

November
24–27,
2020



REPORT

on the results of
INTERNATIONAL
TRADE FAIRS



INTERNATIONAL INDUSTRIAL FORUM
PLAST EXPO UA
ADDIT EXPO 3D
COATING EXPO UA
KYIV TECHNICAL FAIR



INTERNATIONAL EXHIBITION CENTRE
UKRAINE, KYIV, BROVARSKYI AVE, 15,
"LIVOBEREZHNA" METRO STATION

**Venue:**

IEC, Ukraine, Kyiv, 15 Brovarysky Ave.

Organizer:

International Exhibition Centre

On November 24th to 27th 2020 in the territory of International Exhibition Centre within the bounds of the most significant machine-building event in Ukraine **XIX International Industrial Forum** — the following technical fairs were united:

XII International Trade Fair PLAST EXPO UA

IV International Trade Fair ADDIT EXPO 3D

II International Trade Fair COATING EXPO UA

XIII International Trade Fair KYIV TECHNICAL FAIR

Honoured guests:

Deputy Minister of Strategic Industries of Ukraine **Vitaly O. Nemilostivyi**

Deputy Minister of Strategic Industries of Ukraine for Eurointegration Issues **Yurij O. Petrovsky**

Director of State Department — Center of Foundry Production **Stepan I. Klymenko**



Vincent Gérard,
Managing Director of UFI –
The Global Association of
the Exhibition Industry

The greatest power of the exhibition activity is that an exhibition as a marketing tool affects all five human senses



