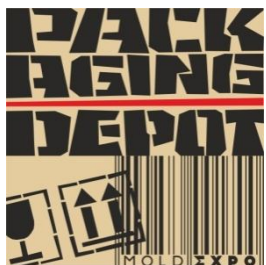




**20th International specialized
exhibition of packaging,
packing materials and
technologies for their
production**

May 20 – 23, 2015

Post-event report



PACKAGING. DEPOT 2015

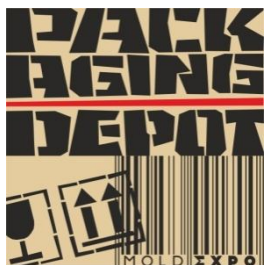
Organizer

IEC MOLDEXPO JSC

Official support

Ministry of Agriculture and Food Industry of the Republic Moldova

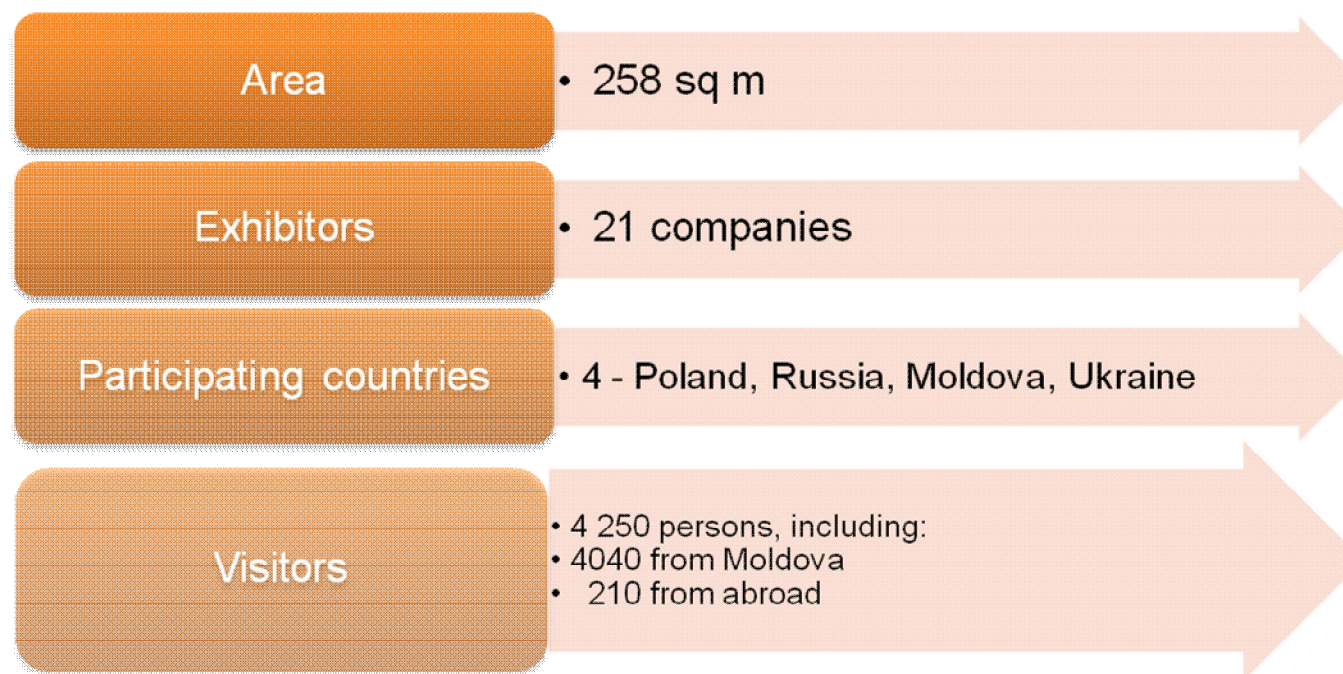




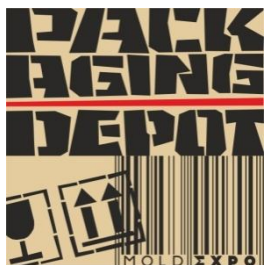
Exhibitors

PACKAGING. DEPOT 2015

Statistics of the exhibition



PACKAGING. DEPOT is the only in Moldova exhibition of packaging materials and equipment for their production. It is the perfect place for meeting with potential partners and organizing business negotiations between manufacturers and suppliers of technology, equipment, packaging and foodstuffs manufacturers.



Exhibitors

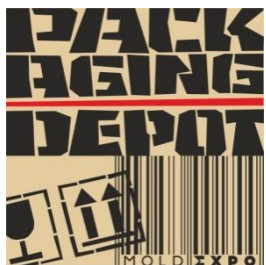
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Special events

- **Seminar: Opportunities offered by new certifications required in the food industry;**
- **Business meetings: The Moldovan-German cooperation network;**
- **Presentations of equipment;**
- **Consulting in the field of intellectual property**



In the business program of the exhibition took part 163 professionals.



