



INTERNATIONAL EXHIBITION
FOR HEATING, VENTILATION, AIR-CONDITIONING, WATER SUPPLY,
SANITARY AND ENVIRONMENTAL TECHNOLOGY

Exhibition area: 31 025 m²

Exhibitors: 750

Countries represented: 30

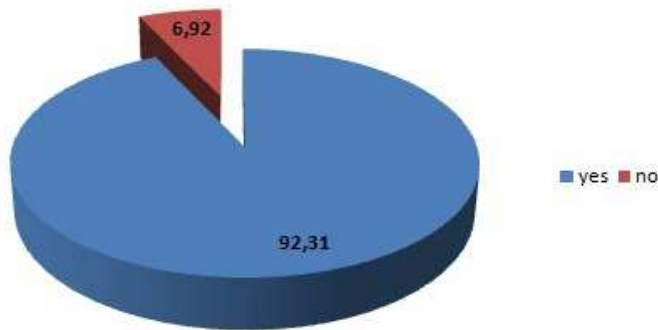
Visitors: 40 964

15 – 18 MAY 2012

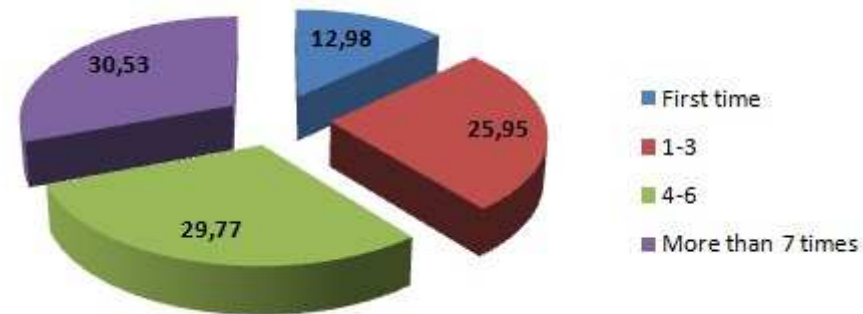
International Exhibition Centre, Kiev, Ukraine

EXHIBITORS

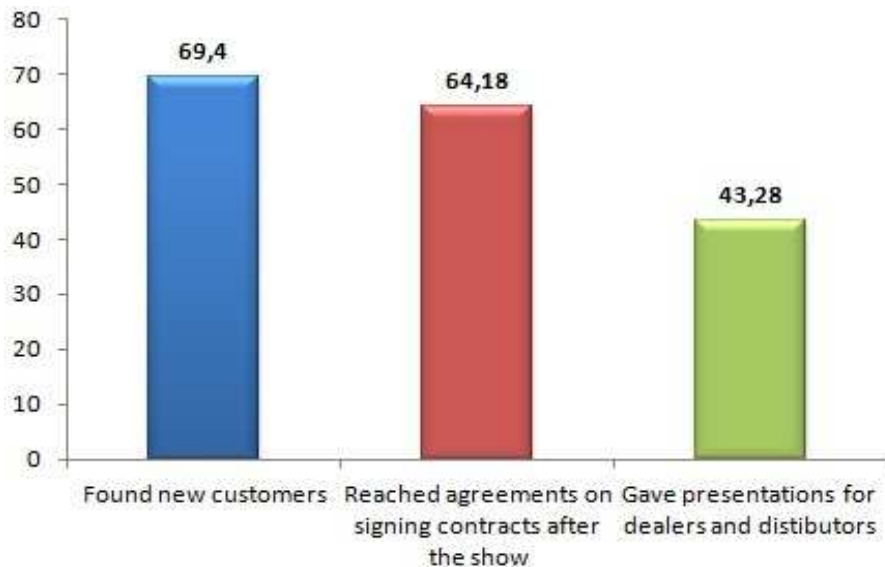
92.31% of exhibitors consider Aqua-Therm Kiev exhibition the important event for business development



29.77% of the exhibitors have participated at Aqua-Therm Kiev more than four times, and 30.53% - more than seven times



