

MOLDΣXPO

MOLDENERGY

20th International specialized exhibition of
power-saving technologies, gas-supply, heating
and air conditioning systems

www.moldenergy.moldexpo.md

March 16 - 19, 2016

MOLDENERGY 2016

FINAL REPORT

MOLDENERGY, 20th edition



Organizer:

International specialized exhibition
MOLDEXPO SA



Official support :

Ministry of Economy of the
Republic of Moldova



Partners:

Smart House project:

iDomus Company S.R.L.



Business Networking Event:

Agency for Energy Efficiency





- ❖ **Moldenergy** - international specialized exhibition of power-saving technologies, gas-supply, heating and air conditioning systems.
- ❖ **Moldenergy** is the only exhibition in Moldova to contribute to the promotion of energy efficiency and reduction of energy dependence of all sectors of the economy.
- ❖ **Moldenergy** presents the market segments, creates conditions for communication between specialists, analyzes the issues of the industry and identifies ways for their resolution.



MOLDENERGY 2016

THE EXHIBITION IN FIGURES

Exhibition area, sq m

1294

Exhibitors (companies)

67

Visitors

7800

MOLDENERGY, 20th edition



EXHIBITORS: 67 companies from:



Republic of
Moldova **55**



Ukraine **7**



Romania **5**

EXHIBITION PROFILE:

POWER SYSTEMS 18.9 %



ELECTRICAL
ENGINEERING 12,2%



VENTILATION AND
CONDITIONING
7%



ECO TECHNOLOGIES
16,7%



THERMOENERGETICS
12,2%



CABLES AND
CONDUCTORS 5,6%



LIGHTING
6,7%



SERVICES FOR
BUSINESS 3,3 %



GAS DELIVERY
8,9%



INSULATION
MATERIALS 1,1%



SMART HOUSE
4,4%



MOLDENERGY, 20th edition

GOAL TO TAKE PART IN THE EXHIBITION	%
Assessing the market and the competition	37,5
Looking for new clients	80,0
Looking for new partners	47,5
Maintaining existing business contacts	45,0
Launching new products/services on the market	62,5
Strengthening the image of the company	52,5
Selling products/services	42,5
Identifying clients' preferences	37,5



Business program:

Seminars:

- Solid fuel boilers, fireplaces, stoves "TEPLODAR" (Russia)
- Solutions for smart home "My Home Legrand"
- MoREEFF Program – Energy efficiency financing opportunities for dwelling and building level projects
- Energy Efficiency: Resources - Regulations - Technologies

Projects:

- Project MoSEFF - Opportunities for financing energy efficiency measures with a grant component
- The latest energy-saving solutions in ventilation DAMVENT from the company DI & TRADE Engineering
- Altivar Process: The first variable-speed drive with integrated services!
- IDomus- presentation of a smart house



MOLDENERGY, 20th edition

The program CBC on Expo – creating business contacts:



“Business Networking Event”
was organized to establish
contacts between exhibitors.
The event was attended by **100**
participants.

Tools of the program:

- Catalog of novelties
- Positioning of the company online and offline
- Program “Professional visitor”, where 70 business meetings took place.

