

POST-SHOW RELEASE

February 19, 2018

On February 6–9, 2018 Aquatherm Moscow, the 22nd International exhibition for domestic and industrial heating, water supply, engineering and plumbing systems, air conditioning, ventilation and equipment for pools, saunas and spas, was successfully held in Moscow, Russia.



Aquatherm Moscow 2018 Results:

- **27 517** unique visitors;
- **812** exhibitors from **34** countries;
- **38 000** sqm – total exhibition space;
- **35** types of heating, water supply and pool equipment;
- **241** new participants;
- **7** country pavilions: Germany, Italy, China, Spain, Turkey, India and Japan;
- **AirVent** – new specialised platform for VAC specialists;
- **697** delegates of business programme;
- **5** conferences, new AirVent Congress, Symposium by BDH and exhibitor seminars.

Aquatherm Moscow 2018 has become the most impressive show in the brand's history: a record-breaking number of exhibitors took part in the exhibition this year. It was **812 companies from 34 countries** that once again made Aquatherm Moscow the biggest meeting point for the HVAC & pool professionals in Russia, CIS countries and Eastern Europe.

The show's **38 000 sqm** exposition displayed the wide range of equipment for residential, commercial and industrial facilities in the following sectors:

- Heating equipment;
- Water supply equipment;
- Pipes. Fittings. Valves;
- Pools and equipment for pools and saunas;
- Control and measuring equipment. Automation systems;
- Ventilation and air conditioning equipment;
- Engineering tools;
- Heating, water supply and climate control systems design and installation services.

Showing a great market potential, the exposition was equally represented both by international producers and domestic suppliers and manufacturers including the **leading market players**, such as: ACV, Agpipe, Agru, Apator Metra, Aquafor, Aquamaster, Aquapolis, Aquario, Alterplast, Aniplast, Armacell, Baxi, Berke Plastik,

Organisers:



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Ballu, Belimo, Bestway, Bitherm, Bosch / Buderus, BRINKO, BWT, Chemoform / Dinotec, Craft, De Dietrich, Dizayn, Duim, Ego Engineering, Emec, Erbach, Espa, EVAN, Fondital, Forte, Frisquet, FV-Plast, Genebre, General Fittings, Grando, Grünbeck, Guray Makina, Heisskraft, Herz Armaturen, Hogart, Honeywell, Itelma, IMI International, K-Flex, Kalde, Kiturami, Kofulso, Laboratoriya Otopleniya, Markopool, Meibes, MRU, Navien, Only, Oventrop, Pahlen, Polyplastik, Procopi, Profactor, Qundis, Raifil, Rehau, Reliance Worldwide Corporation, Rems, Rifar, Rinnai, Rols Isomarket, Rosturplast, Rothenberger, Rusklimat, Russkiy Radiator, SANHA, San-House, Santechkomplekt, SFA Group, Schiedel, Siemens, SIT Group, Speck Pumpen, Syr Armaturen, Tece, Terem, Termoros, Testo, Topol-Eco, Unipump, Vaillant, VALF Rus, Valtec, Valvosanitaria Bugatti, Veza, Viega, Viessmann, VIR, Virax, Wavin Ekoplastic, Weishaupt, Wilo, Wirquin, and many others.

Products of **42 manufacturers and suppliers** from China, Czech Republic, France, Germany, Great Britain, Italy, Russia, Sweden, Turkey, UAE, and USA were presented in the exposition of **World of Water & Spa section**, the only specialized B2B platform for swimming pools, saunas and spas in Russia.

The exhibition was attended by **27 517 unique visitors from 51 countries and 79 Russian regions**. The wide and exclusive show's audience was highly professional: 85% were trade visitors that came to the show to reach their business goals. Major groups of visitors represented wholesale (30%), engineering systems installation (25%), retail (17%), production (8%), engineering systems design (6%), building and construction (5%), and property management (3%) companies.

[Exhibitors 2018](#) | [Product catalogue](#) | [World of Water & Spa](#)



New brands bringing new solutions

In 2018, **241 exhibitors took part in the show for the first time**. The new companies from Russia, Belorussia, Chile, China, Croatia, Czech Republic, Finland, France, Germany, India, Iran, Italy, Japan, Kazakhstan, The Netherlands, Slovenia, South Korea, Spain, Switzerland, Turkey, UK, and USA fulfilled the exposition with over **150** products. Among the companies that met the Russian customers for the first time were the participants of the new country pavilions: the **Indian** (30 companies supported by FIEO, Association of Indian Export Organisations) and **Japanese** (6 companies supported by ROTOBO, Japan Association for Trade with Russia and NIS) expositions.

How does it feel for the new companies at Aquatherm?