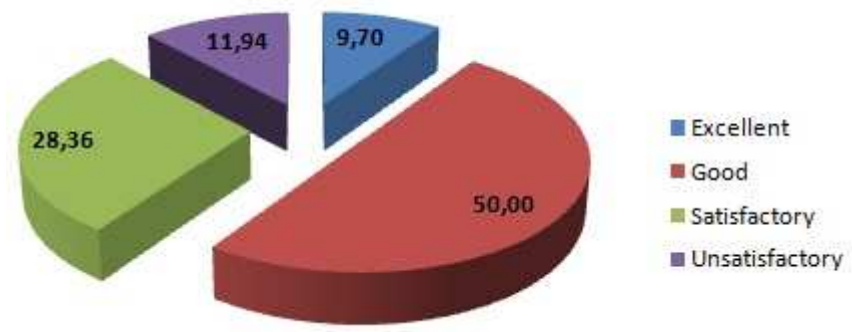
69.4% of the exhibitors found new customers and 64.18% reached agreements on signing contracts after the show



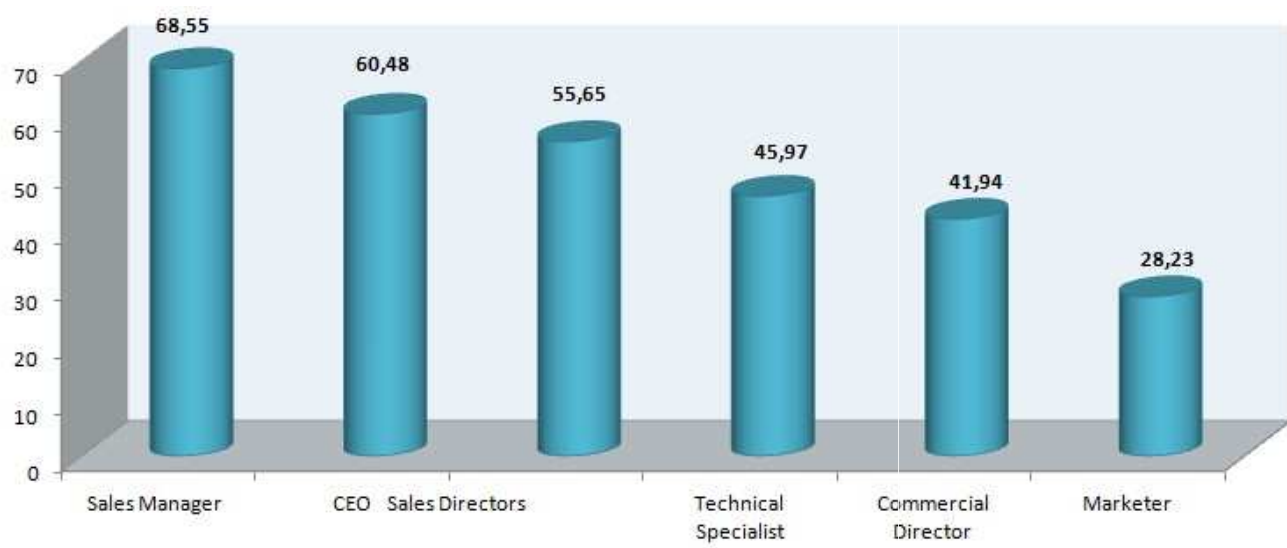
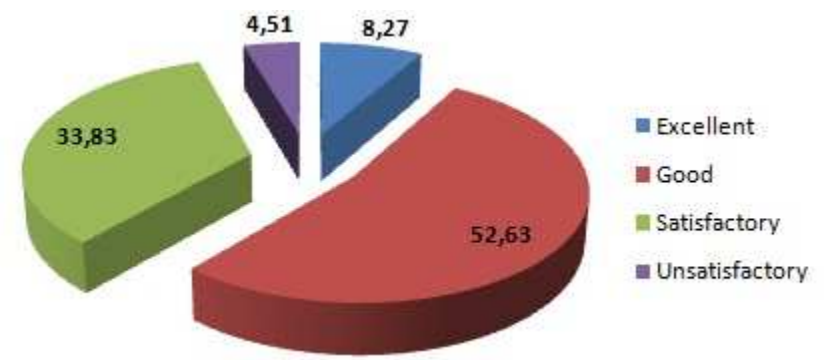
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EXHIBITORS

88.06% of the exhibitors were satisfied with the number of visitors at the exhibition

