



## POST SHOW REPORT

**16 – 18 SEPTEMBER 2015**

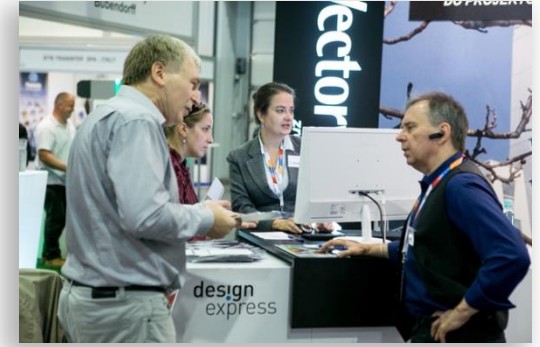
EXPO XXI WARSAW

3<sup>rd</sup> International Building & Interiors Exhibition **WARSAW BUILD**

1<sup>st</sup> International Trade Fair For Heating, Air Conditioning, Sanitary Fittings, Bath & Design **AQUA-THERM WARSAW**



# POST SHOW REPORT



## EVENT OVERVIEW

Over three days, the exhibition was visited by numerous construction, architecture, interior decoration and installation specialists. Among those to attend were company presidents, managers and businessmen from all around the world. The international relevance of the event was highlighted by the presence of foreign entrepreneurs' and embassy representatives from Ukraine, Greece, Spain, UAE and Lithuania.

The opening ceremony of the third Warsaw Build and first Aqua-Therm Warsaw editions was held on Wednesday, September 16th at 11am at the EXPO XXI in Warsaw.

## FACTS & FIGURES

**EXHIBITORS:** 100 from 11 countries

**VISITORS:** 2,500 (51% decision makers)

**MEDIA:** 52 journalists + 1 TV



The event was inaugurated by Wiesław Kolodziejki, President of the Board of the Mazovian Fund of Credit Sureties Ltd., Rafał Sebastian Baldys – PZPB's Vice President, Chris Christofi – Head of Sales, ITE Group Plc and Anna Rabej Warsaw Build Exhibition Director

HONORARY PATRONAGE:



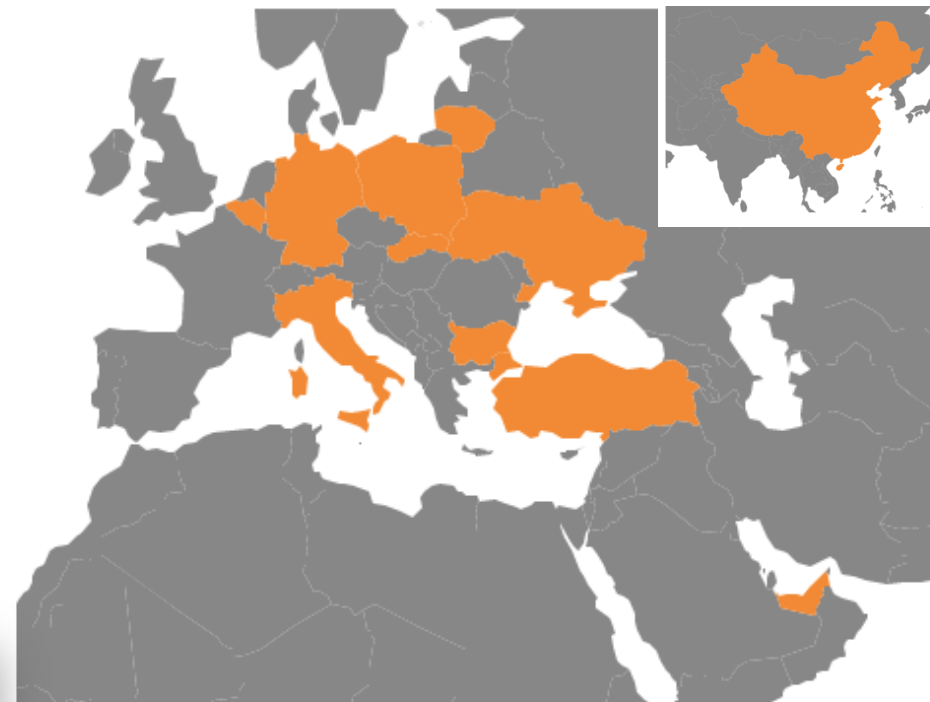
„RAZEM BUDUJEMY WARSZAWĘ” CAMPAIGN PATRONAGE:

## EXHIBITOR PROFILE

100 producers and distributors (from 11 countries) specialised in building , interiors and installation industry participated in the show. Over 50% of the exhibitors constituted international brands. Products such as building materials, windows & doors, paints & coatings, interior decoration, equipment & tools, HVAC and much more were on display.



