

aqua THERM

BAKU

12th International Exhibition
for Heating, Ventilation,
Air-Conditioning,
Water Supply, Sanitary and
Swimming Pool

Baku, Azerbaijan, Baku Expo Center
www.aquatherm.az

AQUATHERM BAKU- the largest specialized site of Azerbaijan and the Caucasus region in the HVAC field

AQUATHERM BAKU- a unique B2B platform in the HVAC sector in Azerbaijan to attract a professional target audience.



PARTICIPANTS OF THE OFFICIAL OPENING CEREMONY



Niyazi Safarov
Deputy Minister of Economy of
the Republic of Azerbaijan



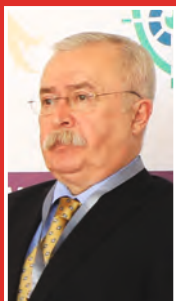
Orkhan Mammadov
Chairman of the Management
Board of the Small and
Medium Business
Development Agency



Dovletkhan Dovletkhanov
Deputy Chairman of
the State Committee
for Town Planning and
Architecture



Farman Gurbanli
Head of International
Relations and Strategic Planning
Department of the State Housing
Development Agency of
the Republic of Azerbaijan



Farkhad Mollazadeh
1st Secretary of the Union
of Architects of Azerbaijan



Edward Strachan
Regional Director of
Caspian Event Organisers



SUPPORT



Small and Medium
Business Development Agency of
the Republic of Azerbaijan

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)

AQUATHERM BAKU 2019 exhibitors



Companies

66



Countries

11



Exhibition Space

1909 m²

Exhibiting Countries of AQUATHERM BAKU 2019



Azerbaijan



Belarus



Germany



Italy



China



Poland



Russia



Turkey



Livan



Uzbekistan



THE OFFICIAL PRESS CONFERENCE



The press conference dedicated to the opening of the Jubilee AQUATHERM BAKU exhibition was held on 21 October, at the Hyatt Regency Hotel.

The press conference was attended by:

Mr. Edward Strachan – Regional director of Caspian Event Organisers

Mr. Rashad Gadimov – project manager

19 media attended the press-conference from APA Group, Interfax, Azertag, SalamNews, Real TV, Lider TV and other agencies.

INFORMATION PARTNERS



INFORMATION SUPPORT



INTERNET SUPPORT



VISITORS REFERENCES



So, this is the first time I have come to Baku. I am very pleased with the organisation of the exhibition.

The purpose of my visit to AQUATHERM BAKU is related to the desire to find partners in Azerbaijan. Over a short period of time, I have managed to find potential partners, and exchanged contacts. Industry exhibitions help build strong and ongoing business relationships. If we manage to enter the Azerbaijani market, we will also be presenting our products among the participants in the future.

Vladislav Velikzhanin

General Director, Automated Equipment for Pipeline Welding
(Russia)



It is safe to say that the exhibition has enriched our many years of experience. Firstly, we have learned many interesting things. For example, we first got to know a number of innovative materials and systems at this exhibition. Progress does not stand still and, despite the fact that we visit the exhibition every year, this year we again found something new and more modern. In general, the exhibition left a very favorable impression. I think that holding exhibitions is necessary and contributes to the movement in the direction of progress.

Mehrab Baghirov

An engineer at the Baku Metro Project Institute
(Azerbaijan)



I attend the Aquatherm Baku exhibition every year and I really enjoy spending a lot of time here. For me it is a necessary and at the same time, enjoyable event. Because along with business negotiations, warm meetings with old partners are always pleasing. The purpose of my visit is to learn about the news in the field of automation and about changes and new projects. It helps to improve yourself in your area of expertise. I really liked the organization of the exhibition and the location of stands. I consider this event a must for all business people, where you can expand the circle of your partners.

Elshad Aghayev

Director of Sauter
(Azerbaijan)

ADVERTISING CAMPAIGN

OUTDOOR ADVERTISING

- Billboards
- Banners
- Monitors
- Posters
- Rollups



MEDIA REVIEW



30 articles in
6 Newspapers and
16 Magazines



329 news
on 61 Internet
Portals



18 news
on 7 TV channels
2news
on Asan Radio

E-mailings
by specialized
database

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

Advert on
specialised websites,
social networks and
editions

SECTORS

FITTINGS AND VALVES
HEATING SYSTEMS
PUMPS
SANITARY TECHNOLOGY AND EQUIPMENT
WATER SUPPLY AND WASTEWATER TECHNOLOGY
AIR DRYING UNITS
AIR DUCTS
AIR FILTERS
AIR CONDITIONERS
CHILLERS
COLD ROOMS AND DOORS
COMPRESSORS
VENTILATORS
MULTIROOM SYSTEMS
REFRIGERATING UNITS
VENTILATION EQUIPMENT
SWIMMING POOLS
SAUNAS
WHIRLPOOLS
AQUA PARKS
HEAT PUMPS
PHOTOVOLTAICS
SOLAR COOLING
SOLAR HEATING
THERMAL INSULATION
BATHROOM FURNITURE AND ACCESSORIES