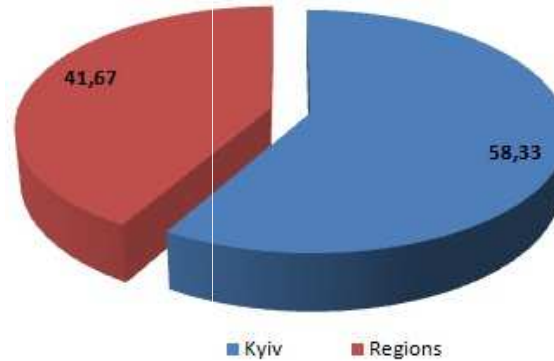
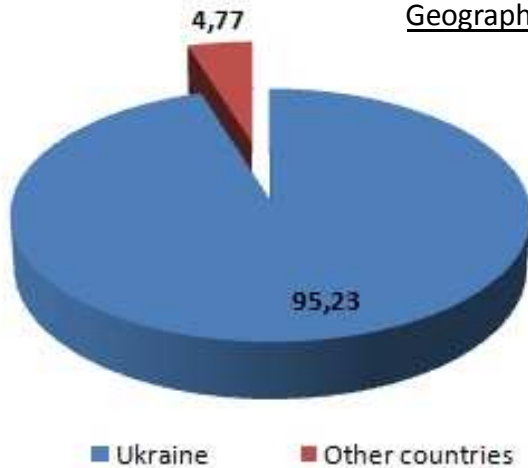


94.73% of the exhibitors were satisfied with the quality of the visitors at Aqua-Therm Kiev 2012

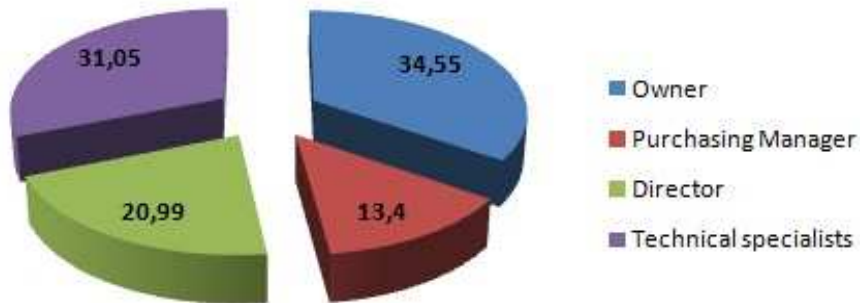


Company representatives responsible for signing contracts were present at exhibitors' stands

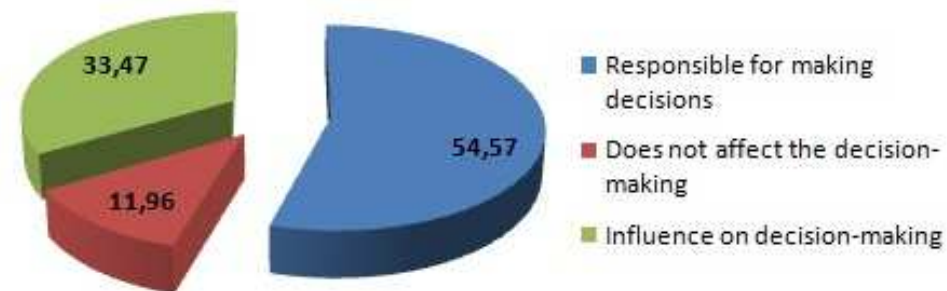
Geographic profile of visitors:



Job position grading of visitors:

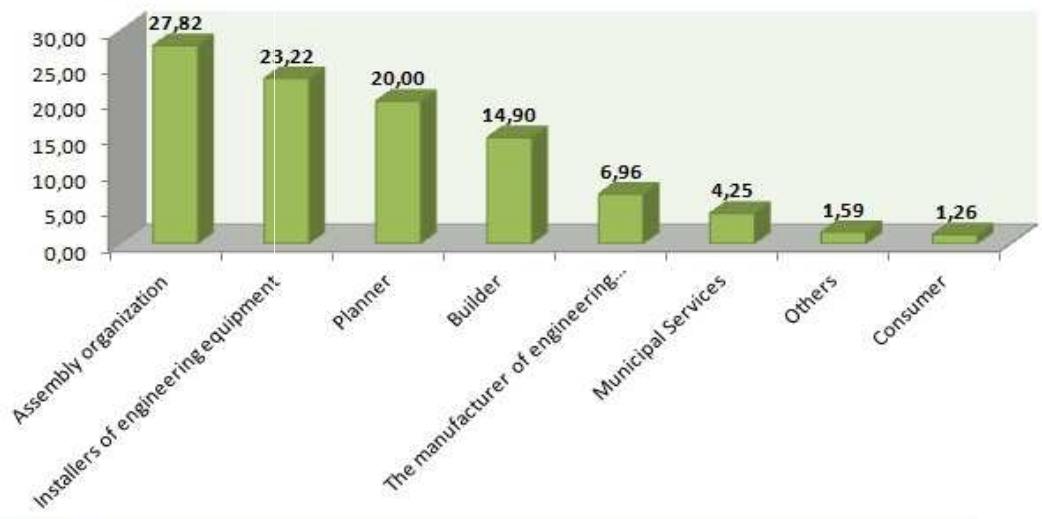


Functional responsibility of visitors:

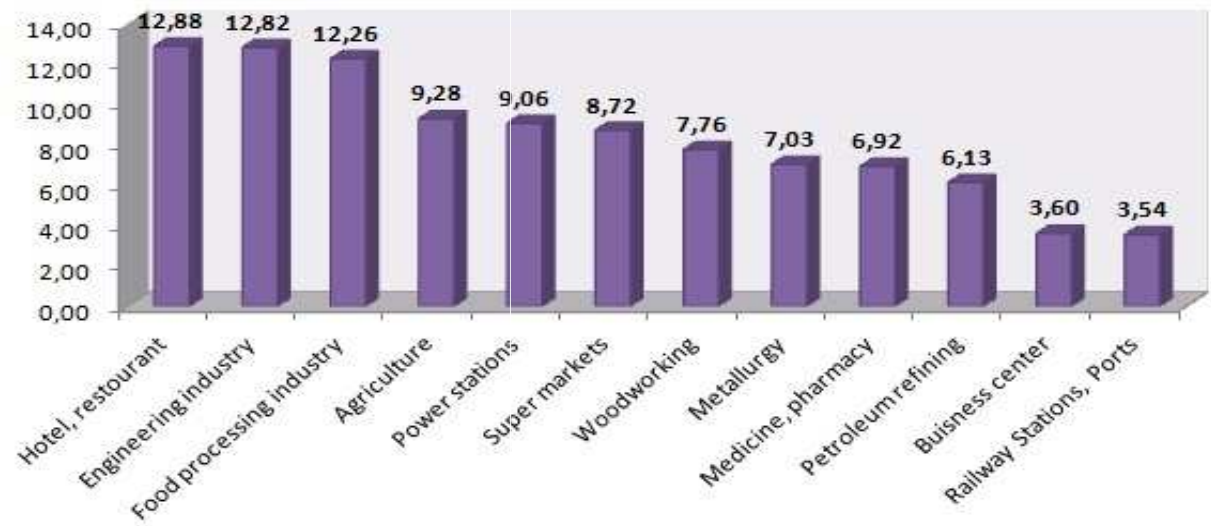


96.67% of visitors are going to make purchases after the exhibition

Visitors' field of activity:



Industry sectors represented by visitors:

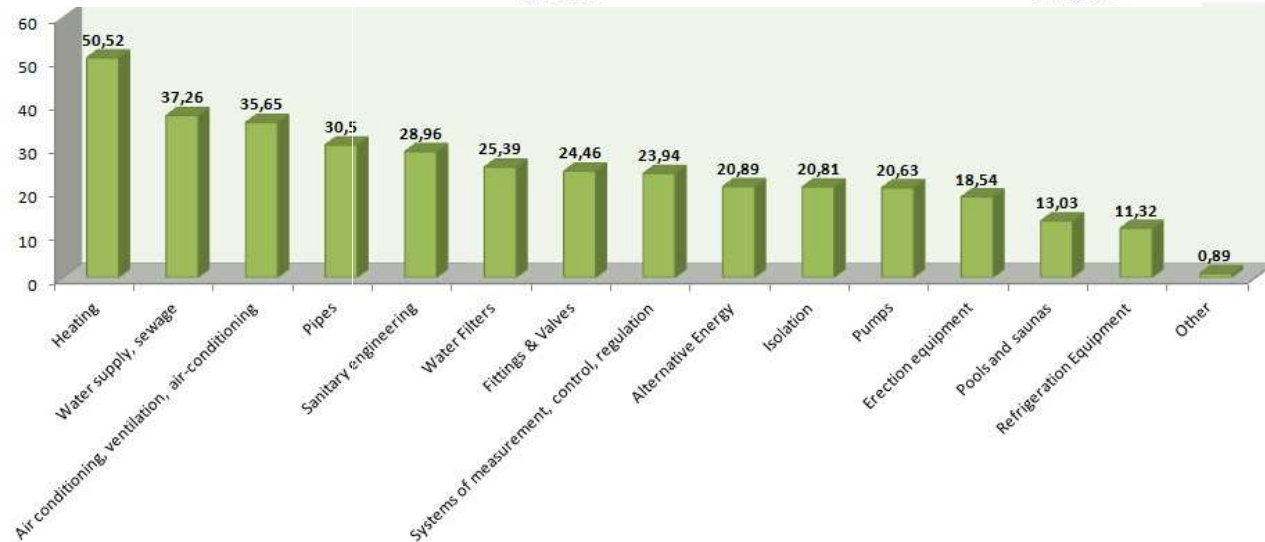


99% of visitors found new products and technical solutions at the Aqua – Therm Kyiv 2012

Reason for visiting the exhibition:



Exhibition sectors of most interest to visitors:



99% of visitors are going to visit the exhibition in 2013 year

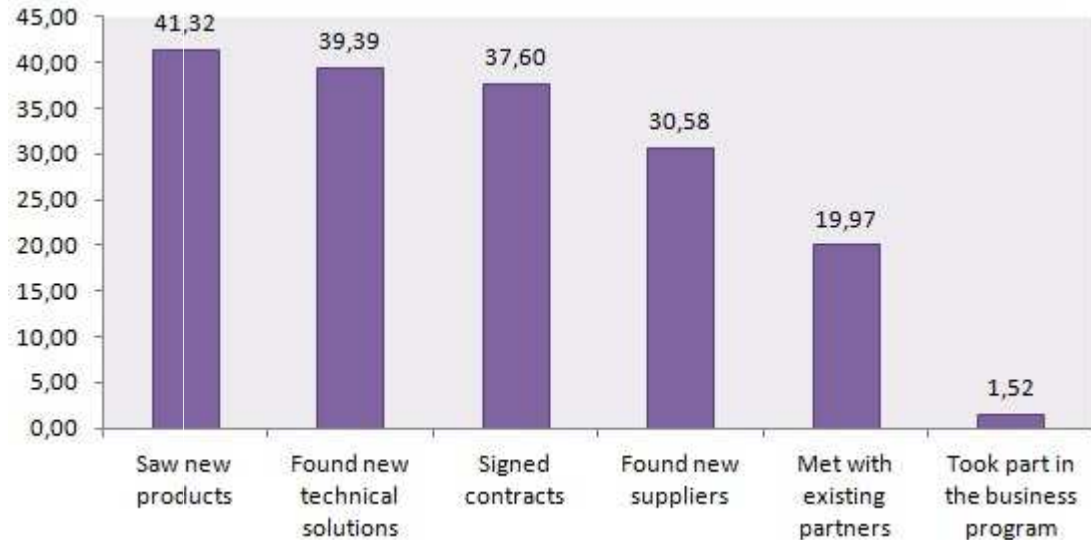
CLOSING VISITOR SURVEY RESULTS

41.32% of visitors to Aqua-Therm Kyiv 2012 saw new products or services;

39.39% of visitors found new technical solutions;

30.58% found new suppliers;

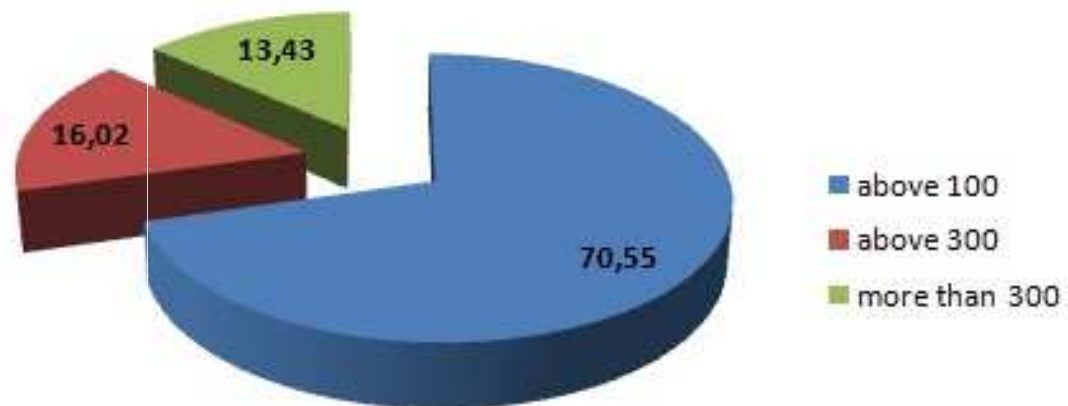
37.6% signed contracts with exhibitors at the event



70.55% of visitors signed above 100 contracts at Aqua-Therm 2012;

16.02% signed above 300 contracts;

13.43% signed more than 300 contracts.