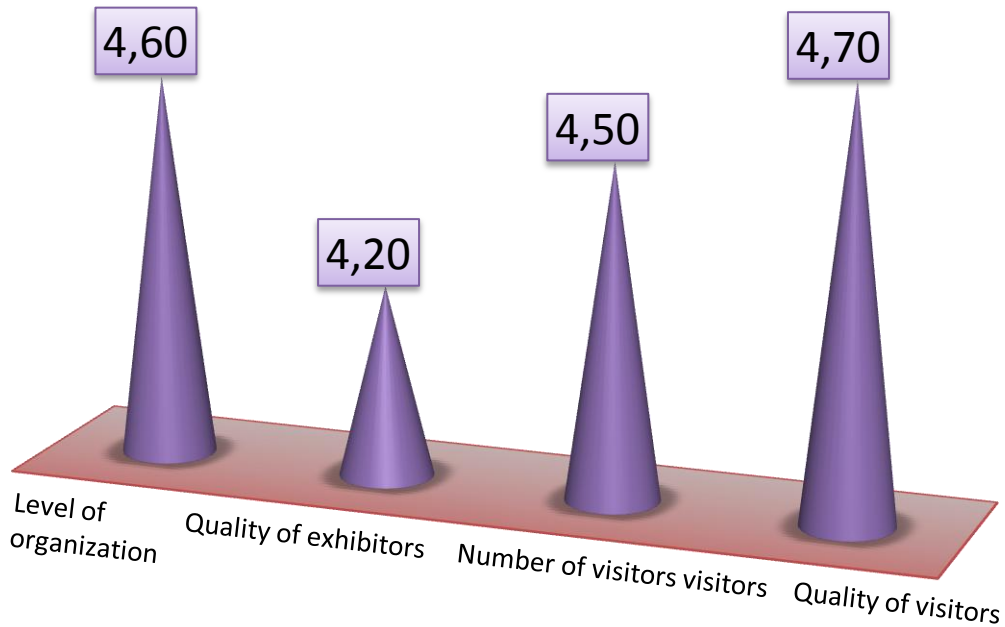


Level of organization

MOLDENERGY, 20th edition



Evaluation of the exhibition (on a scale from 1 to 5)



MOLDENERGY, 20th edition

VISITORS:

7800 visitors

90% out of them
professionals

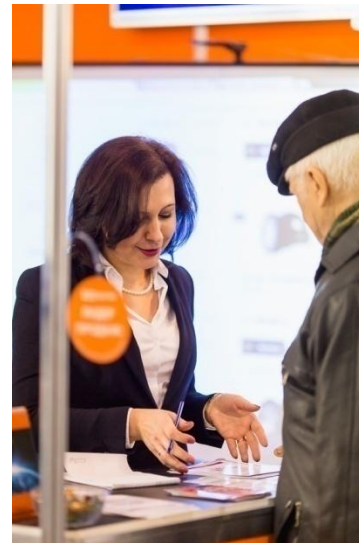
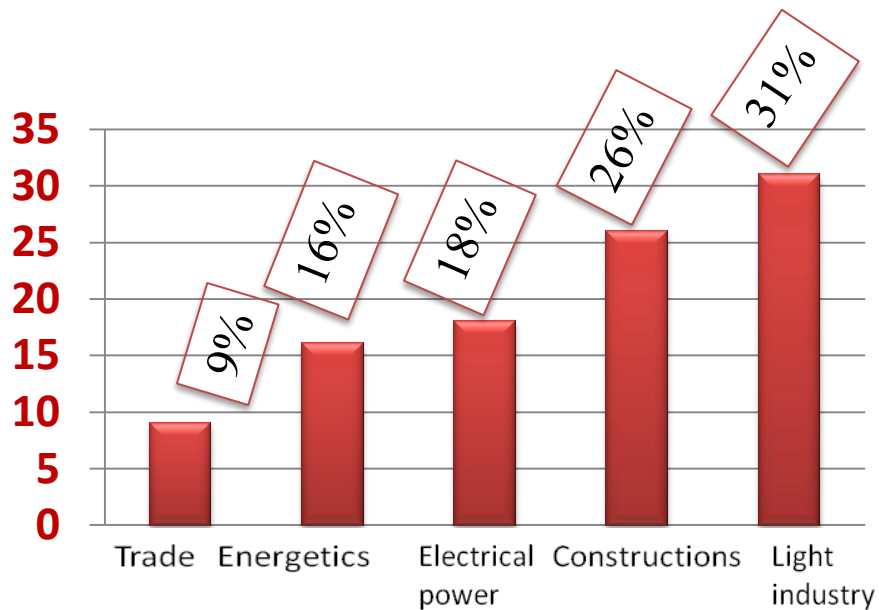


Vadim Țîntari, General Director "ALTBIOCOM" S.R.L.

"We decided to participate in the program for buyers, held during Moldenergy. As a result, we acquired the equipment we needed. Thanks to the organizers"

MOLDENERGY, 20th edition

Classification of visitors by field of activity :



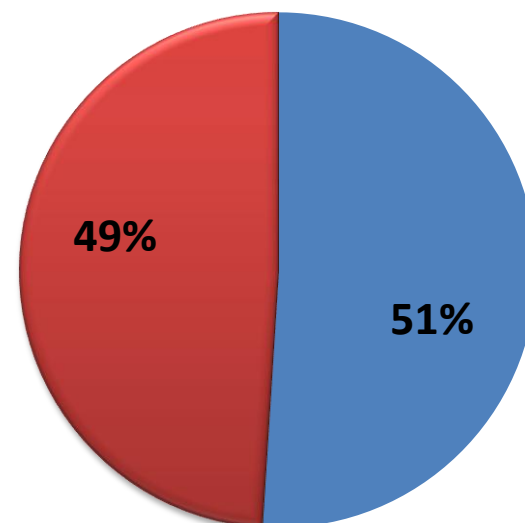
Visitors' job positions:

51% visitors on decision-making level

- general directors;
- top managers;
- administrators.

