
3 – 6 September 2013

POST SHOW REPORT

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The 6th edition of Aqua-therm Almaty - the largest international heating, ventilation and air-conditioning (HVAC) event in Kazakhstan and Central Asia took place from 3 to 6 September 2013 at the Atakent Exhibition Centre in Almaty, Kazakhstan.

Represented countries: Austria, Belgium, Germany, Italy, Kazakhstan, China, Latvia, Lithuania, UAE, Poland, Russia, Turkey, Ukraine, France, Switzerland, Sweden and South Korea.

Over 40% of the exhibition space was taken by internationally known companies including: Wilo, Grundfos, Danfoss, Blue Ocean, Harvia, Devi, Belimo, Dizayn Group and many others. Around 25% of exhibition space was occupied by new international companies that had never before entered Kazakhstan’s market.
At the press conference, Kairbek Uskenbaev, First Deputy Minister of Regional Development of Kazakhstan, announced that **14.7 billion tenge is planned to be spent**, as part of a programme to modernise utility networks. This will help run 66 projects including heat, energy and gas supply and municipal solid waste.

A packed business programme set the exhibition apart this year:

- The well established ‘**Goods, Brands, Technologies’ competition** aimed to highlight innovative products or services in the construction market and support companies in the promotion of new technologies. There were 11 accepted entrants in the competition.

- The 2nd workshop on '**Efficient heating and cooling systems combined with renewable power sources**' enabled discussion of the most relevant issues in the industry.

- New technological developments were also presented in the business programme, and round table seminars were organised by a number of companies including: Aquatherm Group and its partners DEVI and PROCOPI, Grundfos Kazakhstan, Sempal, among others.
Senior figures from industry companies, heads of diplomatic missions, agencies and associations, directors of industry bodies in Almaty and Astana, and heads of sector organisations were among the VIP visitors.

VIP’s in attendance

- K. Uskenbaev, First Deputy Minister of Regional Development of Kazakhstan
- B. Sauranbaev, Deputy Mayor of Almaty
- A. Smankulov, Deputy Chairman of the Committee for Construction, Housing and Utilities
- Z. Mankaraev, Head of the Directorate of Rule-Setting and Technical Regulation of the Ministry of Regional Development of Kazakhstan
- Anatoliy Shkarupa, Chairman of the Board, Kazakhstan Centre for Modernisation and Development of Housing and Utilities
- Kazhymurat Usenov, Director of the Construction Department of NC EXPO-2017 JSC
- Jacek Kluczkowski
- Michele Scuotto, Trade Commissioner, Italian Trade Promotion Agency, Trade Promotion Section of the Italian Embassy
- Raban Richter, Economic Attaché, German Consulate in Almaty
- Yuri Shkurupiy, Deputy Trade Representative of Russia in Kazakhstan
- Dervis Ozturk – General Consul, Turkey
- Mikhail Kolyadin, General Consul, Ukraine

The event's status is enhanced by official support from:

- Ministry of Regional Development of Kazakhstan
- Almaty Mayoral Administration
- Ministry of Industry and New Technologies of Kazakhstan
- Diplomatic missions from participating countries
- European Business Association of Kazakhstan
An opening evening reception for the exhibition took place on 4 September 2013 at the InterContinental Almaty Hotel. In a relaxed atmosphere, guests were able to find out about the culture and customs of the Kazakh people and experience the spirit of Kazakhstan.

Show awards were presented in the following categories:

**Best Stand Design:**
1 place – Teploinvest-Asia LLP
2 place – Bulak LLP
3 place – Kelet OS

**Best Debut:** Vaillant

**Most Energy Efficient:** Somnus

**Best Marketing Solution:** Grundfos Kazakhstan

Special awards were also presented to companies that have taken part in the exhibition since its launch: Aquatherm Group, Grundfos Kazakhstan, Kelet, F-Service, Wilo Central Asia and Danfoss
Exhibition statistics of Aqua-therm Almaty 2013

- 70% of visitors were the decision makers from their companies
- 81% of exhibitors indicated that they would like to participate in 2014
- 68% of exhibitors considered Aqua-therm Almaty very important for their companies professional activity in the region
**Exhibitor Testimonials**

**Roman Babaev, Kelet:** “Kelet has taken part in Aqua-Therm Almaty for many years, and two to threefold growth in visitor numbers can be seen. Many companies have interested us, both international and local, and they had genuine interest in our equipment. We present equipment for water supply, ventilation, heating and energy saving. We are presenting an alternative energy source (solar heater) at the exhibition for the second year, a device that can save money and electricity. We would like to say thank you to the organisers for the fact that there weren’t just random people at the exhibition, but that there were interested visitors instead.”

**Timur Kenzhebaev, AquaThermGroup:** “We are presenting saunas, heaters, underfloor heating systems and swimming pools at the exhibition. We offer solutions related to snowmelting systems, which is an energy-saving programme. This is not the first time that Aquatherm Group has taken part in exhibitions, and we would like to point out the exhibition’s growth. Drinks and apples being given to visitors, classical music being played at stands – all this puts a smile on the face of every exhibitor and guest. We would like to thank the organisers for a beautiful exhibition at which everyone can feel at home.”

**Igor Slyunyaev, Sligor:** At Aqua-Therm Almaty 2013, our company presented new developments on Kazakhstan’s market – energy-efficient boiler equipment from the German firm Vaillant, and energy-saving technology from Meibes (solar DHW and heating systems) was also presented. Aqua-Therm Almaty is a very significant and important exhibition for our company! We have again been able to promote ourselves. I’m sure you agree that presence at the exhibition is a signal of company success. I would like to specifically point out that this year we held many important and useful meetings and negotiations, both at the exhibition itself and in an informal atmosphere at the gala reception organised by Iteca! Our company found new clients and regained old ones, as well as finding investors.”
INTRODUCING AQUATHERM ALMATY’S NEW LOOK FOR 2014


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Atakent Exhibition Centre
Almaty, Kazakhstan

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