“We can say that we are very satisfied with the preliminary results of Aquatherm Moscow. Our main goal was to introduce into the Russian market a true alternative for the electrical heating sector and we can say that this message had been clearly shown to the people who came to our stand and shared their opinion about our efficient electric heating system. We had not only visitors from Moscow area but also from the majority of the CIS countries. We have had a great feedback of installers, wholesalers, importers, contractors and also end users. Now the great results are yet to come!”

Wynes Díaz, Export Manager, Rointe (Spain)

[First-time exhibitors](#)

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AirVent: Exploring new product and exhibition areas

On February 6–9, the show hosted an absolutely new event – **International ventilation congress AirVent** specially dedicated to the ventilation market. During 4 exhibition days the AirVent hall was a platform where trends and innovations were revealed. **244** specialists attended the Congress to learn about the industry trends, regulations and novelties.



On February 6, the Congress was opened by Panel session “**Ventilation equipment market in the countries of the Eurasian Economic Union: a territory of equal opportunities, effective custom duty regulation and up-to-date standards**”. The session participants learned about the current regulations and standards from the government representatives and market analysts, including Sergey Shatirov, Committee of the Council of the Russian Federation on Economic Policy; Sergey Pugachev, Committee on technical regulation, standardization and product quality, Chamber of Industry and Trade of the Russian Federation; Georgy Litvinchuk, Litvinchuk Marketing; Natalya Kozhina, Science and Technical council for development of the construction materials industry, Ministry of Industry and Trade (Minpromtorg, Russia); Nikolay Krapivin, National Union of Constructors; and Alexander Kvashnin, Termoconvent 2018.

The second Congress day was dedicated to the actual **technological expertise** provided by the well-known ventilation market players including: Wolf Energy Systems, Siemens, VEZA, Ventzaschita, Company MEL, Tion Smart Micro Climate, Vozdukhotechnika, Blagovest; and industry experts – C.O.K. Magazine and Litvinchuk Marketing.

On February 8, the show visitors took part in the **Ballu Airmaster programme presentation** and a quiz performed by Rusklimat. The final Congress day was dedicated to **presentations of ventilation equipment and solutions** by Craft, Gripple, Dva Oblaka, and Turkov.

The Congress Partners: 

[AirVent Programme](#)

Classical Business Programme at Aquatherm Moscow extended boundaries

On February 6, the specialists learned about the prospects of using heat pumps as alternative energy resource within the 4th specialised scientific and practical conference on heat pumps “**Heat pumps. Promotion and implementation in Russia and worldwide**” (supported by C.O.K. magazine). The delegates got informed about the development directions and successful cases of the heat pumps’ application in Russia – both in municipal energy supply systems and in private houses. The event was held with participation of government representatives, such as Dmitry Airapetyants, Deputy Minister of Energy of Moscow region; Oleg Belestilin, Energy Conservation Department of the Ministry of Energy of Moscow region; and Dmitry Khomchenko, Department of Economics of the Analytical Center under the Government of the Russian Federation. Ekaterina Malitskaya, VEB Finance, highlighted the financial tools of modernization of municipal heating systems with the use of heat pumps.

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New materials, construction and finishing technologies were the main topics of the conference **“Pools today”** traditionally accompanied by the Pool of the Year Award (supported by Banbas magazine and www.banbas.ru).

On February 7, the specialists took part in the conference **“Pools and spas, stadiums, ice arenas. Water supply, disposal and climate control systems”** (supported by NP AVOK). The event was dedicated to the currently actual topic in Russia – equipment of sport facilities. Water supply and disposal, fire-protection water supply systems as well as technologies and equipment for providing the requirements for the sports facilities’ microclimate were comprehensively analysed – starting from the legal regulation to effective and state-of-art technologies.

Conference **“Heating and Water Supply: Energy-Efficiency, Comfort and Safety”** (supported by “Aqua-Therm” magazine) allowed the show visitors to get the updates and overview of the technologies and equipment that are available in the Russian market, and provide energy- and resources-efficiency: control and measuring tools, boiler houses, thermal insulation, engineering systems, and boilers.



The 3rd Symposium **“Efficient Heating Systems: Developments and Prospects”** by BDH (Federal Industrial Association of Germany for House, Energy and Environmental Technology) was a meeting point for the professionals were the first to learn about the novelties of the world-known HVAC brands, including Wilo, Viessmann, Vaillant, Rehau, and Oventrop.

On February 8, two new associations supporting the show – China National Hardware Association (CNHA) and Shunde Gas Appliances Chamber of Commerce (SGACC) – organised a product release conference **“Technologies for gas wall-mounted boilers”** that attracted energy-supply companies, equipment producers and installers.

[Business Programme](#)

Exhibitor testimonials

"Our stand at Aquatherm Moscow 2018 was visited by a record-breaking number of visitors from Russia and the neighboring countries, they were specialists from more than 400 companies. As a result of the negotiations, new partnership agreements were concluded, and contracts were signed."

