

Central Poland's International
Building & Interiors Exhibition

WARSAW BUILD 2014

18 - 20 September 2014
Expo XXI | Warsaw | Poland

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**Build your business
in Poland's building
& interiors market**

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www.warsawbuild.pl

Why Warsaw?



Warsaw is in the Mazovian region of Poland, it is the country's largest city and capital. As one of the biggest financial and economic centres in Central & Eastern Europe, it has a GDP per capita that is 3 times higher than the country average – providing investors with a substantial consumer market.



MAZOVIAN REGION – Poland's top region in terms of economic development and business activities.

- 1 The most populated and largest region in Poland
- 2 The fastest growing region with the best investment climate
- 3 The region with the most amount of export and import
- 4 Mazovia generates 20% of the total income of Poland
- 5 Warsaw is a gateway between Southern Europe and the countries surrounding the Baltic Sea
- 6 Poland will receive over EUR 70 billion of EU funding between 2014- 2020

Connecting your business to Poland's Building & Interiors Market

Warsaw Build is the only international B2B building and interior exhibition in Central Poland which gathers together thousands of industry professionals from the building, interior and construction industries. It provides a unique platform for companies looking to enter and further develop in the Polish market, by offering invaluable opportunities to meet with industry specialists and present their company products to a targeted audience.

Warsaw Build helps exhibitors to:

- Introduce their brand to the Polish market
- Present products or service innovations to industry specialists
- Meet new clients and leading manufacturers
- Build on existing relationships and set the stage for future business links





88% of visitors were decision makers

66% exhibitors established important business contacts during the exhibition

33% exhibitors signed business contracts during the fair

96% of exhibitors were satisfied with the services provided by the organiser

EVENT IN FOCUS | SECTORS



Building & Construction section:

- Building Materials and Equipment
- Roofing Materials and Technologies
- Building Chemicals
- Cottage Construction
- Construction Tools
- Heating & Ventilation



Windows & Doors section:

- Window Technologies
- Glass Technologies
- Aluminium Technologies
- Doors & Locks
- Gates & Automatics
- Shading & Air Systems
- Facades & Architecture



Interiors & Design section:

- Interiors & Design
- Finishing Materials
- Paints & Coatings
- Flooring
- Lighting
- Stairs
- Decorative Textile
- Ceramics & Stone
- Bathrooms



Warsaw Build Facts & Figures (2013)

Year established: 2013

Frequency: annual

Exhibition area: 2,052 sqm

Exhibitors: 61 from 11 countries

Countries represented: Belgium, Germany, Czech Republic, Hungary, Italy, Lithuania, Macedonia, Malta, Mongolia, Poland and Spain

Visitors: 2,000 professional visitors



Visitor Profile

- Construction Companies
- Wholesale and Retail Buyers
- Design Institutes
- Real-Estate Developer
- Architecture Studios
- Landscape Bureau
- Owner/Managing Company
- Installation and Renovation Teams
- Government Representatives



TESTIMONIALS

"It's our debut as an international company in the Polish market. We had the opportunity to meet our business partners in person. Thanks to the exhibition we also acquired new business contacts which will definitely result in new contracts."

Mateusz Kubicki, Country Manager Poland, Idencom Germany

"We were aware that it was the first edition of the trade fair. The atmosphere was very friendly and it suited us well. The number of business contacts we made definitely exceeded our expectations and we will certainly come next year."

Artur Skucha, Kompotherm

"We liked it. There were a lot of quality visitors. We were looking for business partners, distributors, architects. And we found them here. Thanks to the exhibition, we gained a lot of new contacts. Our product attracts interest. We already achieved full return on our investment in this exhibition, so we are satisfied."

Sebastian Nowak, Manufacturer of LED lighting products, Duolux S.C.

"Top-notch organization and great atmosphere. The team took good care of us. We gained a lot of new contacts; we already reached preliminary agreements. We are gaining a foothold in the Polish market. This Warsaw exhibition is our first one in Poland"

Ewa Krzywda, Heatroll

"We acquired a lot of new business contacts which will certainly result in new projects for our industry. We presented our offer to many companies and signed co-operation agreements with some of them. We made contacts not only with Polish, but also with foreign partners"

Beata Kulesa, Broker for the project "Malopolskie Centrum Budownictwa Energooszczednego"



Exhibition Support

- The Institute of Ceramics and Building Materials
- Polish Association of Construction Industry Employers
- ASM Market Research and Analysis Centre Ltd.
- Polish Windows and Doors Installers Association
- Polish Windows and Doors Association
- Foreign Investors Chamber of Industry and Commerce in Poland
- Polish Roofing Association
- Confederation of Construction and Real Estate
- Joinery Fitters Association
- Polish Polystyrene Manufacturers Association
- Association for ETICS
- Wood Technology Institute
- Polish Association of Tillers
- Creative Poland
- Polish Craft Association
- Polish-Chinese Chamber of Commerce



ORGANISERS



LENTEWENC

Lentewenc LLC is part of ITE Group plc, our core business activity is to organise B2B exhibitions for the Building & Construction, Transport & Logistics, Healthcare and Food Industries in the Polish market.

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Established in 1991, ITE Group plc is a leading organiser of international trade exhibitions and conferences. The company has 30 offices in 17 countries and organises over 230 exhibitions and conferences each year, many of which have become market leading events.



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