

14<sup>th</sup> International Exhibition for Heating,  
Ventilation, Air-Conditioning, Water Supply,  
Sanitary and Swimming Pool

# aqua<sup>®</sup> THERM

## BAKU

19 | 20 | 21 October 2022

Baku, Azerbaijan, Baku Expo Center

[www.aquatherm.az](http://www.aquatherm.az)

Developed by



Organisers



#AquathermBaku

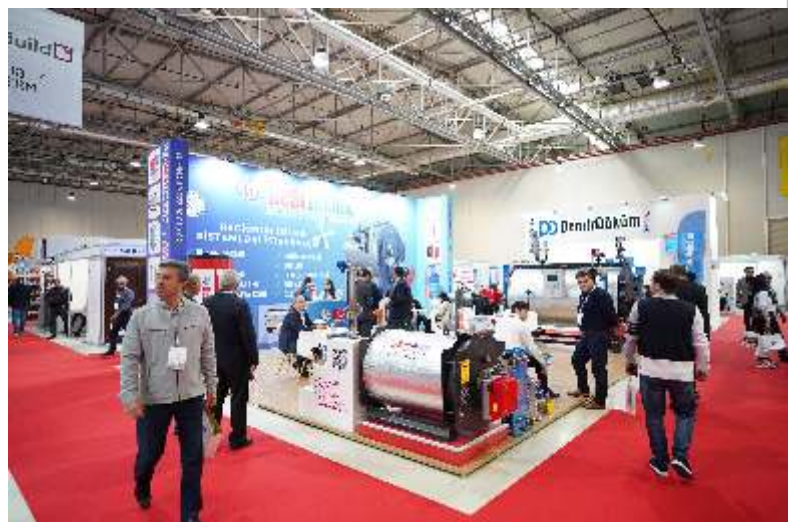
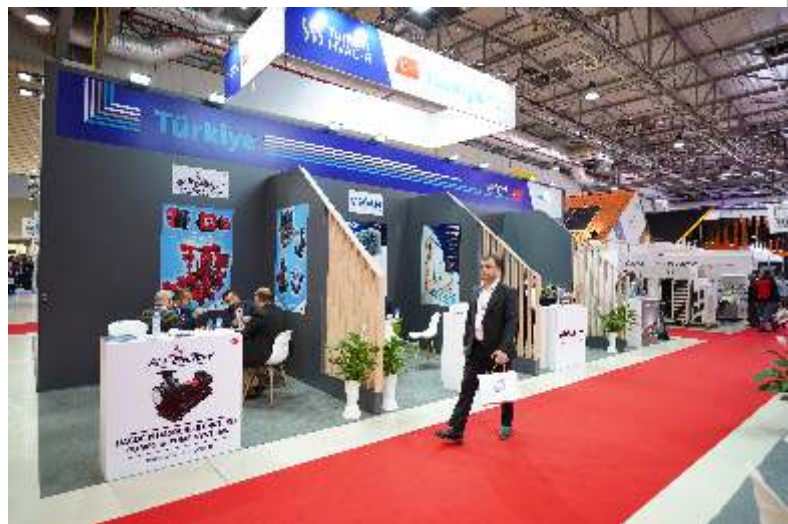


AquathermBaku

# aqua THERM<sup>®</sup> BAKU

**AQUATHERM BAKU** IS THE LARGEST HVAC INDUSTRY TRADE SHOW IN AZERBAIJAN AND THE CAUCASUS REGION.

**AQUATHERM BAKU** is an effective business platform for increasing the volume of sales and expanding sales throughout Azerbaijan and the Caucasus region.







# BakuBuild

**BakuBuild** is the largest building and interiors trade show in Azerbaijan and the Caucasus region.

**BakuBuild** is an effective business platform for increasing the volume of sales and expanding sales throughout Azerbaijan and the Caucasus region.



# Rebuild Karabakh

**Rebuild Karabakh** – the only and first specialized exhibition dedicated to the restoration of Karabakh region.

**Rebuild Karabakh** – an attractive and efficient business platform to strengthen private sector-public partnership supported by many government agencies and ministries.



