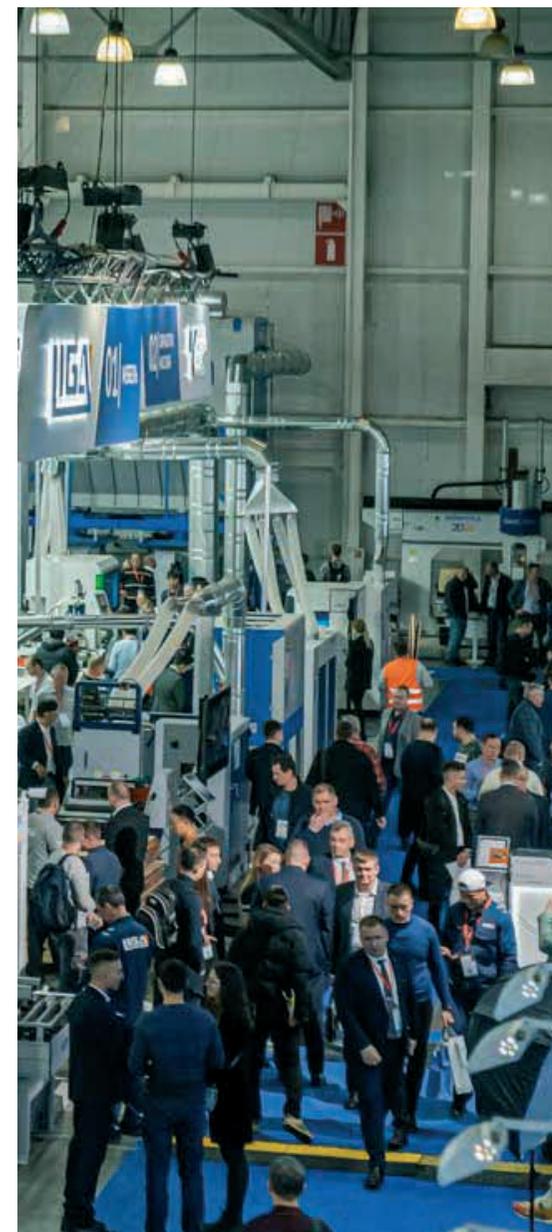
## TARGET VISITOR STATISTICS

Targeted visitors attended Woodex to source products and services.

**7 534** total targeted visitors

### VISITOR INDUSTRY PROFILE

<b>34%</b>	Furniture manufacturing
<b>14%</b>	Supply and woodworking equipment and tools
<b>13%</b>	Carpentry
<b>8%</b>	Wood products, chipboard and fiberboard production
<b>6%</b>	Manufacture of moulded wood products
<b>5%</b>	Construction of wooden houses
<b>3%</b>	Disposal of wood waste
<b>2%</b>	Logging and timber transportation
<b>2%</b>	Media



## TARGET VISITOR STATISTICS

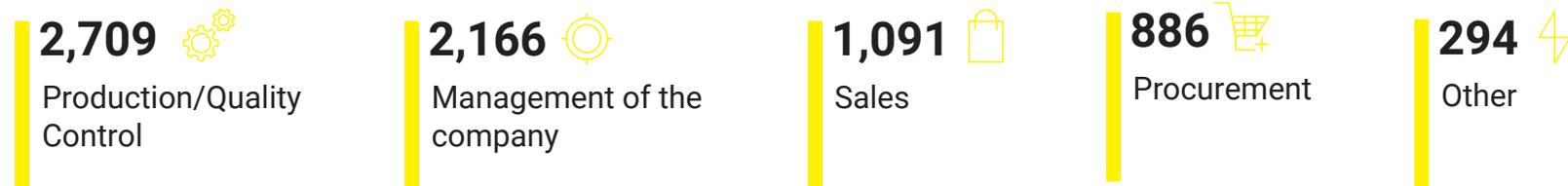
### SENIORITY LEVEL OF TARGET VISITORS

<b>2,939</b>	Founder/CEO
<b>1,558</b>	Line manager/supervisor
<b>1,532</b>	Specialist
<b>1,009</b>	Team/department head
<b>496</b>	Individual entrepreneur

### ROLE IN PURCHASING DECISIONS

<b>3,886</b>	Shared responsibility
<b>2,172</b>	Personal responsibility
<b>1,081</b>	Advisory role