## ORIGIN OF EXHIBITORS

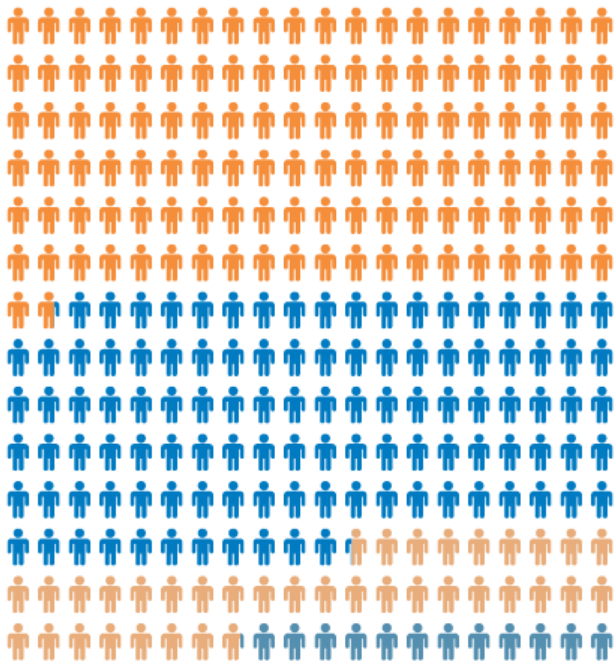


- BELGIUM
- BULGARIA
- CHINA
- LITHUANIA
- GERMANY
- POLAND
- SLOVAKIA
- TURKEY
- UKRAINE
- ITALY
- UAE



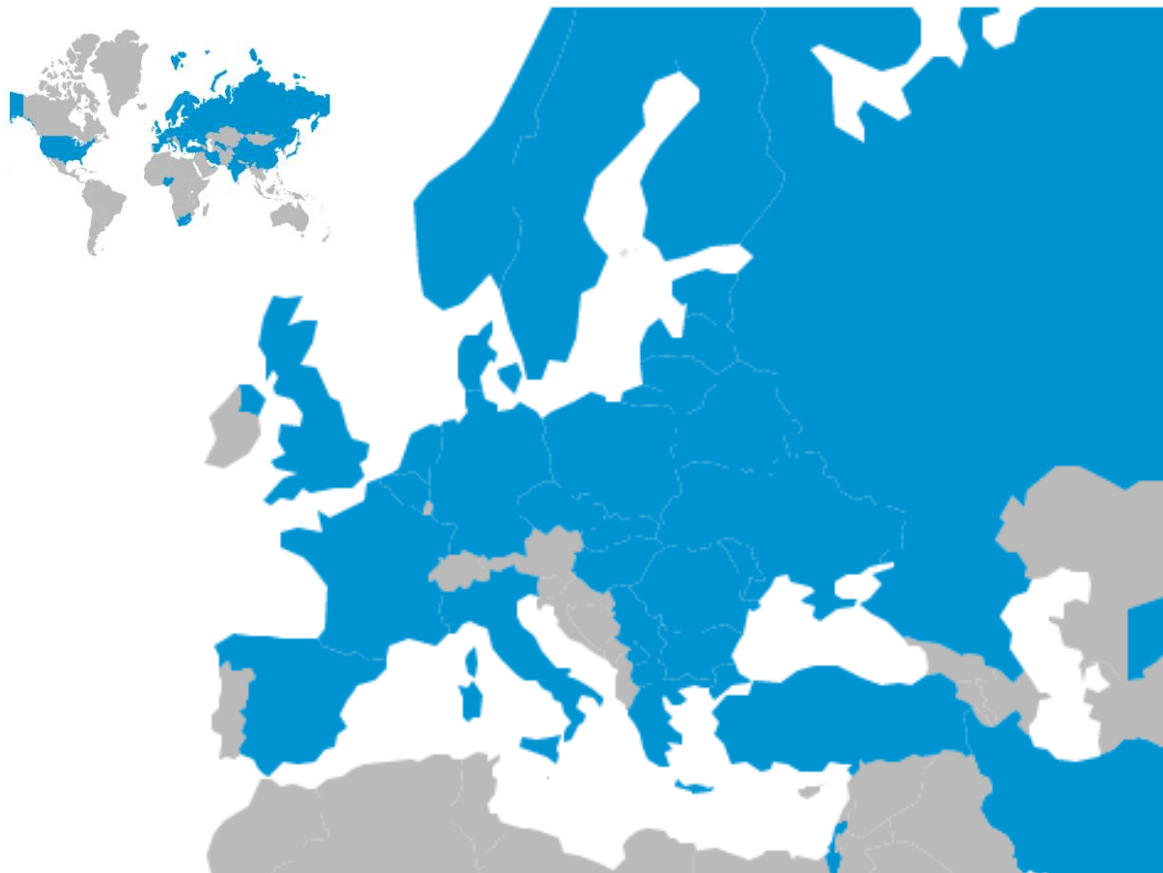