Andrey Parshin, Marketing Specialist, CRAFT (Russia)

Organisers:

"Wilo took part in Aquatherm Moscow 2018 to present the new "smart" pumps to the Russian customers and a full range (more than 40 items) of domestic pumping equipment, including products of the Wilo plant in Russia. According to the big number of contacts that we've got this year, the exhibition was successful for us. We are satisfied with the qualified audience and organisational level of the show, its media promotion and advertising campaign."

Aleksey Bykov, Marketing Manager, Wilo Rus (Germany & Russia)

"If you evaluate the market for the revival that reigned on Aquatherm Moscow, the market has jerked up. Stands were really inspiring by their creativity, and positive and active exhibitors. We give a special respect to the organisers for a lot of new ideas and a special project – the AirVent Congress. Let the successful start will become a guarantee of success and achievements of the most ambitious goals!"

Mina Khachatryan, Marketing Director, Rusklimat (Russia)

"Aquatherm Moscow is a full-fledged professional platform for the industry. Frankly speaking we were pleased not only by the number of visitors, but also the diversity, both in the context of related industries, and geographical presence. Our company, without hesitation, decided to increase its presence at the next exhibition twice."

Yuri Yakupov, Marketing Manager, WATER TECHNOLOGY (Russia)

"Jeremias is the Aquatherm's regular participant. Due to the scale and significance of this event in the Russian market, we consider participation in the show as one of our priorities. Undoubtedly, this exhibition has a strong reputational influence, but at the same time it gives an opportunity to meet with partners, including professionals from the Russian regions and CIS countries, as well as to demonstrate new products and determine the vector for business development."

Sergey Pronin, Marketing Director, Jeremias Rus (Germany & Russia)

The organisers are grateful to the international organizations and associations for their strong support:

- Federal Ministry for Economic Affairs and Energy, Germany
- Federal Industrial Association of Germany for House, Energy and Environmental Technology (BDH)
- Federation of European Heating, Ventilation and Air Conditioning Associations (REHVA)
- Association of the German Trade Fair Industry
- Japan Association for Trade with Russia and NIS (ROTOBO)
- Special Agency of the Novara Chamber of Commerce (E.V.A.E.T.), Italy
- Piemonte Agency for Investments, Export and Tourism, Italy
- Federal Association for Swimming Pools & Wellness inc. soc. (bsw), Germany
- INTER POOL COVER TEAM (IPC Team)
- Spanish Association of Manufacturers of Bathroom, Sanitation and Ventilation Equipment (Amec Ascon)
- Association of Steel and Metal processing Industry (WSM), Germany
- Federation of Indian Export Organisations (FIEO)
- China National Hardware Association (CNHA)
- Shunde Gas Appliances Chamber of Commerce (SGACC), China



Sponsor of Aquatherm Moscow 2018:

Looking forward to seeing all exhibitors and visitors on February 12–15, 2019 at the 23rd Aquatherm Moscow!

**aqua
THERM MOSCOW**

February 12–15, 2019 | Crocus Expo, Moscow

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FOR EDITOR

Aquatherm Moscow is the largest specialised event in Russia, the CIS and Eastern European countries for the industry of domestic and industrial heating, water supply, engineering and plumbing systems, ventilation, air-conditioning, ventilation and equipment for pools, saunas and spas. Aquatherm exhibitions in Russia belong to the portfolio of international B2B events for HVAC industry represented in 9 countries. Aquatherm Moscow is the biggest exhibition of the brand with over 40-year experience by the number of exhibitors, visitors and exhibition space.*

www.aquatherm-moscow.ru

About the organisers

Reed Exhibitions is the world's leading organiser of trade and consumer events. The company excels in creating high profile, highly targeted business and consumer exhibitions and events to establish and maintain business relations, and generate new business. Every year Reed Exhibitions runs over 500 events in 30 countries bringing together over 7 mln active event participants worldwide. With over 3900 employees in 38 offices around the globe the company serves 43 industries worldwide. Running more market-leading events than any other organiser, nobody delivers more business contacts than Reed Exhibitions. It is a RELX Group business. RELX Group is a world-leading provider of information solutions for professional customers across industries.

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ITE LLC Moscow is the part of the ITE Group, established in 1991 and comprising 20 offices worldwide. Today it is the leading exhibition organiser in Russia. Over 50 of total events organised by the ITE Group are held in Russia, bringing together more than 10 000 exhibitors and 1 000 000 visitors from the globe. ITE LLC Moscow's events are officially supported by various ministries and federal agencies, trade associations, the President's Administration, the State Duma, the Government of Russia and other governmental institutions. All events organised by the company are focused on B2B markets, which are regularly analysed in order to maintain a high level of service.

www.ite-russia.ru

**By the number of exhibitors, visitors and exhibition space.*

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