

# aqua THERM

BAKU

12<sup>th</sup> International Exhibition  
for Heating, Ventilation,  
Air-Conditioning,  
Water Supply, Sanitary and  
Swimming Pool

Baku, Azerbaijan, Baku Expo Center  
[www.aquatherm.az](http://www.aquatherm.az)

**AQUATHERM BAKU-** the largest specialized site of Azerbaijan and the Caucasus region in the HVAC field

**AQUATHERM BAKU-** a unique B2B platform in the HVAC sector in Azerbaijan to attract a professional target audience.





# PARTICIPANTS OF THE OFFICIAL OPENING CEREMONY



**Niyazi Safarov**  
Deputy Minister of Economy of  
the Republic of Azerbaijan



**Orkhan Mammadov**  
Chairman of the Management  
Board of the Small and  
Medium Business  
Development Agency



**Dovletkhan Dovletkhanov**  
Deputy Chairman of  
the State Committee  
for Town Planning and  
Architecture



**Farman Gurbanli**  
Head of International  
Relations and Strategic Planning  
Department of the State Housing  
Development Agency of  
the Republic of Azerbaijan



**Farkhad Mollazadeh**  
1st Secretary of the Union  
of Architects of Azerbaijan



**Edward Strachan**  
Regional Director of  
Caspian Event Organisers



## SUPPORT



Small and Medium  
Business  
Development Agency of  
the Republic of Azerbaijan

Small and Medium  
Business Development Agency of  
the Republic of Azerbaijan



Azerbaijan Export and  
Investment Promotion  
Foundation



The National Confederation  
of Entrepreneurs (Employers)  
Organizations of the Republic  
of Azerbaijan (ASK)

# AQUATHERM BAKU 2019 exhibitors



Companies

**66**



Countries

**11**



Exhibition Space

**1909 m<sup>2</sup>**

## Exhibiting Countries of AQUATHERM BAKU 2019



Azerbaijan



Belarus



Germany



Italy



China



Poland



Russia



Turkey



Lebanon



Uzbekistan



# THE OFFICIAL PRESS CONFERENCE



The press conference dedicated to the opening of the Jubilee AQUATHERM BAKU exhibition was held on 21 October, at the Hyatt Regency Hotel.

## The press conference was attended by:

Mr. Edward Strachan – Regional director of Caspian Event Organisers

Mr. Rashad Gadimov – project manager

19 media attended the press-conference from APA Group, Interfax, Azertag, SalamNews, Real TV, Lider TV and other agencies.

## INFORMATION PARTNERS



## INFORMATION SUPPORT



## INTERNET SUPPORT



## VISITORS REFERENCES



So, this is the first time I have come to Baku. I am very pleased with the organisation of the exhibition.

The purpose of my visit to AQUATHERM BAKU is related to the desire to find partners in Azerbaijan. Over a short period of time, I have managed to find potential partners, and exchanged contacts. Industry exhibitions help build strong and ongoing business relationships. If we manage to enter the Azerbaijani market, we will also be presenting our products among the participants in the future.

### **Vladislav Velikzhanin**

General Director, Automated Equipment for Pipeline Welding  
(Russia)



It is safe to say that the exhibition has enriched our many years of experience. Firstly, we have learned many interesting things. For example, we first got to know a number of innovative materials and systems at this exhibition. Progress does not stand still and, despite the fact that we visit the exhibition every year, this year we again found something new and more modern. In general, the exhibition left a very favorable impression. I think that holding exhibitions is necessary and contributes to the movement in the direction of progress.

### **Mehrab Baghirov**

An engineer at the Baku Metro Project Institute  
(Azerbaijan)



I attend the Aquatherm Baku exhibition every year and I really enjoy spending a lot of time here. For me it is a necessary and at the same time, enjoyable event. Because along with business negotiations, warm meetings with old partners are always pleasing. The purpose of my visit is to learn about the news in the field of automation and about changes and new projects. It helps to improve yourself in your area of expertise. I really liked the organization of the exhibition and the location of stands. I consider this event a must for all business people, where you can expand the circle of your partners.

### **Elshad Aghayev**

Director of Sauter  
(Azerbaijan)



# ADVERTISING CAMPAIGN

## OUTDOOR ADVERTISING

- Billboards
- Banners
- Monitors
- Posters
- Rollups



## MEDIA REVIEW



30 articles in  
6 Newspapers and  
16 Magazines



329 news  
on 61 Internet  
Portals



18 news  
on 7 TV channels  
2news  
on Asan Radio

E-mailings  
by specialized  
database

Distribution of invitation  
tickets through partners as  
well as related government  
structures and associations