## VISITOR PROFILE

2, 500 building, construction, interiors and HVAC industry representatives from 42 countries attended the event within three days.



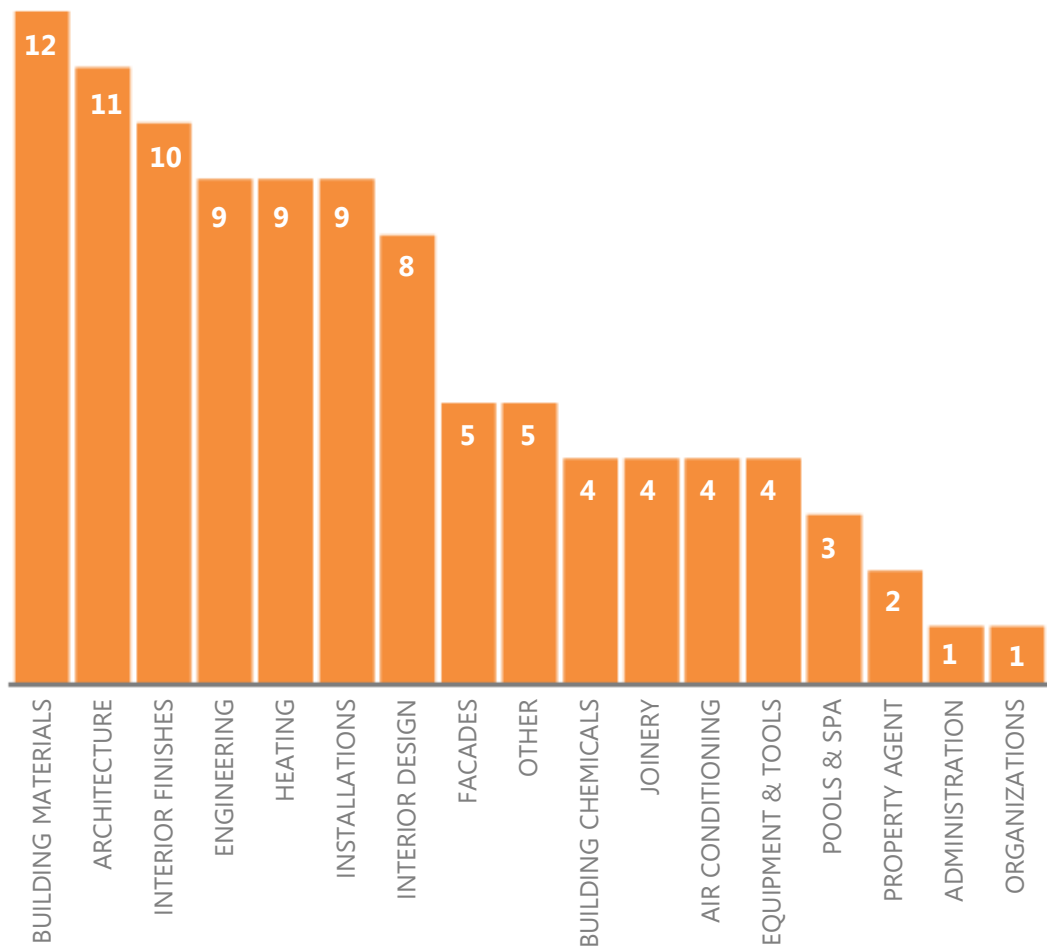
● Eastern Europe  
 ● Central Europe  
 ● Northern Europe  
 ● Asia