13 000 M²

Total area for 5 exhibition events



5 823 trade visitors

The total number of specialists who attended the exhibition events



173 companies

The total number of participants in the complex of technical exhibition events

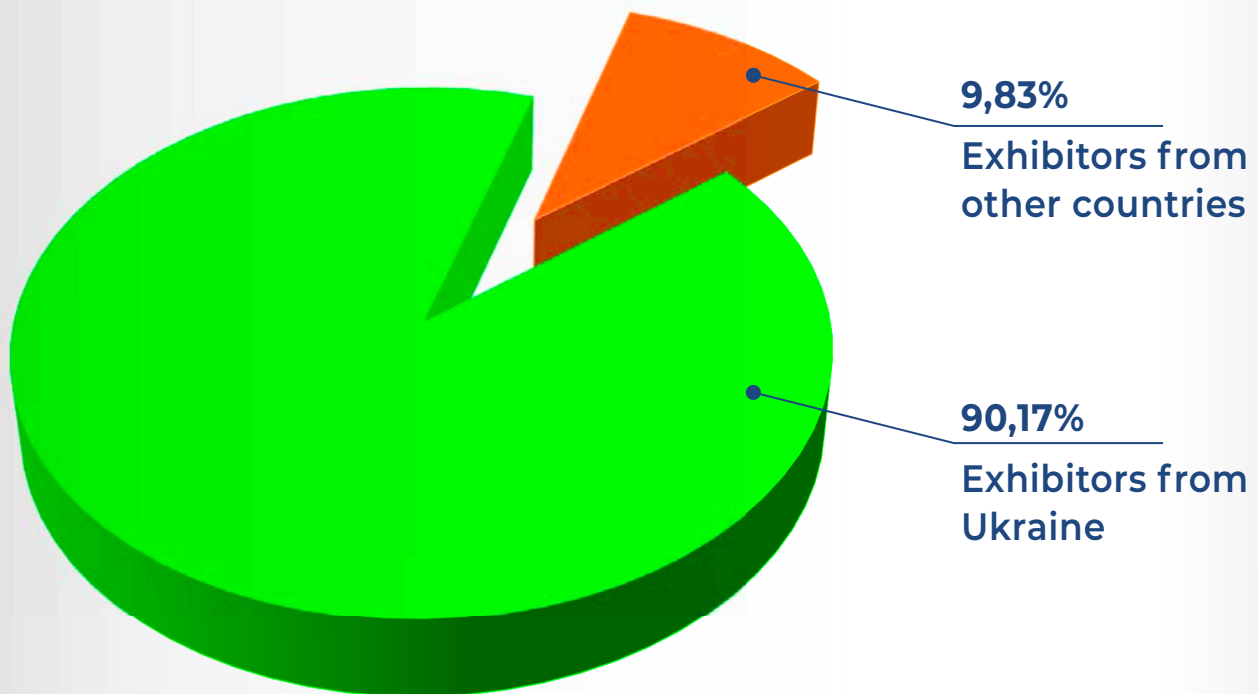


10 participating countries

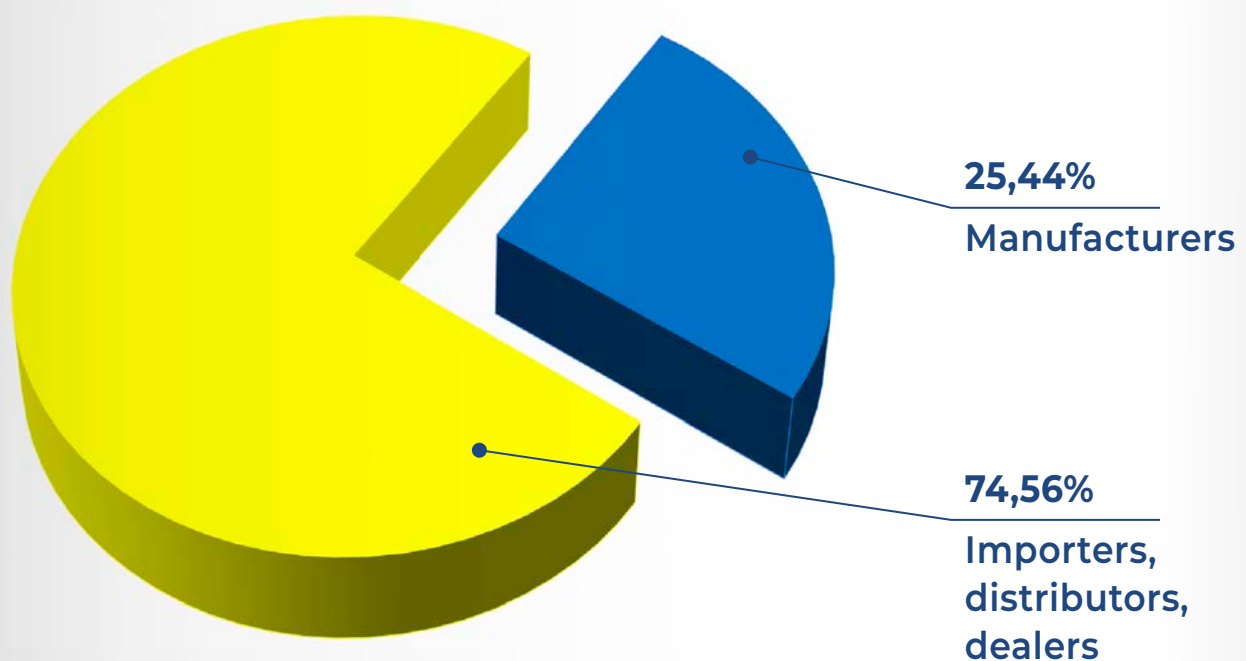
Austria, China, Georgia, Germany, Iran, Italy, Poland, Switzerland, Turkey, Ukraine