Advert on  
specialised websites,  
social networks and  
editions

# SECTORS

**FITTINGS AND VALVES**  
**HEATING SYSTEMS**  
**PUMPS**  
**SANITARY TECHNOLOGY AND EQUIPMENT**  
**WATER SUPPLY AND WASTEWATER TECHNOLOGY**  
**AIR DRYING UNITS**  
**AIR DUCTS**  
**AIR FILTERS**  
**AIR CONDITIONERS**  
**CHILLERS**  
**COLD ROOMS AND DOORS**  
**COMPRESSORS**  
**VENTILATORS**  
**MULTIROOM SYSTEMS**  
**REFRIGERATING UNITS**  
**VENTILATION EQUIPMENT**  
**SWIMMING POOLS**  
**SAUNAS**  
**WHIRLPOOLS**  
**AQUA PARKS**  
**HEAT PUMPS**  
**PHOTOVOLTAICS**  
**SOLAR COOLING**  
**SOLAR HEATING**  
**THERMAL INSULATION**  
**BATHROOM FURNITURE AND ACCESSORIES**





## PARTICIPANTS' REFERENCES



Our cooperation with Azerbaijan is growing from year to year, and our business relations are becoming even stronger. And I think to a large extent this is facilitated by our participation in this exhibition. The purpose of participation this year is to strengthen existing positions and identify promising areas for development.

### **Victor Lavrentik**

Head of Sales and Marketing Department,  
Tsvetlit Unitary Enterprise  
(Belarus)



The main role of the AQUATHERM BAKU2019 exhibition, in terms of the development of our company, is to establish new relationships, as it does every year. Our success in last year's exhibition yielded to an increase of our company's sales and to a wider market.

### **Farhad Musayev**

Director of Polymart LLC  
(Azerbaijan)



We are pleased to participate in the AQUATHERM BAKU exhibition, which attracts potential customers not only from Azerbaijan, but also from among other participants of the exhibition. We are sure that the exhibition will help us find partners for long-term relationships and increase sales.

### **Saidkhon Azizov**

Senior Manager, Export Development and  
Foreign Economic Affairs, Artel  
(Uzbekistan)

# EXHIBITION PROGRAM

## BUSINESS BREAKFAST

On September 24, a business breakfast was organized for the participants of the AQUATHERM BAKU 2019 exhibition on the topic of improving the effectiveness of participation in exhibitions. During the seminar, a specially invited trainer spoke in detail about additional opportunities and tools to achieve the maximum result from participation in the exhibition. After the seminar, a favorable environment was created for communication and acquaintance between the exhibitors.



# EXHIBITION PROGRAM



## B2B Workshop

Within the framework of the AQUATHERM BAKU Exhibition, the Organisers created another business platform for exhibitors and visitors – a B2B workshop where 23 invited companies and 16 exhibitors were present. In the course of these B2B events, participants had more than 82 meaningful meetings with their prospective customers.





## SEMINARS

In the framework of the exhibition, were held seminars for companies.

- 1) Characteristic of Bosch boilers- Organised by Savalan Group LLC
- 2) Adventures of Navien boilers – Organised by Euroclima LLC



# EXHIBITION PROGRAM

## GALA DINNER

On the opening day of the exhibition, October 22<sup>nd</sup>, was organized a gala dinner for the participants of the exhibition at the JW Marriott Absheron Hotel. The event was attended by more than 500 guests: exhibitors, officials, partners of Caspian Event Organizers and media representatives.



## EXHIBITION PROGRAM

In the second day of AQUATHERM BAKU 2019 "Daily News" Newspaper was published.

Daily News presents a unique opportunity for exhibiting companies and participants in absentia to more closely interact with customers, while reaching a wider audience to inform about the products and services both during and after the exhibition.





# SPECIAL CERTIFICATES

Special achievement certificates were awarded to participants for their creative approach to the design and decoration of exhibition stands. This has become a tradition initiated by the organisers. Winners of this year's achievement certificates are:



**The Best Product Presentation**

**AZGRAFT CONSTRUCTION LLC**



**The Most Active Work with Visitors**

**NTG PLASTIK SAN. VE TIC. A.S.**



**The Best Stand Design**

**TURK DEMIR DOKUM FABRIKALARI A.S.**



**The Best Customer Attraction**

**YUSI KO**



**The Best Service Presentation**

**ARTEL**



**The Best Performance**

**POLIMART LLC**



## SUPPORT



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## OFFICIAL HOTELS



## TRAVEL PARTNER



## STAND BUILDER



## DEVELOPED BY



## ORGANISER



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20 | 21 | 22 October 2021  
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Developed by



Organised by



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+994 55 224 1000

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[www.aquatherm.az](http://www.aquatherm.az)





20 | 21 | 22 October 2021  
Baku, Azerbaijan  
Baku Expo Center

## WHY EXHIBIT?

- ▶ The largest exhibition in construction sector in the Caucasus region

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- ▶ Access to new sales markets

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- ▶ Maximum market coverage in the shortest possible time - intensive meetings and talks with industry professionals and corporate clients

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- ▶ Exchange of experience with leading market participants

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- ▶ Building new business relationships, as well as strengthening relationships with existing customers and partners in terms of future business relationships

#AquathermBaku