## VISITOR PROFILE



- BELARUS
- FINLAND
- IRAN
- LATVIA
- SOUTH AFRICA
- SWEDEN
- UK
- BELGIUM
- FRANCE
- ISRAEL
- MACEDONIA
- RUSSIA
- TAIWAN
- ITALY
- BULGARIA
- GREECE
- JAPAN
- MOLDAVIA
- ROMANIA
- TURKEY
- UAE
- CHINA
- HUNGARY
- QATAR
- GERMANY
- SERBIA
- UKRAINE
- CZECH
- SPAIN
- NORTH KOREA
- NIGERIA
- SLOVAKIA
- UZBEKISTAN
- DENMARK
- NETHERLANDS
- KOSOVO
- NORWAY
- USA
- ESTONIA
- INDIA
- LITHUANIA
- POLAND

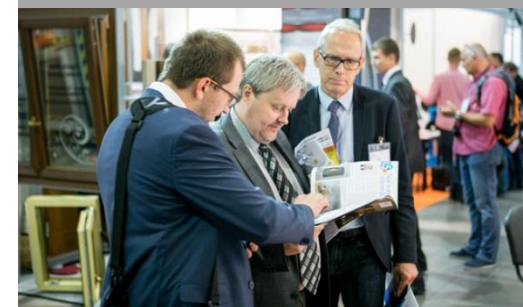
## VISITOR PROFILE BY SECTOR REPRESENTED (%)



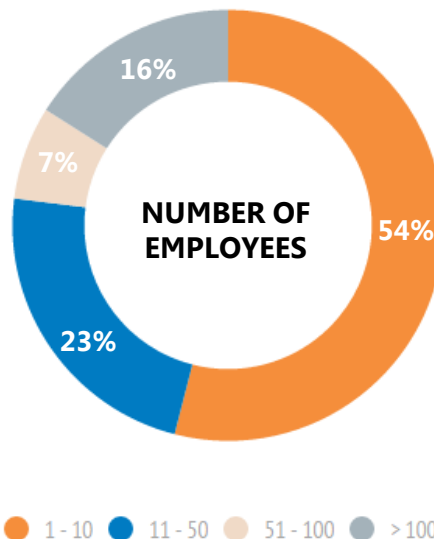
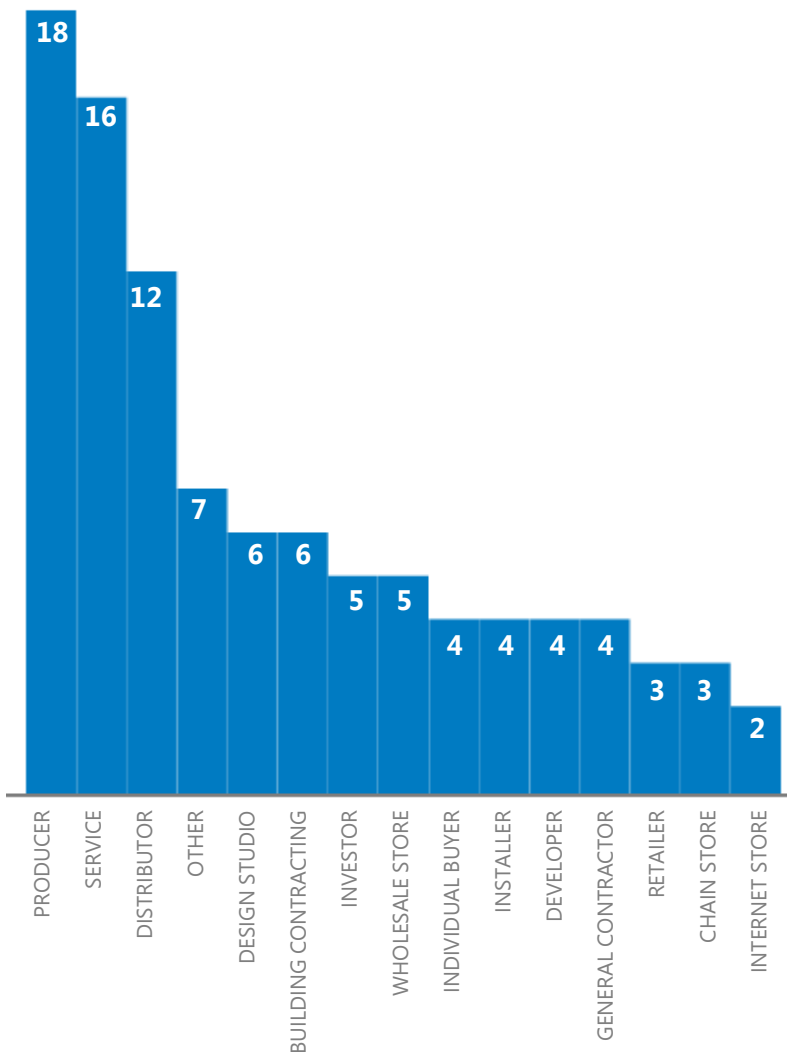
### WARSAW BUILD