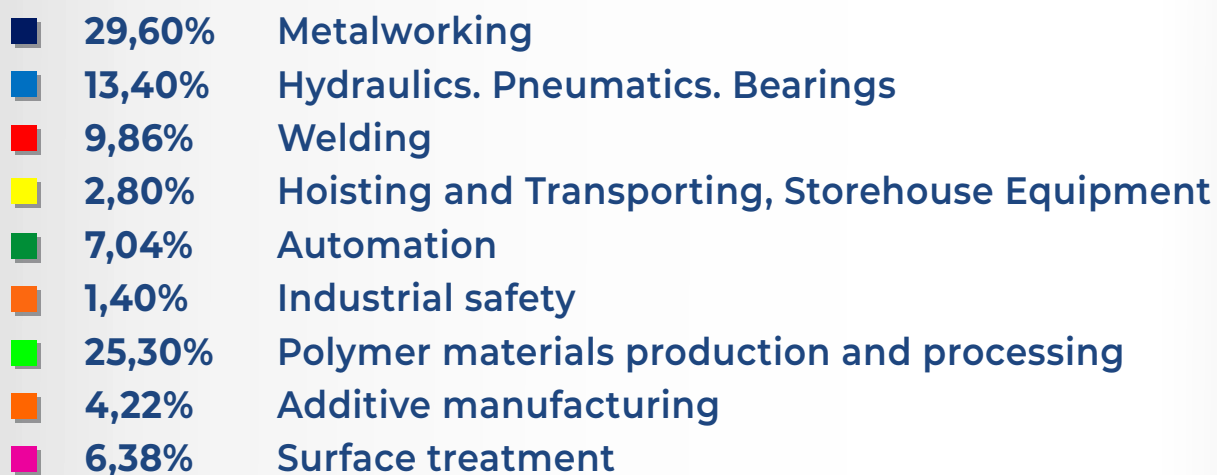
GEOGRAPHY OF EXHIBITORS' COMPANIES



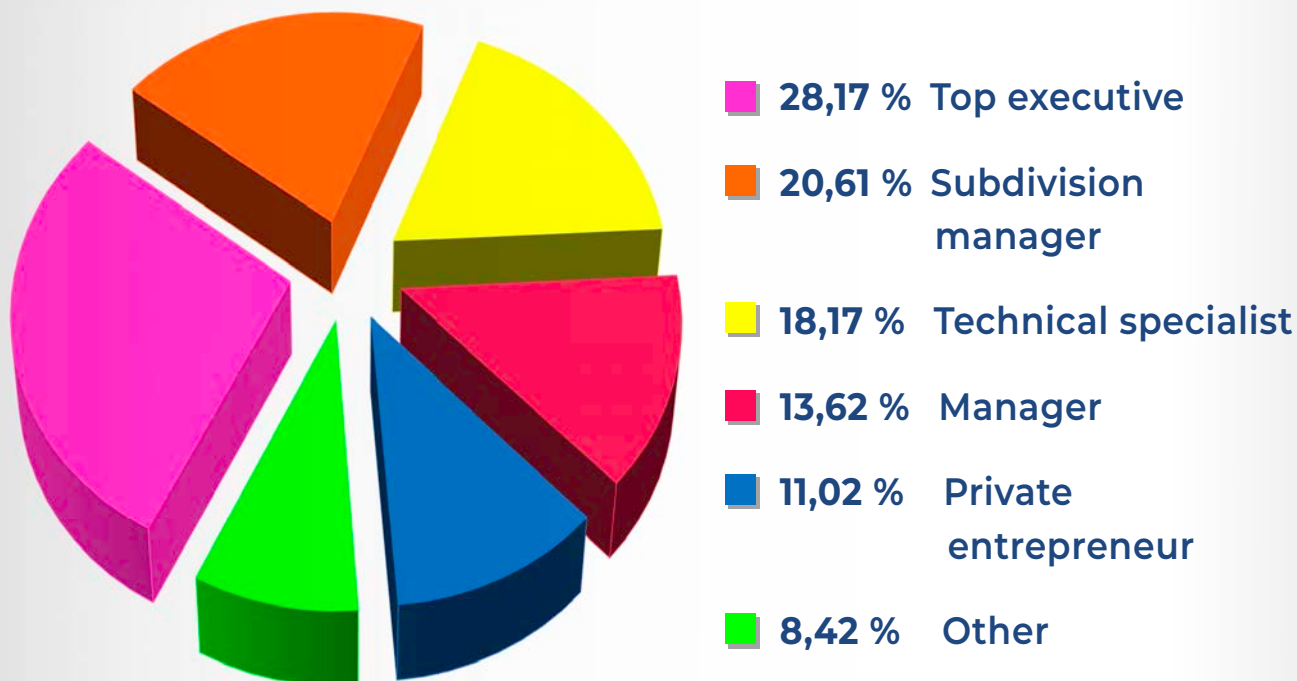
