

BakuBuild

Ufi
Approved
Event

24th Azerbaijan International
**CONSTRUCTION
EXHIBITION**

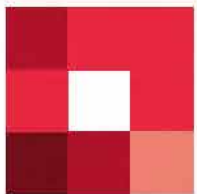
23 - 26 October 2018

Baku, Azerbaijan

Baku Expo Center

POST SHOW REPORT

www.bakubuild.az



BakuBuild
Azerbaijan





ABOUT EXHIBITION



**THE LARGEST EXHIBITION OF THE CASPIAN REGION
IN THE CONSTRUCTION AREA
BAKUBUILD AZERBAIJAN
IS THE MOST IMPORTANT PROFESSIONAL EVENT
OF THE WHOLE REGION IN THE FIELD OF CONSTRUCTION
AND ARCHITECTURE, DESIGN AND REPAIR.**

EVERY YEAR THOUSANDS OF SPECIALISTS FROM DIFFERENT COUNTRIES
VISIT THE EXHIBITION, WHO FINDS BUSINESS PARTNERS HERE.

24th Azerbaijan International
**CONSTRUCTION
EXHIBITION**

23 - 26 OCTOBER 2018
BAKU, AZERBAIJAN

www.bakubuild.az





OFFICIAL OPENING CEREMONY

23 - 26 OCTOBER 2018, BAKU EXPO CENTER



PARTICIPANTS OF THE OPENING CEREMONY:

- **Mr. Niyazi Safarov** - Deputy Minister of Economy of the Republic of Azerbaijan,
- **Mr. Dovletkhan Dovletkhanov** - Deputy Chairman of the State Committee for Architecture and Urban Planning,
- **Mr. Elkhan Asadov** - Deputy Head of the State Agency for Safety Control in Construction under the Ministry of Emergency Situations of the Republic of Azerbaijan,
- **Mr. Farhad Mollazade** - Secretary of the Union of Architects
- **Mr. Edward Strachan** - the General Director of Iteca Caspian



VIP GUESTS TESTIMONIALS



BakuBuild Azerbaijan, known as one of the largest construction exhibitions in the region, is a favourable platform. The International BakuBuild Azerbaijan Exhibition, supported by the Ministry of Economy, brings together professionals well versed in the latest developments in construction, design and architecture. This year, BakuBuild Azerbaijan, one of the most visited exhibitions, will showcase about 300 companies from more than 20 countries. Along with these foreign companies, local businessmen constantly play their part in BakuBuild Azerbaijan. The fact that Azerbaijani companies market their products under the label “Made in Azerbaijan” at this year’s exhibition is particularly important given the achievements of our country in the field of industry as well as the promotion of our national brand. Staging this kind of prestigious exhibition in Baku is another indication that our country is the economic and cultural centre of the region.

Shahin Mustafayev,
Minister of Economy of the Republic of Azerbaijan



Among the numerous specialized events, which have successfully been organized and staged by Iteca Caspian in our country for the third decade in a row, the Azerbaijan International Construction Exhibition is one of the largest and most successful industry projects which bring together construction companies and industry professionals. Staged for the 24th time this year, this exhibition continues to grow both in its scale and the geographical span of exhibitors, while increasingly attracting attention of the world’s most influential business circles to the Azerbaijani economy. The Azerbaijan International Construction Exhibition is a professional platform which brings together business people, related organisations and professionals involved in the production of construction materials, provision of related services and the organisation of engineering and construction work. It also provides wide opportunities to become familiarised with the industry’s modern development trends, new technologies and projects for cooperation.

Samir Nuriyev,
Chairman of the State Committee for Town Planning and Architecture of the Republic of Azerbaijan



BakuBuild Azerbaijan 2018 is an important trade event for the fields of architecture, construction, design and repair, which reflects the ongoing reforms in Azerbaijan’s construction sector and creates many new opportunities for local and foreign investors. As is tradition, international exhibitions and business meetings are an indication of growing interest in the country’s economy; they play an important role in expanding entrepreneurship as well. From this point of view, BakuBuild Azerbaijan 2018 is very helpful in establishing and expanding favourable business ties among business representatives. Implementation of all these large-scale construction works creates a great demand for modern construction products and equipment. From this point of view, the BakuBuild Azerbaijan 2018 is of special importance at a time when the construction sector in our country is developing thoroughly, rapidly and dynamically.

Sadig Sadigov,
Chairman, Board of Directors State Housing Development Agency of the Republic of Azerbaijan



VIP GUESTS TESTIMONIALS



Holding specialised exhibitions is one of the key factors promoting entrepreneurship in general. These exhibitions offer entrepreneurs a broader audience for their products and services, as well as serving as an important platform for finding and collaborating with new partners. As you know, there are many companies in the construction and building materials manufacturing sector in Azerbaijan. Recently large-scale construction and renovation projects have been implemented in our country, which can, in turn, be recognized as additional stimulus for investors and foreign companies. I believe that BakuBuild Azerbaijan is an exhibition full of new opportunities for entrepreneurs working in this sector.