- BUILDING & CONSTRUCTION
- WINDOWS & DOORS
- INTERIORS & DESIGN

### AQUA-THERM WARSAW



## VISITOR PROFILE BY TYPE OF ACTIVITY (%)



### 51 % OF VISITORS

REPRESENTED OWNERS, DEPUTY CEOs AND DIRECTORS FROM THE BUILDING INTERIORS AND HVAC INDUSTRY

### VISITORS BY JOB TITLE:

- 20 % owners / CEO
- 15 % managers
- 16 % directors
- 20 % advisors / specialists

## BUSINESS PROGRAMME

The exhibition was more than just an opportunity for exhibitors to showcase their products, it was also accompanied by a full business programme, providing the opportunity for visitors and exhibitors to meet numerous industry professionals in one place.

### THE EVENT PROGRAMME INCLUDED:

- **Thematic days:**
  - 16 September - Warsaw – business, architecture, investments
  - 17 September - Energy efficiency – a new perspective, Thermomodernization – products, technologies
  - 18 September - Design – the idea counts. Where to shop to build properly?
- **Contest:** Warsaw Build 2015 Gold Medal and Aqua-Therm Warsaw Gold Medal, Joinery Diamond, Design Diamond.
- **Discussion panel:**
  - From design to implementation: innovative retrofitting approaches
  - Thermomodernization – whether old can be energy efficient?
  - What plays the most important role in energy-efficient construction (design, selection of appropriate products and materials or execution?)
- **Conference:** „2nd URBAN SPACES FORUM” national science conference entitled: „Housing, cultural, recreational and sports-related infrastructures in Polish cities.”
- **Conference:** XIII congress INSTALEXPO „Tomorrow starts today – decisive technologies in installations”
- **Gala:** Gala Dinner for exhibitors





## CONTEST

On the second day of the exhibition, during the official Gala Dinner, the 'Warsaw Build 2015 Awards' and 'Aqua-Therm Warsaw 2015 Awards' took place.

### PRIZES WERE AWARDED IN THE FOLLOWING CATEGORIES:

- Warsaw Build 2015 Gold Medal – Building & Construction: **Bielska Fabryka Dźwigów BEFARD Sp. z o.o.**
- Warsaw Build 2015 Gold Medal – Building & Construction: **Design Express Poland Sp. z o.o.**
- Warsaw Build 2015 Gold Medal – Windows & Doors: **Alukov a.s.**
- Warsaw Build 2015 Gold Medal – Windows & Doors: **P. VIKING KTS Sp. z o.o.**
- Warsaw Build 2015 Gold Medal – Interiors & Design: **Kaczkan Zakład Produkcji Drzewnej Józef Kaczkan Sp. J.**
- Warsaw Build 2015 Gold Medal – Interiors & Design: **RAVAK Polska S.A.**
- Warsaw Build 2015 Gold Medal – Polish Debut: **Inteligentny Budynek Polska Sp. z o.o.**
- Warsaw Build 2015 Gold Medal – Debut– Foreign Company: **Magnetti, HALFEN, Politecnico of Milano, STAM**
- Aqua-Therm Warsaw 2015 Gold Medal – Polish Debut: **Barbor**
- Aqua-Therm Warsaw 2015 Gold Medal – Debut– Foreign Company: **Fervor Home Comfort**