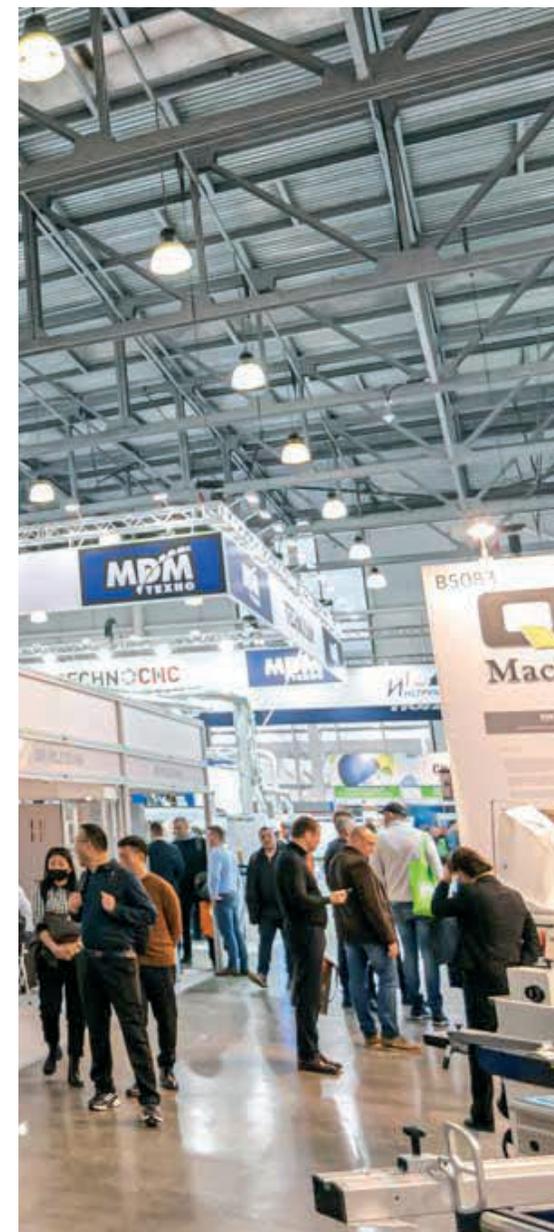
### JOB FUNCTION



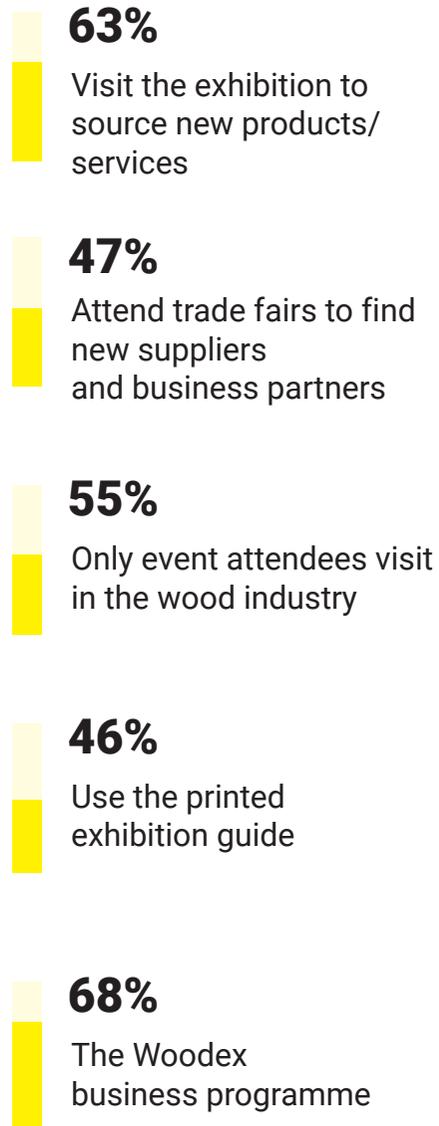
## TARGET VISITOR STATISTICS

### PRODUCT INTEREST

<b>5,458</b>	Woodworking equipment, tools and machines
<b>3,848</b>	Equipment and tools for furniture production
<b>2,750</b>	Related equipment, components and services
<b>2,628</b>	Furniture components, materials and fittings
<b>2,195</b>	Paints, coatings, adhesives, sealants, wood protection
<b>1,667</b>	Equipment for recycling wood waste
<b>996</b>	Logging machinery
<b>151</b>	Other



## RESULTS OF THE VISITOR SURVEY



## CONFERENCE PROGRAMME

During rich conference programme devoted to the of the industry.

The conference programme events featured **59 speakers**. During all days, **400+** industry professionals visited the Digital Furniture Forum and partner conferences.

**The Digital Furniture Forum (DFF) was held for the first time during the exhibition**  
Organisers: LIGA and Woodex 2023 International Exhibition (ITE Group).

**CMF** is the largest communication platform for the professional community of the furniture industry. and the woodworking industry.

**The of CMF occupied the entire hall 2.**  
Three key equipment zones were presented on the site: furniture production, solid wood processing, door production.

**The CMF conference programme took place for 3 days**

Industry experts discussed the following topics:

- An integrated approach to automation and digitalization of the furniture industry
- CRM systems and their role in the management of a furniture enterprise
- AI for business and production
- Promotion of furniture brands and access to marketplaces
- The current state and prospects of the door market in Russia, the cape of export and import of doors.



## CONFERENCE PROGRAMME

Two conferences of the exhibition partners were also held within the framework of the exhibition:

### "Energy from Biomass: Boiler and CHP plants for biofuels, production of pellets, briquettes and wood chips" Conference

The event brought together an audience of experts in the production and marketing of various biofuels, primarily wood fuel pellets, briquettes and wood chips. The participants of the conference discussed the implementation of projects on boiler equipment conversion to biofuels and construction of new boiler houses, as well as issues related to the logistics and distribution of biofuels inside and outside the country.

Organisers: INFOBIO IAA, NP National Bioenergy Union

### WOODWORLD 2023 Conference

Discussed the state and prospects of the Russian timber products market. sawn timber, wood boards, plywood, pellets, as well as changes in the logistics of forest cargoes, including new logistics routes for Russian exporters. A roadmap for co-operation between timber processing companies and companies involved in wooden house building was presented.

Organisers: LesPromInform magazine, ProTree portal.





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Join us in the next edition

2-5 December 2025

MOSCOW, CROCUS EXPOO



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