PROFILE OF EXHIBITORS' COMPANIES



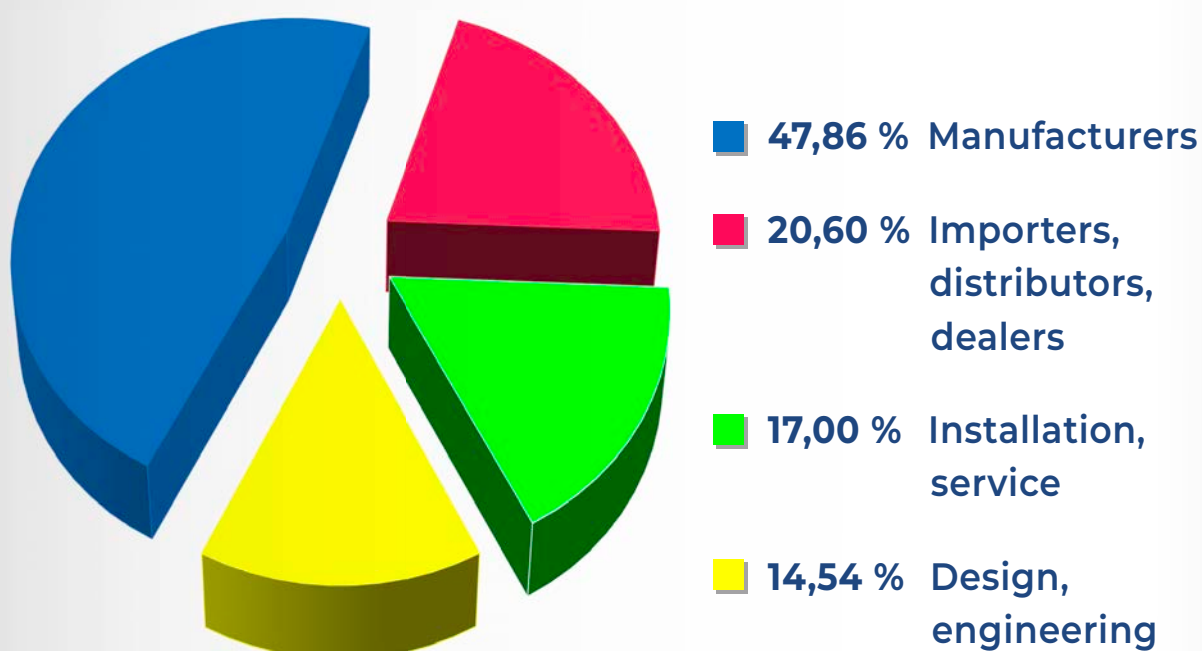
EXHIBITORS' COMPANIES SPHERE OF OPERATION