49% specialists in the field

- engineers;
- constructors
- electricians.

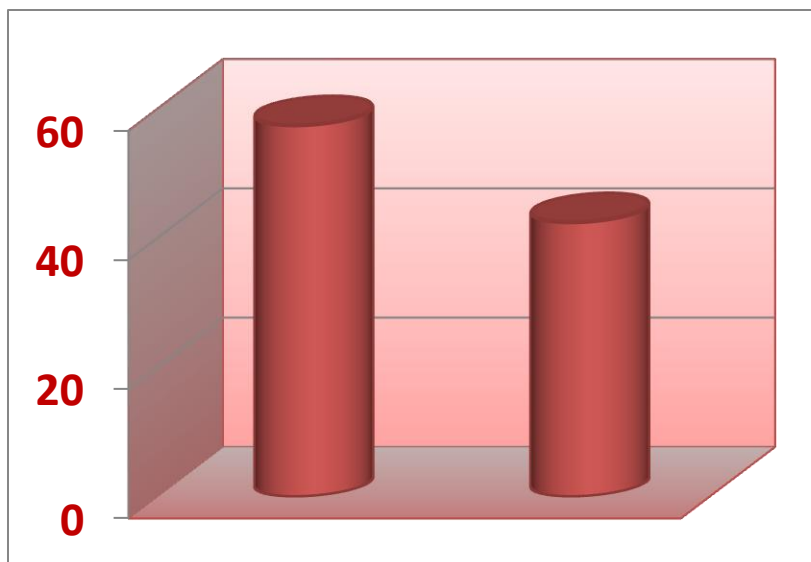


Olga Gorbuleac, Head of Logistics Department "CVADRO THERM" S.R.L.

"We are loyal participants of the exhibition. For us, the exhibition is a platform for presenting new products, establishing business contacts and developing our company. We had great success at the exhibition this year. The success is attributed to the innovations that were introduced recently. The Business Networking Event was especially helpful."

Evaluation of visitors' number and quality

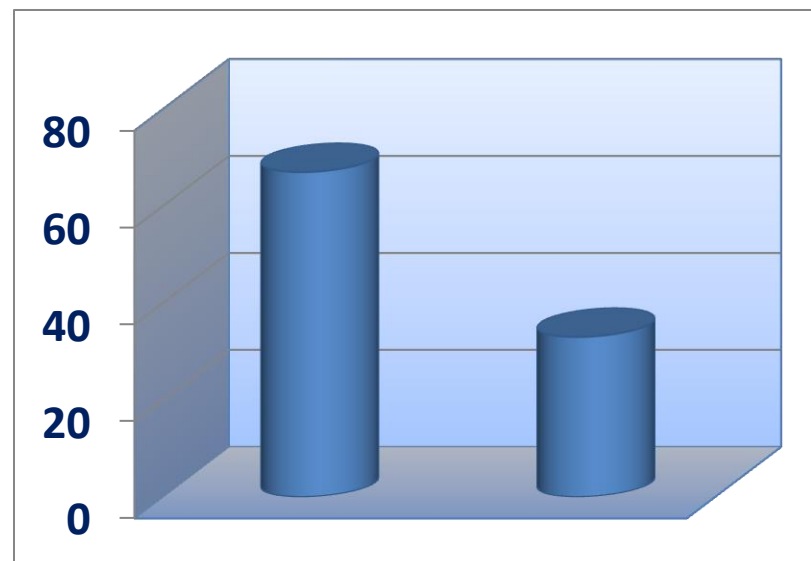
Assessment of visitors' number:



57,5% Very good and good

42,5% Satisfying

Assessment of visitors' quality:



67% Very good and good

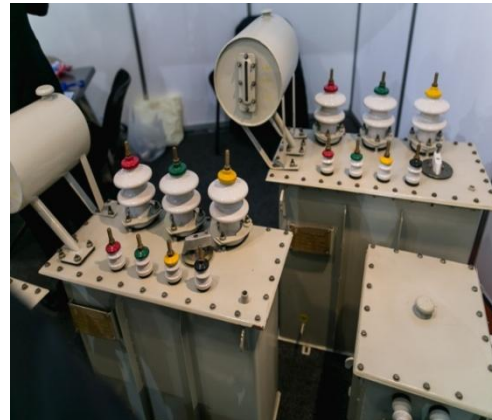
33% Satisfying

MOLDENERGY, 20th edition

Categories of required products / services:

36% Electrical equipment
26% Eco technologies
24% Insulation materials
23% Thermal equipment
20% Electrical equipment

18% Smart House systems
16% Gas supply facilities
12% Air conditioning equipment
3% Other products or services



Olga Oncea, Director “iDomus Company” S.R.L.