# VISITORS OF THE EXHIBITION



**11208** NUMBER OF VISITS



**94%** OF VISITORS ARE PROFESSIONALS OF THE INDUSTRY

## AQUATHERM BAKU 2022 VISITORS BY POSITIONS

- ▶ DIRECTORS
- ▶ MANAGERS
- ▶ FOUNDERS
- ▶ SUPPLIERS
- ▶ ARCHITECTS
- ▶ PROJECT MANAGERS
- ▶ ENGINEERS
- ▶ SALES MANAGERS
- ▶ FINANCIAL MANAGERS
- ▶ PURCHASING MANAGERS
- ▶ ECONOMISTS
- ▶ DESIGNERS

## GEOGRAPHICAL SPREAD OF VISITORS: 35 COUNTRIES

 Afghanistan	 Georgia	 Romania
 Argentina	 Germany	 Russia
 Australia	 Hungary	 Saudi Arabia
 Austria	 India	 South Korea
 Azerbaijan	 Iran	 Turkey
 Belarus	 Israel	 Great Britain
 Belgium	 Italy	 Ukraine
 Bulgaria	 Kazakhstan	 United Arab Emirates
 China	 Kyrgyzstan	 USA
 Czech Republic	 Luxembourg	 Uzbekistan
 Denmark	 Pakistan	 Vietnam
 Finland	 Poland	

# VISITORS REFERENCES

“

## Ihsan Yildirim

co-founder of ANKA construction

I think that such exhibitions as Aquatherm are necessary for the country, and for many people. Exhibitions are the places where people make new connections and gradually analyze current trends.



”



“

## Ercan Iyigunler

Construction Engineer, Innova Construction

At the exhibition, we wanted to get acquainted with the innovations in the construction sector in order to stay afloat and understand current trends. In our time, it is important to keep up with progress. I managed to meet with representatives of the companies, who answered all the questions in detail.

”

“

## Yasin Mustafayev

director of GEOID MMC

There is a good expression: "Advertising is the engine of trade." I am sure that such large-scale exhibitions serve as excellent trade tools and contribute to the development of companies. Everyone who takes part in the AquaTherm project has the opportunity to find potential customers for themselves.



”





## SUPPORT



Small and Medium Business  
Development Agency  
of the Republic of Azerbaijan



Azerbaijan Export and  
Investment Promotion  
Foundation



The National Confederation of  
Entrepreneurs (Employers)  
Organizations of the Republic of  
Azerbaijan (ASK)

## ORGANISERS



## DEVELOPED BY



## OFFICIAL TRAVEL PARTNER



## OFFICIAL HOTELS



## OFFICIAL STAND BUILDER



## INFORMATION PARTNER



## INFORMATION SUPPORT



## INTERNET SUPPORT



# PARTICIPANTS OF THE OFFICIAL OPENING CEREMONY

**Sahib  
Mammadov**

Deputy Minister of  
Economy of the  
Republic of  
Azerbaijan



**Orkhan  
Mammadov**

Chairman of the Board  
of the Agency for the  
Development of Small  
and Medium Business  
of the Republic of  
Azerbaijan



**Dovletkhan  
Dovletkhanov**

Deputy Chairman of  
the State Committee  
for Urban Planning  
and Architecture of  
the Republic of  
Azerbaijan



**Elkhan  
Asadov**

Deputy Chairman of the  
State Agency for Control  
over Construction Safety,  
Ministry of Emergency  
Situations

**Rasim  
Ismailov**

Deputy Minister of  
Health of the  
Republic of  
Azerbaijan



**Farid  
Mammadov**

Director at  
Caspian  
Event  
Organisers



# OFFICIAL GUESTS OF THE EXHIBITION



**Sahib Mammadov**

Deputy Minister of Economy of the Republic of Azerbaijan



**Orkhan Mammadov**

Chairman of the Board of the Agency for the Development of Small and Medium Business of the Republic of Azerbaijan



**Dovletkhan Dovletkhanov**

Deputy Chairman of the State Committee for Urban Planning and Architecture of the Republic of Azerbaijan



**Elkhan Asadov**

Deputy Chairman of the State Agency for Control over Construction Safety, Ministry of Emergency Situations



**Vugar Zeynalov**

Vice-President of the National Confederation of Organizations of Entrepreneurs (Employers) of the Republic of Azerbaijan (ACE)