PARTICIPANTS' REFERENCES



Our cooperation with Azerbaijan is growing from year to year, and our business relations are becoming even stronger. And I think to a large extent this is facilitated by our participation in this exhibition. The purpose of participation this year is to strengthen existing positions and identify promising areas for development.

Victor Lavrentik

Head of Sales and Marketing Department,
Tsvetlit Unitary Enterprise
(Belarus)



The main role of the AQUATHERM BAKU2019 exhibition, in terms of the development of our company, is to establish new relationships, as it does every year. Our success in last year's exhibition yielded to an increase of our company's sales and to a wider market.

Farhad Musayev

Director of Polymart LLC
(Azerbaijan)



We are pleased to participate in the AQUATHERM BAKU exhibition, which attracts potential customers not only from Azerbaijan, but also from among other participants of the exhibition. We are sure that the exhibition will help us find partners for long-term relationships and increase sales.

Saidkhon Azizov

Senior Manager, Export Development and
Foreign Economic Affairs, Artel
(Uzbekistan)

EXHIBITION PROGRAM

BUSINESS BREAKFAST

On September 24, a business breakfast was organized for the participants of the AQUATHERM BAKU 2019 exhibition on the topic of improving the effectiveness of participation in exhibitions. During the seminar, a specially invited trainer spoke in detail about additional opportunities and tools to achieve the maximum result from participation in the exhibition. After the seminar, a favorable environment was created for communication and acquaintance between the exhibitors.



EXHIBITION PROGRAM



B2B Workshop

Within the framework of the AQUATHERM BAKU Exhibition, the Organisers created another business platform for exhibitors and visitors – a B2B workshop where 23 invited companies and 16 exhibitors were present. In the course of these B2B events, participants had more than 82 meaningful meetings with their prospective customers.



EXHIBITION PROGRAM

SEMINARS

In the framework of the exhibition, were held seminars for companies.

1) Characteristic of Bosch boilers- Organised by Savalan Group LLC

2) Adventures of Navien boilers – Organised by Euroclima LLC



EXHIBITION PROGRAM

GALA DINNER

On the opening day of the exhibition, October 22nd, was organized a gala dinner for the participants of the exhibition at the JW Marriott Absheron Hotel. The event was attended by more than 500 guests: exhibitors, officials, partners of Caspian Event Organizers and media representatives.



EXHIBITION PROGRAM

In the second day of AQUATHERM BAKU 2019 "Daily News" Newspaper was published.

Daily News presents a unique opportunity for exhibiting companies and participants in absentia to more closely interact with customers, while reaching a wider audience to inform about the products and services both during and after the exhibition.



SPECIAL CERTIFICATES

Special achievement certificates were awarded to participants for their creative approach to the design and decoration of exhibition stands. This has become a tradition initiated by the organisers. Winners of this year's achievement certificates are:



The Best Product Presentation

AZGRAFT CONSTRUCTION LLC



The Most Active Work with Visitors

NTG PLASTIK SAN. VE TIC. A.S.



The Best Stand Design

TURK DEMIR DOKUM FABRIKALARI A.S.



The Best Customer Attraction

YUSIKO



The Best Service Presentation

ARTEL



The Best Performance

POLIMART LLC



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OFFICIAL HOTELS



TRAVEL PARTNER



STAND BUILDER



DEVELOPED BY



ORGANISER



#AquathermBaku



WHY EXHIBIT?

- ▶ The largest exhibition in construction sector in the Caucasus region

- ▶ Access to new sales markets

- ▶ Maximum market coverage in the shortest possible time - intensive meetings and talks with industry professionals and corporate clients

- ▶ Exchange of experience with leading market participants

- ▶ Building new business relationships, as well as strengthening relationships with existing customers and partners in terms of future business relationships

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21 | 22 | 23 October 2020
Baku, Azerbaijan
Baku Expo Center

Developed by



Organised by



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