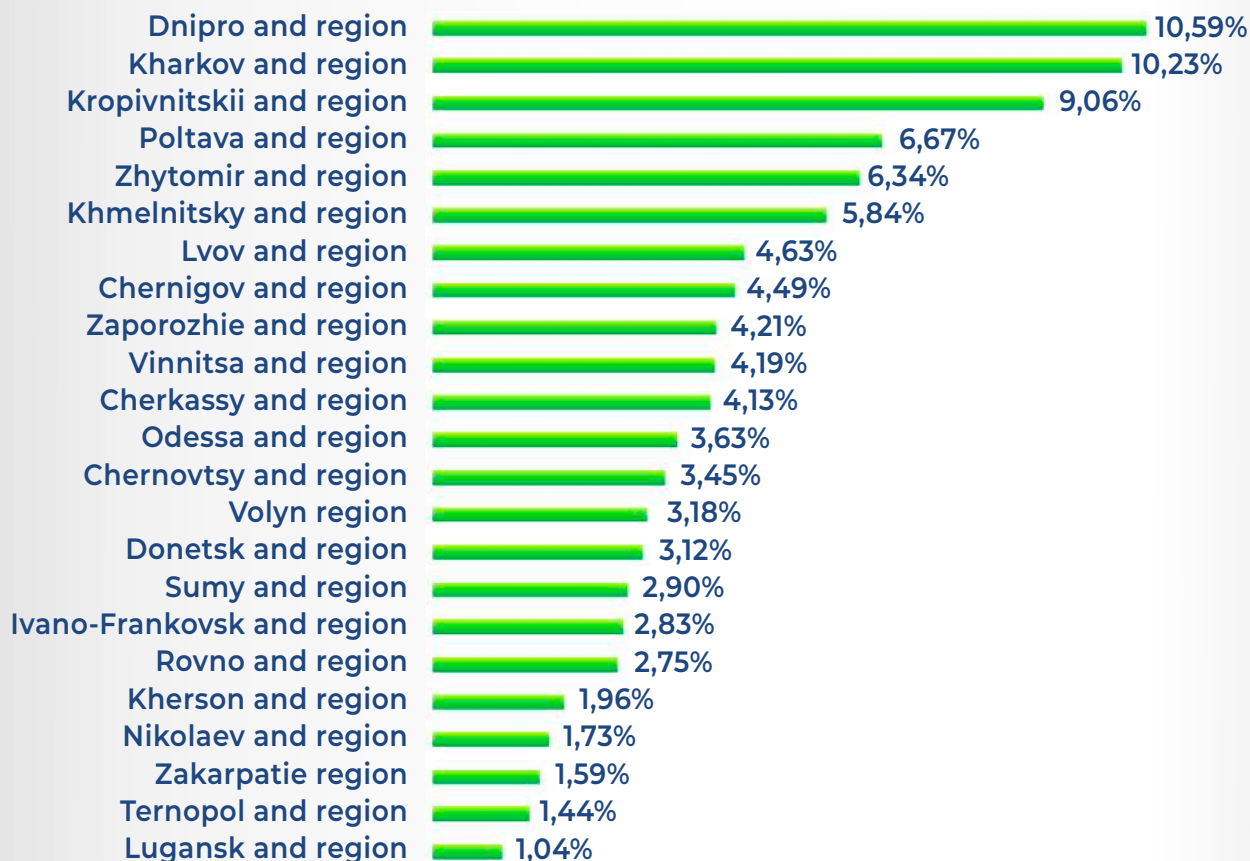
STATUS OF VISITORS



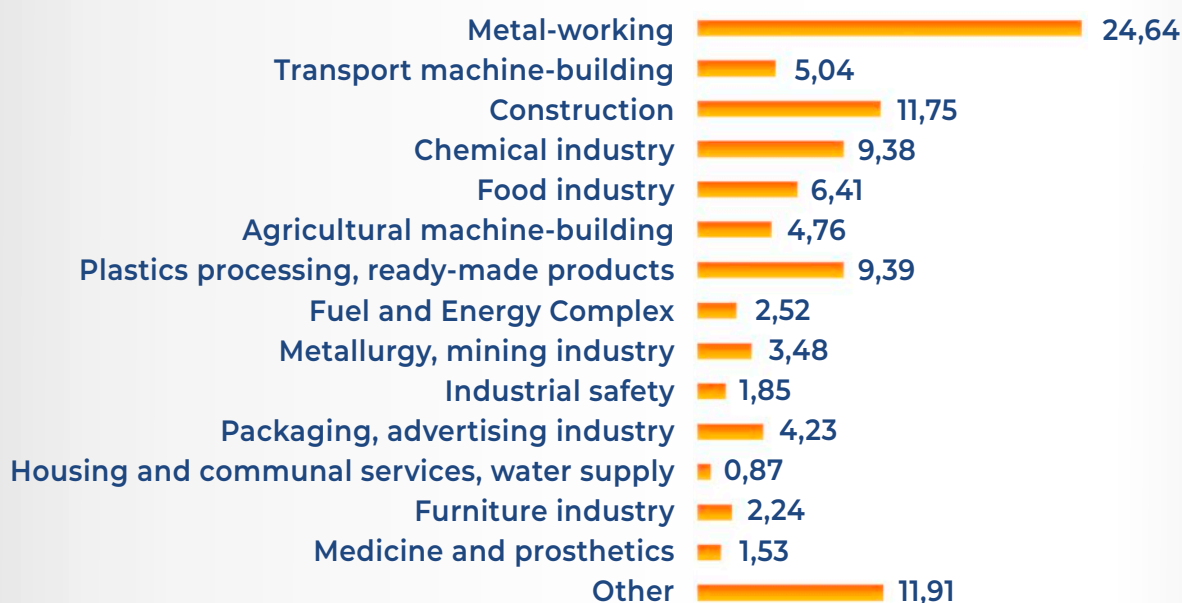
TYPE OF ACTIVITY OF VISITORS COMPANIES



GEOGRAPHY OF VISITORS ACCORDING TO THE CITIES OF UKRAINE (EXCEPT KYIV AND KYIV REGION)



SPECIALIZATION OF VISITOR'S COMPANIES





Affiliated business programme within the trade fairs included 17 various events, particularly:

■ **XIV Open Competition of Welders' Proficiency «THE GOLDEN CUP OF BENARDOS — 2020»**

A bright, lively and dynamic event with a special spirit of competition and honorary cups for the winners

■ **«PU FEST UKRAINE 2020» —**

International business forum for the polyurethane industry specialists, where the attendees got acquainted with the leading technologies and materials of the industry and learned which equipment for the production and processing of polyurethanes occupied leading positions in the market

■ **Conference «Foundry — the Main Procurement Base of Mechanical Engineering»**

The conference was held with the participation of the state top officials and raised all the most pressing issues of the industry, from personnel policy to the need to protect and support domestic producers and provide enterprises with governmental orders

■ **Reports on the additive technologies in the open discussion space**

■ **Seminars**

THE EXHIBITIONS WENT ON AS PLANNED FOR YOU AND THANKS TO YOU!

The IEC exhibition team is grateful to the exhibitors for finding an opportunity, despite all the difficulties, to come and traditionally spend the last week of November on the main ground of machine-building, polymer processing and additive technologies' industries. We respect your active business position, due to which the country's economy keeps holding on! In all circumstances, you continue to impress your audience with the new developments in equipment and technologies.

We all have learned to adapt ourselves to changing internal and external conditions, so the uncertainty in the global economy caused by the pandemic, was perceived as another serious challenge for the entire industry, which has to be turned into opportunities.

By systematically building long-term partnerships with the industry leaders and also with their customers, we form a market demand based on reliable information.



The results of the exhibition allow to conclude that the industrial market players proceed in their work, creating innovative developments, and this testifies to their confidence in future success.



INTERNATIONAL INDUSTRIAL FORUM impressed this year's audience by the newest laser technologies for metalcutting and welding. Several companies simultaneously created an opportunity to see the real-time work of such equipment at their stands. Also, the current situation in the world, which affected the delivery of goods from abroad, somehow intensified Ukrainian producers — they took part in each and every exposition, like: metalworking machinery, hydraulic components and systems, welding equipment and materials, software, personal protective means, load-lifting and storage equipment.