**Elnur Aliyev**

First Deputy of the Ministry of Culture of the Republic of Azerbaijan



**Bashir Hajiyeve**

Deputy Special Representative of the President of the Republic of Azerbaijan



**Rasim Ismailov**

Deputy Minister of Health of the Republic of Azerbaijan



**Zohrab Gadirov**

Advisor to the Agency for the Promotion of Exports and Investments of the Republic of Azerbaijan



**Elchin Zeynalov**

Deputy Minister of Agriculture of the Republic of Azerbaijan



**Chovdet Mehdikhanli**

Advisor to the Chairman of the Food Safety Agency of the Republic of Azerbaijan



**Tamas Torma**

Hungarian Ambassador to Azerbaijan



**Murat Yaman**

Chief Trade Adviser of the Turkish Embassy



**Cladio Taffuri**

Ambassador of Italy to Azerbaijan



**Nikolay Yankov**

Ambassador of the Republic of Bulgaria to Azerbaijan



**Milan Sedlacek**

Ambassador of the Czech Republic to Azerbaijan



**Rafal Poborski**

Ambassador of Poland to Azerbaijan



# REFERENCES FROM VIP GUESTS



## Orkhan Mammadov

Small and Medium Business Development Agency of the Republic of Azerbaijan (KOBIA), Chairman of the Supervisory Board

"Aquatherm Baku", one of the largest specialised exhibitions of Azerbaijan and the Caucasus region, is important in terms of presenting the latest products, systems and technologies for special technical achievements, environmental protection, conservative use of natural resources, and improvement of the quality and comfort of life. Another factor that makes the "Aquatherm Baku" exhibition important for KOBIA is the representation of a large number of local SMEs, which is important in terms of their recognition, expansion of sales opportunities and development of business relations.



## Mammad Musayev

President of the National Confederation of Entrepreneurs (Employers) Organizations of the Republic of Azerbaijan

As the National Confederation of Entrepreneurs (Employers) Organizations of the Republic of Azerbaijan, we also actively participate in the organisation of this event. Our goal is to assist in the reinforcement of market infrastructure, including the development of entrepreneurship. That is why we provide great support to this exhibition, which contributes every year to the establishment of continuing business relations between local and foreign companies in Azerbaijan, as well as investments, implementation of innovations and the creation of a healthy business environment.



## Benedikt Binder-Krieglstein

CEO RX Austria & Germany

Aquatherm has become a highly important contributor, as the exhibition actively supports the economic growth of the region. With their technical advances, which in many cases result in an increase in comfort and quality of life, or the efforts to protect the environment and the particularly careful use of natural resources, our Aquatherm exhibitions are pioneers in the industry worldwide.



# MEDIA REVIEW

25

programs on

7

TV channels

572

news on

162

news portals

## INFORMATION SUPPORT OF THE EXHIBITION

1NEWS.AZ

Бассейны  
и сауны

AZERBAIJAN  
TODAY

ПОРТАЛ О ВОДЕ И ТЕПЛЕ  
BANBAS.RU

abc.az

ALP İCTİMAİ-SİYASİ, ANALİTİK  
İNFORMASIYA AGENTLİYİ

apa

lent.az

ona  
onlayn xəbər agentliyi

SALAMNEWS  
agency

vesti.az

## ADVERTISING CAMPAIGN

- ▶ ASAN PAY
- ▶ BANNERS
- ▶ POSTERS
- ▶ ROLLUPS



E-mailings by specialised  
database



Distribution of invitation tickets through  
partners as well as related government  
structures and associations



Advert on specialised websites,  
social networks and editions



# B2B WORKSHOP

Within the framework of the Aquatherm Baku Exhibition, the Organisers created another business platform for exhibitors and visitors – a B2B workshop. Companies from Germany, Turkey, Russia, Hungary, Georgia and etc. had MORE THAN 61 PRODUCTIVE MEETINGS WITH THEIR PROSPECTIVE CUSTOMERS.

**ADDITIONAL  
EVENTS**

**OF THE EXHIBITION**





# BUSINESS MISSION

ADDITIONAL  
EVENTS

OF THE EXHIBITION

KOBIA and Caspian Event Organisers co-organized the Panel discussion on the theme of "BUSINESS AND INVESTMENT OPPORTUNITIES" IN KARABAKH.