47% of interviewed visitors visited the exhibition more than one day



- The exhibition Aqua-Therm and the practical conference “Energy efficiency and resource-saving in the sphere of housing and municipal economy” have demonstrated facts how technologies nowadays can save gas, make the heating cheaper, reform and reduce the cost for water supply. Investment component which is a part of the public service rates has to make accommodation more comfortable and the rates lower.

Stanislav Zakharov, Director of the department of Ministry of Regional Development, and Construction and Municipal economy of Ukraine



- Traditionally, the exhibition is the place where our company has a possibility to meet with dealers, to monitor ideas concerning the product line. This year we have introduced new equipments (the product line for home and industrial air-conditioners) and the new trend (heating boilers) on the stand and in seminars, which were held during the exhibition. The event is not just a market place for new product demonstrations and for meetings with dealers. First and foremost, Aqua-Therm exhibition is a great occasion; it gives opportunity to reach the new business contacts and to search the new solution ways. Thereby, it encourages sales growth as we become closer to our partners and customers.

Natalya Myloserdova, Marketing analyst of the company “Optim”



- The exhibition “Aqua-Therm 2012” has confirmed the leading status concerning all exhibition events. According to our sphere of activity (swimming pool sector), I suppose the exhibition Aqua-Therm is the best and high quality exhibition in Ukraine. Organizers have performed great services. On behalf of the company Linex, I want to express my sincere gratitude for high-level organization of the exhibition.

Volodimir Homov, Director of the company Linex



- Our company has celebrated 15-years anniversary at the Ukrainian market with the huge number of new products. The individual heating station, the fittings “de lux” for premium facility and thermostatic balanced fittings became the most popular new products of this show. We put them into practice in football championship units of Euro 2012. The participation in Aqua-Therm exhibition has always been successful from its beginning as this event prompts us to move forward and develop.

Olena Novikova, Project sales director of the company Herz Ukraine



- The company has exhibited the new equipment and informed our prospective clients and partners about new products. We have confirmed our status as the leading company on the ventilating equipment market. We have shown wide range of items during Aqua-Therm event. The displays represented the private and industrial sectors. Talking about the exhibition, I should admit that there were a lot of new distributors and importing partners.

Olexander Pashchenko, Deputy Director on engineering and design solutions in AC of the company “Ventilation Systems”



- The company has shown the active work, progress and readiness to do all possible for the upgrowth. For achieving these aims we installed the exclusive stand in the middle of the pavilion. It was admitted that it was the most extraordinary stand at the exhibition. The professional staff from Russia and stand managers helped us to hold the exhibition in high level. Finally, we were seen and heard. The main partners and competitors appreciated our presentation. The first and foremost, the prospective clients noticed and remember us. “Aqua-Therm Kyiv 2012” gave us confidence in our strength, supported the stability on the market. 70 % of regular customers all around Ukraine came to see our products. We will participate in the next exhibition Aqua-Therm by all means.

Alexander Anohin, Director of the company Klimatprof



- The company “Ecosoft” is a leading company on the Ukrainian water treatment market. It is a sole producer of equipment on water purification and filtration. The new section “Filters and Water purification technologies” which appeared firstly at this event reflects the sphere of our activity completely. We highly appreciate the possibility to exhibit at the event Aqua-Therm and present technologies to our customers.

Olexander Efimovich, Sales director of domestic and commerce water treatment of the company Ecosoft



Aqua-Therm Kyiv 2013

14-17 May 2013

15th International Exhibition for Heating, Ventilation,
Air-conditioning, Water Supply, Sanitary, Environmental Technology,
Swimming Pool and Renewable Energies

Aqua-Therm Kiev 2013, the 15th International Exhibition for Heating, Ventilation, Air Conditioning, Water Supply, Sanitary and Swimming Pools, will take place on 14-17 May 2013.

Exhibition opening hours:

14 – 16 May: 10:00-18:00

17 may: 10:00 – 16:00

The organizers:

Russia and Ukraine

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