



**19-th Kazakhstan International Exhibition
«CONSTRUCTION and INTERIORS»**

(4 – 7 September 2012, Almaty, Kazakhstan)

POST SHOW REPORT

www.kazbuild.kz



Organisers:



«Iteca» LLP is a partner of international exhibition company ITE Group Plc. (Great Britain) in Kazakhstan and Central Asia.

Kazakhstan company "Iteca" proved as the leading organizer of exhibitions and conferences in the central Asian region. The company conducts annually about 35 expo events in Almaty, Astana, Atyrau, Aktau, Karaganda. Thematically events of Iteca cover 17 various sectors of economy.

On September 4 – 7, 2012 the 19-th Kazakhstan International Exhibition for «Construction and Interiors, Windows, doors and facades, Ceramics and stone» **KazBuild 2012** took place in Almaty.

On September 4, 2012 the **V International Competition of Innovations** in construction industry «GOODS, BRANDS, TECHNOLOGIES» took place in frames of KazBuild.



Press conference on the opening of KazBuild 2012

KazBuild exhibition is the largest construction forum in Kazakhstan and Central Asia that proves to be true annual audit and the international certificate of the Global Association of the Exhibition Industry UFI.

The exhibition is supported by the Agency for construction and housing and utilities of Republic of Kazakhstan, Akimat of Almaty, and also specialized associations, unions and profile mass media.

ceremony of official opening of exhibition took place on **September 4**
exhibition was opened by:

- **OMAROV Kaisar Ospanovich**
Deputy of the Senate of
Parliament of Republic of
Kazakhstan
- **ALPISBAYEV Melik
Nurmukhambetovich**
General Director of KazNISSA
- **TOMPIYEV Maral Kazkenovich**
President of Kazakh
Association of industry of
construction materials
- **Dervis Ender OZTURK**
Commercial Attache of Turkish
Consulate General in Almaty
- **Edward STRACHAN**
Regional Director of ITE Group Plc in CIS
countries
- **Yuri BORODIKHIN**
Executive director of Iteca LLP
- **Mariya LOMANOVSKAYA**
Project manager



Symbolical ceremonial ribbon was cut by:
Mr. Omarov K.O., Mr. Tompiyev M.K., Mr. Dervis Ender Ozturk and Mr.
Edward Strachan

On **September 5** in
InterContinental Almaty hotel
the solemn evening reception
devoted to opening of the
KazBuild 2012 exhibition took
place.



EXHIBITORS' OPINION



«We exhibit at KazBuild for 10 years already. This exhibition is always very productive; the new relations with new companies are entered into...»

Onduline

«KazBuild 2012 exhibition was very fruitful for our company. We have signed contracts with local distributors...»

Re-new System



BUILD

hardware & tools, build electric, building materials and equipment, buildtech, landscaping, cottage building, roofing

INTERIORS

interior finishes, decotex, paints, flooring, lighting, interior doors, interiors & design

WINDOWS, DOORS and FACADES

window technologies, glass technologies, aluminum technologies, facades & architecture, gates & automation, doors & locks, accessories

CERAMICS and STONE

ceramics, techoceramica, stone & stoneprocessing technology



SECTIONS of EXHIBITION

There was very informative business programme held in frames of KazBuild exhibition that included:

5-th International Competition of Innovations in construction industry «GOODS, BRANDS, TECHNOLOGIES»

organiser of event:
Iteca LLP

Workshop:

«Modern technologies in smoke removal and natural ventilation. Opening mechanisms»

organiser of event:
D+H Mechatronic AG

Workshop:

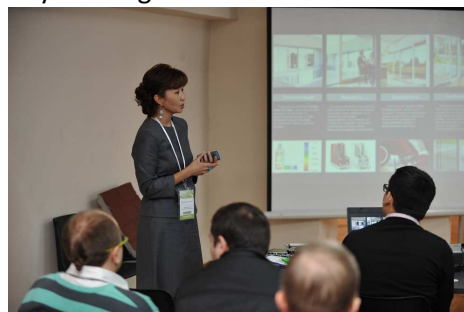
«Modern materials for paint and varnish production from world European and Asian leaders»

organiser of event:
Telko Central Asia LLP

Workshop:

«Day Corning's multipurpose silicone additives for paint and varnish materials»

organiser of event:
Day Corning



On September 4, 2012 was held the **5-th International Competition of Innovations** in construction industry «GOODS, BRANDS, TECHNOLOGIES».

The competition purpose is to identify of innovative production / service in the construction market, and also support of the companies in advance of new technologies.

This year 12 applications were accepted on competition.

Organiser of Competition is Iteca LLP. Competition was estimated at two stages: correspondence estimation and presentation in front of professional judges, estimation commission and independent observers.

The juries were: **Almaty Union of Architects, Center of research and innovative activity RGP KAZNIISA, Research and design institute of construction materials NIISTROMPROYEKT LLP, Studio of architecture and design Life Format, Kazakhstan Association of the industry of construction materials.**

Summarizing and awards ceremony of winners of competition took place on evening reception of an exhibition on September 5 in InterContinental Almaty hotel.

WINNERS OF COMPETITION:

1-st place:

Polyethylene pipes of the increased thermal stability
by company Atyrau Plant of Polyethylene Pipes Chevron Munaigas Inc.