## JOINERY DIAMONDS

The Warsaw Build exhibition was also an excellent opportunity to present companies with various awards and commendations. This year, the second edition of the contest for joinery manufacturers was announced. The winners were honoured with the Joinery Diamonds label for their products, characterised by a unique design.

### THE WINNERS IN RESPECTIVE CATEGORIES:

**Windows:** Jezierski Markowe Okna – corner window

**Doors:** Petecki Future Design - door

**Garage Doors:** Wiśniowski Home Inclusive

**Window Shutters:** Alkazar - shutters

### THE COMMENDATIONS IN RESPECTIVE CATEGORIES:

**Windows:** Vikking Real Wood - window

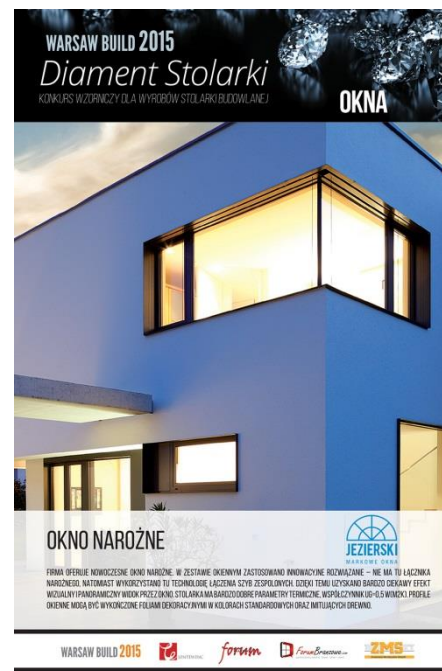
**Doors:** Silvan - door

**Garage Doors:** Gerda Classic series

**Window Shutters:** Akant Exclusive blind

**Audience Award:** Alkazar shutters

### CONTEST CO-ORGANIZERS:



## DESIGN DIAMONDS

The Warsaw Build exhibition was also an excellent opportunity to present companies with various awards and commendations. This year a contest for Polish designers and architects was announced. The winners were honoured with the Design Diamonds label for their products, characterised by a unique design.



### THE WINNERS IN RESPECTIVE CATEGORIES:

**First Place:** Fluffo – soft, 3D wall panels

**Second Place:** WOODLINE Square - lamp

**Third Place:** 'el ANIMALITO' - chair



### COMMENDATIONS IN RESPECTIVE CATEGORIES:

**Economic Parameters:** B1 – bar stool

**Marker-Based Potential:** „Origami” - ceiling strip

**Functionality:** MR. BIG - armchair

**Innovative Idea:** VegeTable - table

**Ecology of Used Materials:** Sofa Szara - sofa

**Audience Award:** "RUSTIC,, - coffee table



### CONTEST PATRONAGE:





## EXHIBITORS' OPINIONS



### Design Express Poland

"We are a representative of a Warsaw-based company producing CAD software for architects and interior and landscape designers," says Robert Szczepanik of **Design Express Poland**. "We have organised our first stand at Warsaw Build. We believe that the quality of Fair logistics was considerable. We are satisfied and we like the place. We will most probably show up at next editions. Our stand enjoyed quite a bit of interest."



### CAE Sanitary Fittings Industry Co.

"The Fair is an opportunity to make new business contacts. This is our first visit to Poland," says Sylvia Shen, International Trade Division manager at **CAE Sanitary Fittings Industry**, a bathroom fixtures manufacturer. "We came here all the way from China to attend Warsaw Build 2015, and we are happy with the way the Fair was organised. We hope that people we meet here will help us develop our business and enter the Polish market with our products."