“We participate in the exhibition for the first time. We chose the Moldenergy exhibition to launch our new product. The results exceeded all our expectations. I participated in the creation of business contacts on CBC Expo. This year organizers placed our products on social networks and in a special catalog of new products.”

MOLDENERGY, 20th edition



FOR THE FIRST TIME EVER – THE PROJECT *SMART HOUSE*



The Smart House, presented by "iDomus Company", aroused a vivid interest among the visitors of Moldenergy exhibition.



The visitors were also intrigued by the project submitted by the company "Odescablu Moldova" - **My Home Legrand.**

MOLDENERGY, 20th edition

MAIN REASON FOR VISITING THE EXHIBITION:

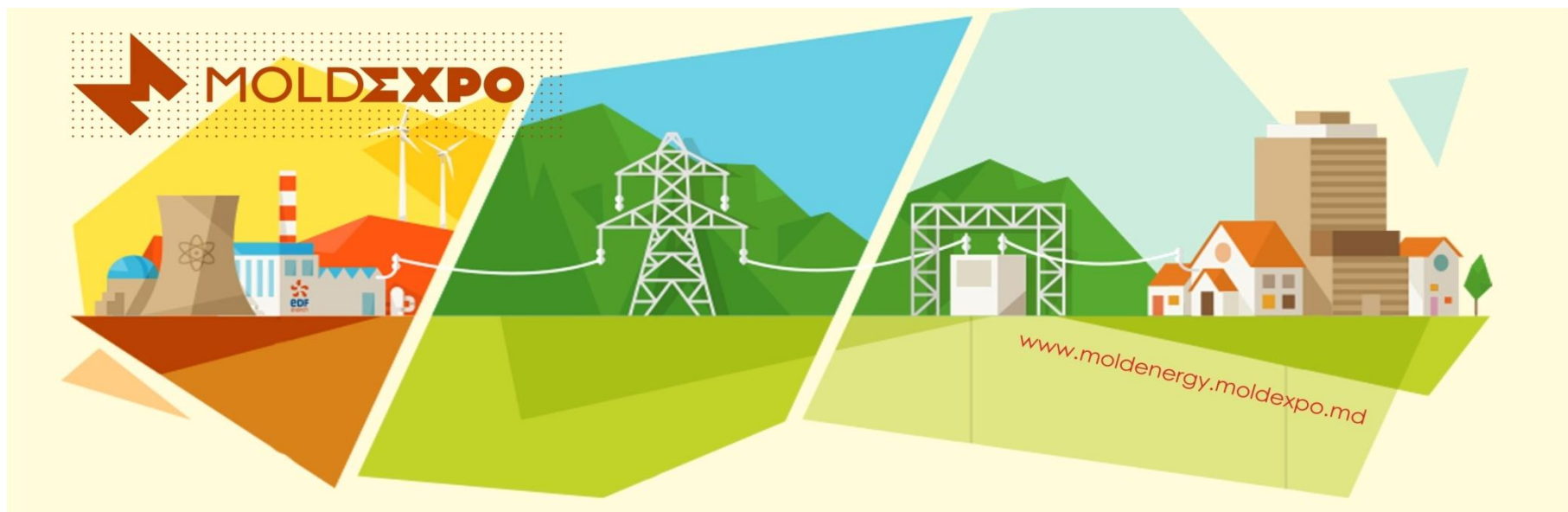
45% Looking for new suppliers ;
34% Meeting with business partners ;

15% Attend the business program ;
6% Wholesale purchases .



Veaceslav Pîslari, Director "GEOTHERMAL - AV" S.R.L.

"The results of the exhibition exceeded all our expectations. I obtained important contacts. We included the exhibition in the list of mandatory marketing activities for the coming year".



We invite you to take part in MoldEnergy 2017!



MOLDENERGY, 20th edition

Project coordinator:

Natalia IVANOV, ivanov@moldexpo.md; (373)22 81-04-07;

Manager :

Mihaela CIOBANU, mihaela@moldexpo.md; (373) 22 81-04-30;

Assistant managers:

Maria CAZACU, maria@moldexpo.md; (373) 22 81-04-08;

Alina ROTARI, rotari@moldexpo.md; (373) 22 81-04-05

Marketing manager :

Alina COVAȘ, Marketing2@moldexpo.md; (373) 22 81-04-45;

IEC "MOLDEXPO" S.A.

str. Ghiocilor 1 , Chișinău

Republic of Moldova

www.moldconstruct.moldexpo.md