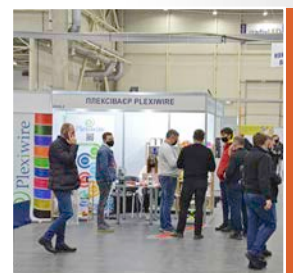
The spirit of innovations at **PLAST EXPO UA** was epitomized by the new exhibitors — the absolute leaders in extrusion technologies and polymer raw materials. The focus was on the closed-cycle economy, environmental and efficiency aspects of production.



Traditionally a part of the exhibition ground was dedicated to **COATING EXPO UA**.

Companies engaged in both industries noted the useful relationship between the exhibitions: within one space, participants were able to find the necessary equipment and raw materials, both in the field of paints and varnishes and in the polymer industry.

Addit EXPO 3D, the only professional annual event in Ukraine, aroused great interest and showed that the 3D printing industry is growing rapidly, attracting more and more partakers to their community. Many people quickly evolve from amateurs to the category of those who deal professionally with 3D printing technologies and use them in production, including mechanical engineering.





MOTORIMPEX company made a humorous statement about sales at their booth at International Industrial Forum:

«Unexpectedly...», — a mini-oil station said in a shock, while being packed just at the stand and handed to the customer two days before the ending of International Industrial Forum.

It was also at our stand that an unexpected meeting of a new customer with DROPSA lubrication systems took place. It resulted in enthusiasm, joy and development of a large-scale project. An oil station with pressing and unpressing devices focused the visitors' attention. Having removed a part of the case, we demonstrated the «stuffing»: the subtleties of the design and the functional efficiency.

We appreciate the communication with a large number of partners, which kept us active during all four days of the exhibition. It's a special pleasure in recent times! Among the results of the exhibition there are also the sales of four hydraulic valves right from the stand and also the formation of several inquiries, which we took to the office in order to calculate the development and manufacture of hydraulic actuators».



3Dprint Infomir company:

«We thank everyone who showed interest in our stand at the exhibition ADDIT EXPO 3D – 2020.

These 4 days were full of work: dozens of negotiations and hundreds of business meetings took place. The guests had the opportunity to test the strength of products printed using Multi Jet Fusion technology. Among the samples were cases, functional details, anatomical models and souvenirs».



ARAMIS company, summing up their activities at XIX International Industrial Forum — 2020, also shared their impressions and photos:

«Dear partners, customers and friends! Despite the circumstances in the world and in Ukraine, this exhibition showed great interest of visitors to the equipment we produce. We have received a large number of orders from new and regular customers and see great potential growth in the industry...»



STANKOPLAST company:

«Our enterprise regularly participates in Plast Expo UA. We are very grateful to the organizers for creating such a wonderful space for communication. Here we found most of our customers, and this is also the merit of the organizers. We plan to participate in the next exhibitions! This year, several pieces of equipment were sold and shipped directly from the stand.»



OSV TECHNOLOGY COMPANY:

«We manufacture and provide service for dosing and mixing equipment for casting from polyurethanes, silicones, epoxy resins and polyester compounds. This year we presented our new project — the production of OSV polyurethane systems. At the exhibition we had many new interesting acquaintances with Ukrainian and foreign companies, productive and promising negotiations with leading experts in the field. And the crowning of our work at the exhibition is that a dosing device OSV series S found its new owner. Glad to make a new sale!»



MACHENTECH company expressed their gratitude to the exhibition's organizers, the customers and guests for their interest and activity:

«So, the work of XIX International Industrial Forum — 2020 is completed. This is really the largest industrial exhibition in Ukraine in the field of metalworking, mechanical engineering and related industries... To prepare and perform such an event in the crisis times caused by the coronavirus pandemic, thus preserving the name and status of the International Industrial Forum, is worthy of great respect.»



UASTAL COMPANY:

«Many thanks to all the organizers of the event!!! For ourselves, we came to the conclusion that, despite the economic difficulties, participating in the exhibitions brings good results!»