Orkhan Mamedov,
Chairman of the Board of Directors Small and Medium Business Development Agency of the Republic of Azerbaijan



The BakuBuild Azerbaijan exhibition has a significant impact on the construction industry of Azerbaijan and the region as a whole. This forum acquaints builders and architects with new technology, materials, and general approaches to construction.

Farhad Mollazade,
Secretary of the Union of Architects of Azerbaijan



As one of the leading construction events in Azerbaijan, BakuBuild Azerbaijan gives us a unique opportunity to address entrepreneurs and companies from this part of the world.

Elnara Mammadova,
Baku Bureau Chief, Polish Investment and Trade Agency



PRODUCT CATEGORIES



■ CONSTRUCTION MATERIALS

■ SANITARY WARE

■ ROOFING AND INSULATION

■ INTERIORS.
DECORATION MATERIALS.
DESIGN

■ PAINTS,
VARNISHES AND COATINGS

■ LANDSCAPE ARCHITECTURE
AND DESIGN

■ COTTAGES
(WOODEN HOUSES. LOG BUILDINGS.
FRAME HOUSES. BATHS. PERGOLAS)

■ FACADES, WINDOWS, DOORS

■ ROLLED METAL PRODUCTS

■ LIGHT AND
ELECTRICAL
PRODUCTS

■ ECOLOGICAL BUILDING

■ CONSTRUCTION AND
SPECIAL EQUIPMENT

■ CONSTRUCTION EQUIPMENT
AND
TECHNOLOGIES



PR CAMPAIGN AND MEDIA COVERAGE



The exhibition was preceded by a press-conference.

THE PRESS CONFERENCE WAS ATTENDED BY

- **Mr. Edward Strachan** - General Director of Iteca Caspian,
- **Mrs. Maya Gafarli** - Project Manager of BakuBuild Azerbaijan and Securex Caspian
- **Mr. Rashad Gadimov** - Project Manager of Aquatherm Baku

20 media attended the press-conference from AzTv, Azertag, CBC, ITV, Interfax, Sputnik, Report, TREND, Asan Radio, WorldEconomics and other agencies.

20 articles were published in **9 Newspapers and 8 Magazines**

114 news were published in **53 Internet Portals**

8 TV channels showed the video about the exhibitions **22 times in daily news**



GENERAL INFORMATION PARTNER



INFORMATION SUPPORT



INFORMATION PARTNER



INTERNET SUPPORT





FACTS AND FIGURES BAKUBUILD AZERBAIJAN 2018



PARTICIPANTS

Companies	: 219
Countries	: 23
National and regional groups	: 6
Total space	: 6059

PARTICIPATING COUNTRIES BAKUBUILD AZERBAIJAN 2019

Austria	Poland
Azerbaijan	The Republic of Belarus
Germany	Russia
Greece	Slovenia
Dania	USA
Israel	Turkey
Iran	Ukraine
Italy	Finland
Kazakhstan	France
Canada	Czech Republic
China	Japon
UAE	

VISITORS

Visitors : 8 889

90% of visitors are professionals of the industry

GEOGRAPHICAL SPREAD OF VISITORS: 36 COUNTRIES

Albania	Canada
Algeria	China
Azerbaijan	Latvia
Bahrein	Nepal
The Republic of Belarus	The Netherlands
Belgium	UAE
UK	Pakistan
Germany	Poland
Greece	Portugal
Georgia	Russia
Dania	KSA
Israel	Turkey
India	Uzbekistan
Iraq	Ukraine
Iran	Czech Republic
Spain	Switzerland
Italy	Sri Lanka
Kazakhstan	Estonia