# AQUATHERM BAKU 2022 EXHIBITORS

323

COMPANIES

17

COUNTRIES

8093<sup>m<sup>2</sup></sup>

EXHIBITION  
SPACE

## SECTORS

- ▶ HEATING SYSTEMS AND TECHNOLOGIES
- ▶ WATER AND SEWAGE SYSTEMS
- ▶ AIR CONDITIONERS
- ▶ REFRIGERATION EQUIPMENT
- ▶ PLUMBING AND SANITARY EQUIPMENT
- ▶ VENTILATION
- ▶ WATER FILTERS
- ▶ WATER PROTECTION SYSTEMS AND ETC

## EXHIBITING COUNTRIES OF AQUATHERM BAKU 2022



Austria



Azerbaijan



Belarus



Georgia



Germany



Hungary



India



Iran



Italy



Kazakhstan



UAE



Poland



Russia



Romania



Sweden



Turkey



Uzbekistan

# EXHIBITOR REFERENCES

“

Participation in the Aquatherm Baku exhibition is connected with the need to monitor and study the local market. We wish to contribute to the restoration of Karabakh understanding our duty to the state, to the Azerbaijani people.



**Altai  
Rustamov**

Chief Engineer of  
Green Life Engineering

”

“

The exhibition is very well organised. This year the event has expanded, the number of participating companies has increased.



**Namig  
Rakhmatov**

Director of  
Sabkond-HVAC

”



**Levent Aydin**

Board Member of ISIB,  
TURKISH HVAC-R  
EXPORTERS SOCIETY

“

I believe that exhibitions are the most important tool for the development of bilateral relations.

We have come to Baku with the Union of Turkish Exporters for the second year already. I believe we will be participating in this event in the future.



**Gianluca  
Mandelli**

International Drops  
company (Italy)

“

I have good impressions about the exhibition: we talked to representatives of many large companies. Thus, positive results are evident: a massive influx of visitors and extensive international contacts in the Aquatherm Baku process.

”

“

We like that there are a lot of visitors here. There are mounters, experienced experts and entrepreneurs who are interested in our brand, analysing the possibilities of direct deliveries. This is important for the "recognition" of the product and its further retail sale.



**Emanuele  
Maianti**

Sales Manager of  
TDM BRASS SRL  
(Italy)

”

“

Our team is in Azerbaijan for the first time. We really liked the city of Baku. We were able to communicate with the locals, getting to know the people and their goodwill. Therefore, we are confident that the presentation of our products and the cooperation with Azerbaijan will be fruitful.



**Andrzej  
Maicejczyk**

Sales Manager of Tech  
Controllers company  
(Poland)

”





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# WHY AZERBAIJAN?



01

To take part in projects for reconstruction of the completely destroyed Karabakh region with an area of **10,000 km<sup>2</sup>**



02

Azerbaijan allocates **\$3 billion** for the restoration of liberated territories



03

Azerbaijan construction market size was **\$7.2 billion** in 2021



04

Construction of more than **34 thousand** apartments and private residential houses in liberated areas by 2026 is envisaged



05

About **19,000 km** of hard-surface roads, 8,000 km of which built and constructed in past **10 years**



06

Political and economic stability



07

Over **450** e-services by state authorities

## SUPPORT



Azərbaycan Respublikasının  
Kiçik və Orta Biznesin  
İnkişafı Agentliyi

Small and Medium Business  
Development Agency of the  
Republic of Azerbaijan



Azerbaijan Export and  
Investment Promotion  
Foundation



The National Confederation of  
Entrepreneurs (Employers) Organizations  
of the Republic of Azerbaijan (ASK)





# GALA DINNER RECEPTION

Gala Dinner Reception was hosted in honor of local and international participants of the exhibition at the Sea Breeze



15<sup>th</sup> Anniversary International Exhibition for Heating,  
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## BAKU

19 | 20 | 21 OCTOBER 2023

BAKU EXPO CENTER


[www.aquatherm.az](http://www.aquatherm.az)

 AquathermBaku #AquathermBaku

Built by  
**RX**  
in the business of  
building businesses

Организаторы



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15/  
years