TM LENKER:

«Despite the situation and obstacles, we managed to worthily present our own developments at the exhibition.

Based on our achievements, we have agreements with E.O. Paton Electric Welding Institute. Next Thursday they're going to come to our production site! Together we will build the foundations of Ukraine's future potential! Thank you, dear organizers, for the provided opportunity, we gladly made use of it!»



GENERAL SUCCESS OF THE EXHIBITION AND PARTICIPANTS' SATISFACTION WITH ITS RESULTS ARE CONDITIONED BY SEVERAL FACTORS:



■ In the difficult «restrictive» conditions caused by the pandemic, there was a concern that there would be no visitors and the effectiveness of participation in the exhibition would come to naught. What occurred in reality, was just the opposite: visitors came and showed a keen interest in the event. Their number may have decreased in recent difficult conditions, but the quality of attendance remained at a decent level. Many companies noted that the success of the exhibition and their participation in it provides motivation for development, innovation and increased contribution to the development of the industry.



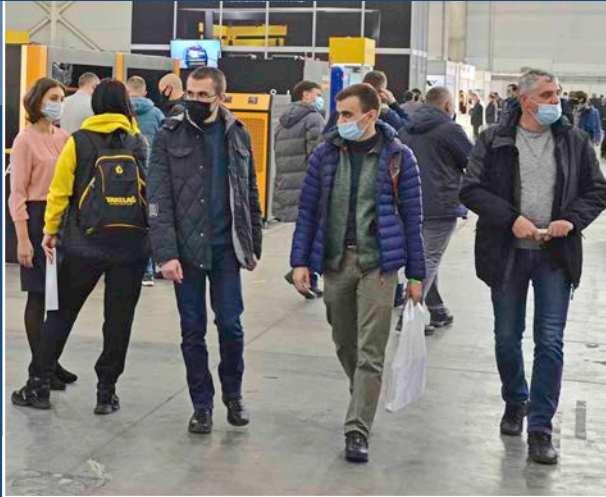
■ Exhibitors, who had participated in the exhibitions for several times, admitted that visitors came to the exhibition purposefully to their booths, with specific questions and projects, remembering the brands from the previous year. This indicates that companies and their products become more recognizable after participating in exhibitions, and that repeated and continuous participation in professional events significantly increases the effectiveness of such investments for participating companies.



■ Participants also noted that the attendance of the exhibition and the geography of visitors (all regions of Ukraine) exceeded all their expectations.

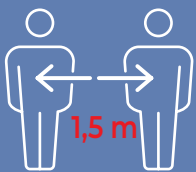
INTENSIVE SALES BECAME THE «STOCK-IN-TRADE» OF THE TECHNICAL EXHIBITIONS IN 2020





COMFORT AND SAFETY FOR EVERYONE IN THE TERRITORY OF THE IEC WERE PUT AS THE HIGHEST PRIORITY

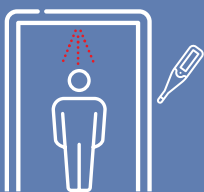
In preparation for the complex of exhibitions on November 24-27, 2020, the IEC followed the recommendations of UFI and Ministry of Health of Ukraine.



At the entrance to the exhibition pavilion dividing paths have been installed and a marking with a safe distance has been applied. Temperature screening was organized at the entrance.



Protective face masks and distancing are clearly organized and mandatory for all. Contactless (sensor) sanitizer dispensers were installed near the entrance and around the perimeter of the exhibition hall.



Innovative mobile booth with diagnostic and disinfection functions, equipped with temperature measurement and automatic antiseptic treatment devices, was installed at the entrance.





**WE ARE LOOKING FORWARD TO MEETING ALL
THE EXHIBITORS NEXT YEAR!**

**AS ALWAYS, WE HOPE FOR PRODUCTIVE
AND MUTUALLY BENEFICIAL COOPERATION!!**

**WE WISH YOU GOOD HEALTH, SUCCESS
AND PROSPERITY!!!**