SELECTED LIST OF VISITORS OF BAKUBUILD AZERBAIJAN 2018



● PASHA CONSTRUCTION	– COMMERCIAL DIRECTOR/HEAD OF PROCUREMENT DEPARTMENT
● AKABE INSHAAT	– DEPUTY DIRECTOR
● BEHRUD INSHAAT	– PRESIDENT OF THE COMPANY
● CAHAN HOLDING	– PRESIDENT OF THE COMPANY/VICE-PRESIDENT
● CASPIAN CONSTRUCTION SYSTEMS MMC	– DIRECTOR
● GILAN CONSTRUCTION	– HEAD OF PROCUREMENT DEPARTMENT
● INNOVA CONSTRUCTION	– HEAD OF CONSTRUCTION WORK/ENGINEER
● KONTINENT CONSTRUCTION	– PROCUREMENT MANAGER
● KRISTAL ABŞERON MTK	– HEAD OF PROCUREMENT DEPARTMENT
● LUXE HOME MTK	– CEO
● MCG - MODERN CONSTRUCTION GROUP, LLC	– PROCUREMENT MANAGER
● MELISSA GROUP	– HEAD OF PROCUREMENT DEPARTMENT
● METAK MMC	– PROCUREMENT MANAGER
● PASHA CONCRETE	– HEAD OF PROCUREMENT DEPARTMENT
● YENI HAYAT GROUP OF COMPANY / HAYAT PALACE	– PROJECT MANAGER
● LERUA MERLEN VOSTOK	– PROCUREMENT SPECIALIST
● AGSARAY RESIDENCE	– INVESTOR
● AKSESUAR INSHAAT	– MARKETING MANAGER
● AS GROUP INVESTMENT LLC	– DEPUTY DIRECTOR/HEAD OF DEPARTMENT
● PAY GROUP LLC	– GENERAL DIRECTOR
● QARACAY HOLDING	– CEO
● RICH INTERIOR	– EXECUTIVE DIRECTOR
● SANTEMAX	– HEAD OF SALES
● SIMFONIYA	– DIRECTOR
● TEFKEN CONSTRUCTION	– PROCUREMENT SPECIALIST

*Detailed list of visitors is available on request



PARTICIPANT'S TESTIMONIALS



We take part in the BakuBuild Azerbaijan exhibition every year. I believe that the benefits of participating in the exhibition are not limited; it includes but not limited to image improvement, good advertising, an increase in the number of partners and sales. For an effective return from the exhibition, it is necessary to wisely place your stand and exhibits, and bring the right number of representatives who can provide professional information to both guests and partners.

Rustam Mammadov,
Advertising Director at Fab Boya



Last year we attended our first exhibition. This was the WorldBuild Baku 2017 exhibition in Azerbaijan. It was a good experience. And this year we want to meet both our existing partners and also new for business cooperation interested parties.

Marjan Brencic,
General Manager TRGO-MOKK



As Azerbaijan is a crossroads between East and West, we believe it's a perfect venue to introduce new products and ideas, especially to those countries where the Made in Italy label has not yet been experienced.

Andrea Contini
Export Sales Manager,
Cavatorta Group



We are participating in this exhibition in Baku for the first time. Note that the first day has already yielded some good results. We found partners and outlined plans for the future. The exhibition is the best opportunity to exchange information, showcase your materials, promote your brand and conduct business negotiations.

Igor Zhelezovskiy,
Deputy General Director at Marketing and Sales,
Uralskiy Granit



It is difficult to overestimate the role of BakuBuild Azerbaijan in the development of the construction industry in Azerbaijan. The participation of exhibitors from around the world provides significant opportunities for development and growth of this sector of Azerbaijani economy and of the companies participating in the exhibition.

Viktor Dargel
General Director at
SimemSolutions



We are participating in the exhibition for the first time. I am pleased with the results of the first day of the exhibition; we have achieved our goals and updated contacts with potential partners.

Fatima Suleymanova,
Director of Abris



VISITOR'S TESTIMONIALS



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“I am an architect at a design office. The theme and content of this exhibition is close to me, so I visit it every year. The exhibition provides us with excellent opportunities. I can evaluate the quality and properties of the product, and compare it with other similar manufacturers; apart from carrying out analysis of the price, I can make the right choice in the future”.



Sabuhi Valiyev,
Baku

”

“There are good conditions for cooperation. Some contacts have already been established, We hope for the further development of relations. We liked the event with an original concept and development perspectives. Broadly speaking, we consider visiting exhibitions very useful, and participation is an important marketing mix, rated for the image of companies; in both case there is a return”.



Olga Shevchuk and Svetlana Bushkovskaya,
Russia

”

“This is my first visit to Baku, and I came here as a sales manager of a construction company in Russia. The BakuBuild Azerbaijan exhibition helps find new markets for the production and sale of our products (ceramics, sanitary ware, plastic) and I believe that a dynamically developing Azerbaijan can be one of these markets”.



Vladimir Gorelov,
employee of a construction company
in the Russian Federation

”

“We want to thank for the high level of organisation. The exhibition is a special atmosphere where you can learn a lot of interesting and useful things in a relaxed atmosphere. This once again confirms the fact that the exhibition is an indispensable tool in the progressive development of any industry”.



Aleksandr Skorokhodov,
Belarus

SECUREX CASPIAN - is the leading specialized platform of Azerbaijan and the Caucasus region in the security, safety and rescue industry.

Held alongside with BakuBuild, the major construction exhibition in the region, which provides the unique opportunity for experts in the two fields to expand their collaboration.