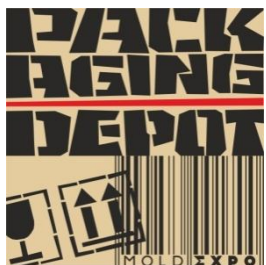
Exhibitors

PACKAGING. DEPOT 2015

Structure of exhibitors

Paper, cardboard, plastic polymer and metal packaging	38.09%
Packaging materials	28.57%
Labels and equipment for labels manufacture	19.05%
Packing machinery. Equipment for packaging manufacture	9.53%
Cash registers and weighing equipment	4.76%
Lifting-transporting equipment	2,21%



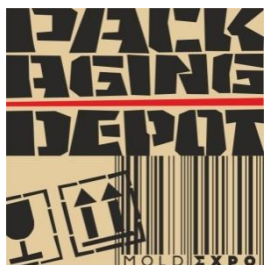


Exhibitors

PACKAGING. DEPOT 2015

Goals of participation



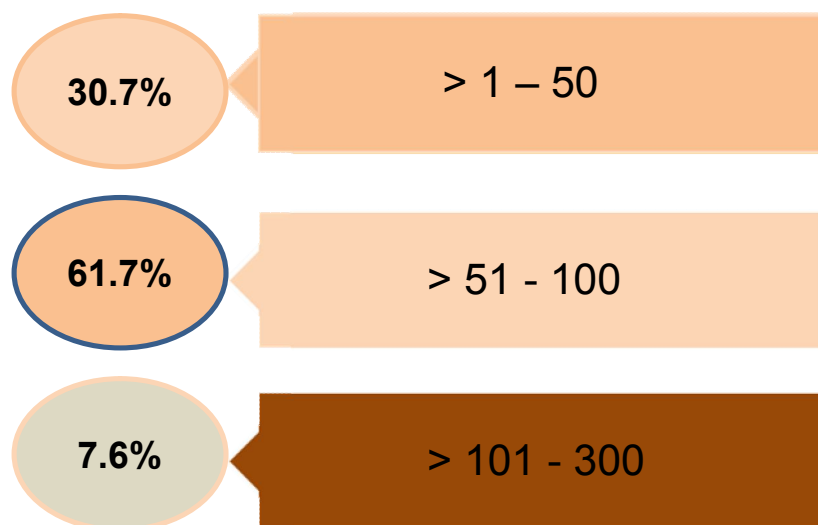


Exhibitors

PACKAGING. DEPOT 2015

Effectiveness of participation

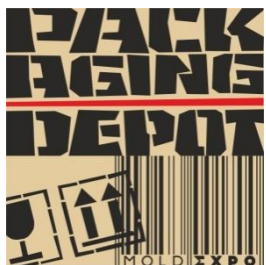
Number of contacts made at the exhibition



92 % of exhibitors achieved their goals

76% of exhibitors were satisfied with the number and quality of visitors

77% of exhibitors were satisfied with the 2015 edition of the exhibition



Exhibitors

PACKAGING. DEPOT 2015

Exhibitors' opinions

“I participated in the exhibition with a new product - a device for automatic labeling. We demonstrated the device in operation, I had discussions with potential customers, both in Moldova and abroad.”

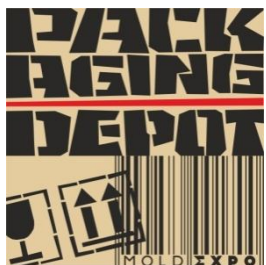
**Iurii Storoșenco, Head of Sales Department,
Imprimsistem, Moldova**

“For us the exhibition is a tool for expansion on the market. I participated in order to create a new distribution channel in Moldova and an output in the European market. We had important meetings and received interesting offers.”

**Dmitrii Lubeanichenko, Sales Director,
Техимпорт Капитал Групп, Ukraine**

“I participated in the exhibition in order to find partners in Moldova. We have achieved our objectives, the interest of Moldovan colleagues is encouraging for the development of future relations. We thank the organizers for a competent work and attention to each client.”

**Antoni Matlosz, Commercial director, Yanko,
Poland**



Visitors

PACKAGING. DEPOT 2015

Daily flow of visitors

- 16.96 % – May 20 – 721 persons
- 29.35 % – May 21 – 1247 persons
- 27.55 % – May 22 – 1171 persons
- 26.14 % – May 23 – 1111 persons



Frequency of visits

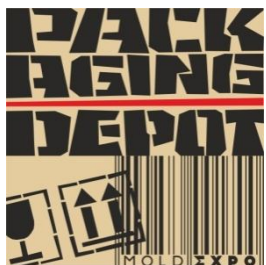
- 65.6% – loyal visitors
- 34.4% – new visitors

Exhibitor



“Our target audience are bakers and caterers. We had meetings with foodstuffs manufacturers from Moldova, Romania and Turkey. The interest in our products is sufficiently big to expect good results.”