2-nd place:

Circulating pump Magna3
by Grundfos Kazakhstan

3-d place:

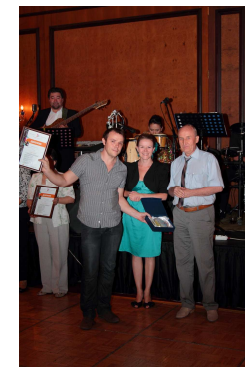
Sidewalk lamps Beckstone
by Vodalux – M

Best Presentation:

Spetsmash company
Product - Electric household wall heater

Award of observers' sympathy:

Garage section gate Yett
by Doorkhan 21 century – Almaty



Competition of Innovation is annually held in frames of KazBuild exhibition.

Next Competition will be on September 3, 2013.

Annually within the KazBuild exhibition Competition on the best design of the stand is held.

The commission of the best architects and designers of Almaty and also experts of the exhibition industry define 3 best stands and the winner in the nomination «Best debut of exhibition».

At KazBuild 2012 the winners were:

I place



Stand of the winner
Firm «Asia Parquet» LLP

II place



Stand of the winner
«Electrocomplex Inc.» LLP

III place



Stand of the winner
«NURSVET» LLP

Best Debut



Stand of the winner
«Arkada Group»



More than **250 companies** exhibited at KazBuild 2012

- **24 countries:** Austria, Belarus, Belgium, Hungary, Germany, Greece, Denmark, Egypt, Iran, Spain, Italy, Kazakhstan, China, United Arab Emirates, Poland, Portugal, Russia, USA, Turkey, Ukraine, Finland, France, Czech Republic, South Korea.
- **5 national groups:** Germany, Greece, Italy, United Arab Emirates, Finland.
- **9 subjects of the Republic of Kazakhstan:** Almaty, Astana, Karaganda, Kapshagay, Semey, Temirtau, Shymkent and also Almaty and Akmola oblasts.
- **18 subjects of Russian federation and CIS:** Zheleznogorsk, Zlatoust, Izhevsk, Ivanovo, Ioshkar Ola, Kazan, Kolomna, Minsk, Mogilyov, Moscow, Obninsk, Podolsk, St. Petersburg, Simferopol, Hvalynsk, Chelyabinsk, Cherepovets, Yaroslavl and others.



Purposes of exhibiting at KazBuild 2012, %

To meet existing clients	50
To meet new clients	86
To check a market demand for productions/services within exhibition.....	58
To declare new production within exhibition	47
To increase awareness on company.....	54
To increase awareness on product	47
Other reasons.....	4

89% of exhibitors plan to exhibit next year at KazBuild 2013

78% of exhibitors confirmed that KazBuild met their expectations and purposes

84% of exhibitors positively estimated quality of visitors of KazBuild exhibition

93% of exhibitors would recommend to be exhibited on KazBuild to partners

88% of exhibitors concluded that the exhibition positively affected increase of potential of future sales



Sphere of activity of visitors, %

Architecture and design	5
Construction and finishing materials	35
Construction equipment	8
Installation and construction works	12
Water supply, heating and ventilation.....	11
Woodworking.....	2
Design, furniture.....	8
Metallurgical and metal-working industry	4
Telecommunications, safety	3
Power, electric equipment; electrotechnical production	3
Oil and gas and mining industry	3
Other.....	5



Official status of visitors, %

Heads, owners of companies	29
Deputy directors	14
Designers, engineers, builders	26
Experts in sales	12
Suppliers.....	10
Others.....	9

77 % of visitors make decisions on purchase or influence decision-making



Purposes of visiting KazBuild, %

To study products/service of existing suppliers...	79
To place orders with suppliers.....	15
To review the last production and services.....	74
To compare certain products/services.....	47
To visit planned meetings	27
To establish communications with the enterprises analogs	38
To visit seminars, competition of innovations, product demonstration	49
Other reasons.....	13



GEOGRAPHY OF VISITORS

Almaty.....70,6%

Kazakhstan.....18,4%

CIS.....5,1%

Kyrgyzstan.....0,8%

Uzbekistan.....0,1%

Russia.....3,5%

Belarus.....0,1%

Georgia.....0,1%

Ukraine.....0,5%



Foreign countries.....5,9%

Czech Republic.....0,2%

Belgium.....0,1%

Great Britain0,1%

Germany.....1%

Denmark.....0,2%

Italy1,2%

Yemen0,1%

Sweden0,1%

France0,2%

Finland0,2%

Turkey1%

Slovakia0,1%

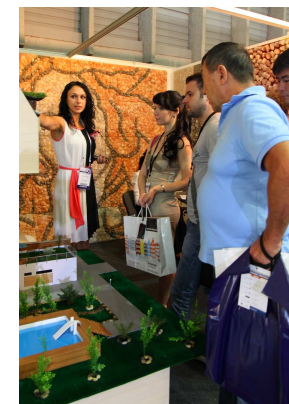
Poland.....0,4%

UAE.....0,2%

Macedonia0,1%

South Korea.....0,3%

China.....0,4%



Next **20-th ANIVERSARY Kazakhstan International Exhibition KAZBUILD** will be on **September 3 – 6, 2013.**

Welcome to **KAZBUILD 2013!**

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19-th Kazakhstan International
Exhibition - KAZBUILD 2012



**WE WILL BE HAPPY
TO SEE YOU NEXT YEAR!**

**3 – 6 September, 2013
Almaty, Kazakhstan**

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