EXHIBITION`S MAIN PROFILES:



SECURITY TECHNOLOGY



CCTV & SURVEILLANCE



FIRE SAFETY
RESCUE EQUIPMENT
SAFETY AT WORK



PRIVACY POLICY. SMART CARDS
ID-TECHNOLOGIES
BANKING EQUIPMENT



BUSINESS PROGRAM OF THE EXHIBITION:



EXHIBITIONS +

A NUMBER OF ADDITIONAL EVENTS WERE HOSTED AS PART OF THE BAKUBUILD AZERBAIJAN EXHIBITION.

BILATERAL BUSINESS MEETINGS

Bilateral B2B meetings were held to form part of the BakuBuild Azerbaijan 2018 exhibition, where 22 invited companies and 24 exhibitors were present. In the course of these B2B events, participants had more than 120 meaningful meetings with their prospective customers. The event provides additional opportunities for exhibitors to meet with the hard-to-get target audience and conduct a large number of fruitful meetings in a short period of time.

BUSINESS BREAKFAST

During the breakfast, a specially invited coach gave a detailed account of additional opportunities and tools to get maximum results from participation in the exhibition. Discussions included the issues of interest for participants and continued with an awareness-raising session by the organisers. The event ended in a friendly and relaxing atmosphere, enabling participants to meet and communicate with each other.





GALA EVENING RECEPTION



The official Gala Reception celebrating the exhibition's opening was held at "Hyatt Regency" on the 23rd of October.

The event was attended by over 400 guests including exhibitors, officials, representatives of embassies, partners of Iteca Caspian LLC, and media representatives.





BUSINESS PROGRAM OF THE EXHIBITION:



TEST ROOM

On the second and third day of the exhibition, the organisers created a Test Room in the hall, where participants had a unique opportunity to demonstrate their products and services to the target audience of visitors at the BakuBuild Azerbaijan 2018 exhibition. Presentations made by companies attracted visitors who were then leaving the stage to attend the exhibition stands of presenting companies to explore their products and services in more detail.



LAST HOUR IN THE HALL

On the last day of the exhibition, the organisers gathered participants for the Last Hour in the Hall, which is a farewell to all participants until next year. The event helped participating companies share their exhibition-related emotions and impressions both with each other and with organisers. Participants will long remember the Last Hour in the Hall as they were presented with photos especially prepared for each company.



COMPETITIONS AT THE EXHIBITION

The programme of events for participants was coupled with various competitions for both experienced and young architects in the hall; a joint event arranged by the Union of Architects of Azerbaijan and Iteca, where participants and visitors familiarised themselves with architectural solutions and projects of experienced architects. The event attracted famous architects to the exhibition and created the opportunity for cooperation with the exhibitors.



EXHIBITION TOURS

On its first day, the BakuBuild Azerbaijan 2018 exhibition welcomed a delegation of entrepreneurs and businessmen representing the construction sector of Nakhchivan; a special exhibition tour was arranged for the delegation to familiarise them with both local and foreign exhibitors and establishment business relationships between them.





SPECIAL CERTIFICATES



- Nabucco A&C – **Best Corporate Style**
- Mesa Imalat - **Best Stand Design**
- Uralskiy Granite - **Best Performance**
- Spancrete - **Best Shell Scheme**
- AAC LLC - **Best Customer Attraction**
- Global Interiors Group - **Most Creative Stand**
- Gilan Industrial Group - **Most Attended Stand**
- Mamedov`s Company - **Most Fascinating Stand**
- Kaban Makina - **Best Debut**
- Hilal Aluminyum - **Best Product Presentation**
- Polish Investment and Trade Agency - **Best Country Presentation**
- HomeWood - **Most Original Stand**
- AGZ LLC - **Best Company Presentation**
- AZVIRT LLC - **Best Service Presentation**
- Baku Steel Company - **For long-term participation**
- FAB Paints and Chemical Industry - **Most Active work with visitors**
- NB Group - **Most Active Work in Social networks**
- ASSA Abloy - **Most Innovative Company**



BakuBuild Azerbaijan

SUPPORT



Ministry of Economy
of the
Republic of Azerbaijan



State Committee for
Town Planning and
Architecture of
the Republic of Azerbaijan



State Housing
Development Agency of
the Republic of Azerbaijan



Small and Medium
Business Development Agency of
the Republic of Azerbaijan



The Union of
Architects
of Azerbaijan



Azerbaijan Export and
Investment Promotion
Foundation



National Confederation of
Entrepreneurs (Employers)
Organizations of
Azerbaijan Republic

ORGANISER



SPONSOR



OFFICIAL HOTELS



TRAVE LAGENCY



MARKETING RESEARCH PARTNER



BakuBuild



25th Anniversary
Azerbaijan International
**CONSTRUCTION
EXHIBITION**

22 - 25 October 2019

Baku, Azerbaijan

Baku Expo Center

25 YEARS

BakuBuild 

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