Rostislav Lazarenco, Head of Sales Department, Ilvi-Pac, Moldova



Visitors

PACKAGING. DEPOT 2015

Geography of visitors

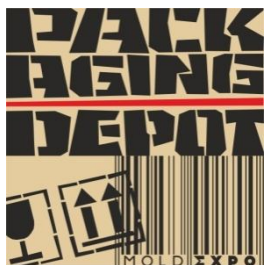
62.48% – Chişinău

32.57% – Districts (Anenii Noi, Bălţi, Bender, Cantemir, Călăraşi, Cauşeni, Criuleni, Donduşeni, Edineţ, Hînceşti, Ialoveni, Leova, Nisporeni, Orhei, Rezina, Rîşcani, Sîngerei, Soroca, Străşeni, Ştefan Vodă, Teleneşti, Tiraspol, Ungheni, UTA Găgăuzia)

4.95 % – from abroad (Belarus, France, Germany, Italy, Lithuania, United Kingdom, Poland, Russia, Romania, Serbia, USA, Turkey, Ukraine)



75% of attendees are professional visitors



Visitors

PACKAGING. DEPOT 2015

What the visitors were interested in:

- 37.73%** – Packing materials
- 36.82%** – Equipment for packaging manufacture
- 35.74%** – Labels manufacture
- 17.06%** – Packing equipment and lines
- 14.7%** – Cash registers and weighing equipment
- 10.47%** – Lifting-transporting equipment

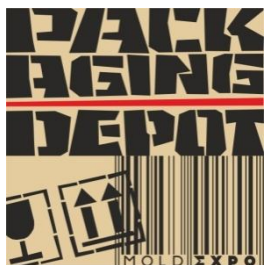


* Data based on the survey of a sample of 300 professional visitors

Exhibitor

“The exhibition gives us the opportunity to present our products and to penetrate the market of Moldova. Despite the difficult economic environment, we decided to participate and we don't regret. We had a series of important and productive meetings.”

Maxim Gorbac, ООО Гласс Рейн Компани, Russia



Visitors

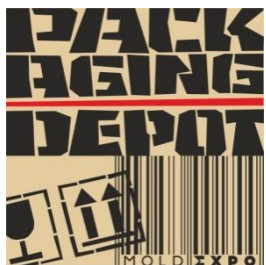
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Classification by job position

- 31.86%** – Directors and heads of departments
- 41.15%** – Managers (engineers, administrators, accountants, distributors etc.)
- 26.99%** – Specialists (merchandisers, technologists, consultants etc.)



PACKAGING.DEPOT is the sole in Moldova exhibition which showcases the complex process of manufacturing the packaging for foodstuffs and raw materials for their production.



Visitors

PACKAGING. DEPOT 2015

Reason for visiting

- 51.47%** – Looking for new suppliers
- 41.75%** – Purchasing products
- 35.66%** – Business meetings with partners
- 19.48%** – taking part in the business program
- 3.67%** – Other

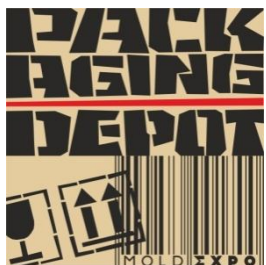


* Data based on the survey of a sample of 300 professional visitors;

Visitor

“We have a small bakery. We visit the exhibition every year to learn about new equipment and technology. This year we were looking for suitable packaging for our products. We held negotiations with representatives of packaging companies, some of the offers were interesting. We thank the organizers for a quality event.”

Ecaterina Adăscaliță, Director Adăscaliță II, Cantemir, Moldova



Visitors

PACKAGING. DEPOT 2015

Professional Visitor Program

At the exhibition a new matchmaking service was launched – the **Professional Visitor Program**.

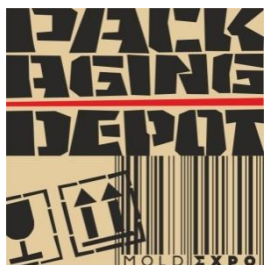
15 companies took part in the program; 35 business meetings were organized.



Visitor

“I loved the exhibition, especially the professional visitor program that helped me initiate contacts with international companies, especially with a company in Poland. We are negotiating now for a fruitful collaboration in the future.”

Verdeș Eugen, Director, Verdes-Invest PMI, Moldova



PACKAGING DEPOT 2015

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PACKAGING. DEPOT 2015



The team of Packaging. Depot

Welcome to Packaging. Depot 2016!