### PCC PRODEX sp. zoo

"We are attending Warsaw Build for the first time. We have displayed polyurethane foam thermal and acoustic insulation as well as hydro insulation solutions on our stand," says Anna Jarosik, Project Manager at **PCC PRODEX sp. z .o.o.** "We are very happy with the way the Fair was organised, and very satisfied with organiser-exhibitor communication. Accompanying conferences and the agenda of speeches were really worth our while. On day two, we attended an interesting discussion on energy saving. Notably, Warsaw Build met all our expectations. Visitors were interested in our stand, and we met other business people we might be co-operating with. We are satisfied with Warsaw Build 2015 – it was all to our advantage."



## EXHIBITORS' OPINIONS



**BARBOR** ze Skowarcza na Pomorzu.

“We are very satisfied with how the first edition of Aqua-Therm Warsaw was organised – the organiser provided us with everything we needed,” says Paweł Słabek, Sales Department Manager at **Barbor** in Skowarcz. “This is our first time at a Polish Fair, we usually attend events abroad. We hope that in time, Aqua-Therm Warsaw visitors will grow in numbers, as is customary in other countries.”



**ARMAR SC** z Bębla k.Krakowa. Prezentują farby i tynki dekoracyjne.

“While we are a first-time exhibitor at Warsaw Build, we know the Fair from previous editions we visited as guests,” says Sławomir Cywicki, Marketing and Sales Specialist at **Armar SC**. “We are very satisfied with how the Fair was organised, the service was great. Warsaw Build has become a valued brand on the Polish market. We expect a lot from the event, and hope that after the Fair closes we will be able to declare that Warsaw Build met them all. It is obvious that this year’s edition is attracting a growing number of visitors day to day. Warsaw Build has potential, and we are trying to take advantage of what it offers already today.”



**GATO GROUP POLAND Sp. z o.o.**

“This is our debut at Warsaw Build”, says Anna Myślińska, account manager at **Gato Group Poland**. “We prepared Gato construction materials that we are a distributor of for our stand. The offer includes handles, curtain rails, and conservation and maintenance materials. The Fair has been organised very well, it has allowed us to display our goods well, and met our general expectations.”



**Kaczkan, Zakład Produkcji Drzewnej Józef Kaczkan Spółka Jawna**

“This year’s Warsaw Build edition has been organised perfectly,” said Mateusz Czorniej, Sales Specialist at **Zakład Produkcji Drzewnej Kaczkan**. “It is our first time here, and we are pleasantly surprised with the support and professional assistance provided by the organiser. Our products are enjoying a lot of interest, and we established valuable business contacts.”



## THE WARSAW BUILD EXHIBITION INSTITUTIONAL PARTNERS :



## WARSAW BUILD EXHIBITION EXPERT PARTNERS :





## THE WARSAW BUILD EXHIBITION MEDIA PARTNERS :



## AQUA-THERM WARSAW EXHIBITION INSTITUTIONAL PARTNERS:



## AQUA-THERM WARSAW EXHIBITION EXPERT PARTNERS :



## AQUA-THERM WARSAW EXHIBITION MEDIA PARTNERS :



**INTERNATIONAL BUILDING & INTERIORS EXHIBITION – WARSAW BUILD**  
AND  
**INTERNATIONAL TRADE FAIR FOR HEATING, AIR CONDITIONING, SANITARY FITTINGS,  
BATH & DESIGN – AQUA-THERM WARSAW**

WILL RETURN ON

**16 – 18 November 2016**

**EXPO XXI | WARSZAWA | POLAND**

ORGANISERS:



ITE Group Plc. are one of the world's leading organisers of international trade exhibitions and conferences. The Group organise over 230 exhibitions and conferences each year worldwide. ITE was established in 1991 when its founders launched a series of trade exhibitions in Russia and CIS. Today, these markets remain an area of considerable strength for the group. ITE has a portfolio of building and interiors events: Azerbaijan, India, Indonesia, Kazakhstan, Kyrgyzstan, Malaysia, Poland, Russia, Turkey, Ukraine and Uzbekistan.



Lentewenc LLC (a part of ITE Group). Our core business activity spans through strategic for Polish economy industries, such as Building & Construction, Transport & Logistics, Healthcare and Food Industry. Lentewenc LLC, through the organisation of B2B events, brings completely new and innovative quality to Polish market.

**FOR MORE INFORMATION  
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