

Post-Show Report



WARSAW BUILD 2013



INTERIORS & DESIGN WARSAW 2013



WINDOWS & DOORS WARSAW 2013

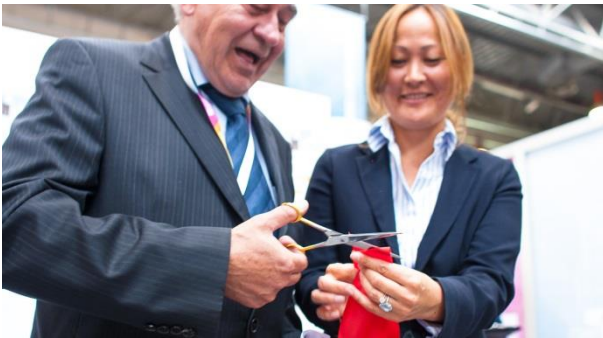
10–12 SEPTEMBER 2013

EXPO XXI, Warsaw, Poland

1st Warsaw International **Building Materials & Equipment** Exhibition

1st Warsaw International **Interiors & Design** Exhibition

1st Warsaw International **Windows & Doors** Technology Exhibition



On Tuesday, 10th September the 1st edition of **Warsaw Build 2013 International Building Materials and Equipment Exhibition, Windows & Doors Warsaw 2013 Exhibition and Interiors & Design Warsaw 2013 Exhibition** was officially inaugurated. The exhibitions were held at the Warsaw International Expocentre EXPO XXI at 12/14 Ignacego Pradzynskiego Street.

The exhibition is supported by reputable trade associations and organizations:

- 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 LLC (a part of ITE Group). Our core business activity spans through strategic for Polish economy industries, such as Building & Construction, Transport & Logistics, Healthcare and Food Industry. Lentewenc LLC, through the organization of B2B events, brings completely new and innovative quality to Polish market.



ITE Group plc. Established in 1991, ITE is a leading organiser of international trade exhibitions and conferences. The company has 27 offices in 19 countries. ITE organises over 200 exhibitions and conferences each year, many of which have become market leaders.

IN ASSOCIATION WITH:



MEDIA SUPPORT



SECTIONS



Warsaw Build

- building materials
- building chemicals
- construction tools
- construction equipment

Interiors & Design

- interiors and design
- decorative textile
- flooring
- stairs & banisters
- interior finishes
- paints & coating

Windows & Doors

- window technologies
- glass technologies
- aluminum technologies
- gates and automatics
- doors and locks
- shading & air systems



HIGHLIGHTS OF THE EXHIBITION:

- FENESTRATION LEADERS GALA
- 2ND EDITION OF INSTALLERS PICNIC
- MASOVIAN TILE COMPETITION
- SHOWS BY THE COMPETENT PROFESSIONALS OF ATLAS
- ROOFING TRADE SHOWS



FENESTRATION LEADERS GALA

This year's edition of Fenestration Leaders Gala gather **over 100 directors, managers and decision makers** from the top companies of fenestration market. Like each year, purpose of the Fenestration Leaders Gala was to award companies with the best selling rankings; this edition was dedicated to the year 2012.

Moreover, Gala gather over **20 representatives from top developer companies**, who received "Green Window" Certificate given by 'Eco in' company for the Hg free investments.



GALA ORGANISERS:



WITH THE SUPPORT OF:



Awards given by Business Analysis Centre and "Forum Branżowe" magazine – Gala organisers – among others went to **DRUTEX company**, which confirmed its position on the market.



2nd EDITION OF INSTALLERS PICNIC

Installers Picnic is an event where specialists from this sector present the newest installation techniques in the fenestration market. Picnic was organized by Polish Windows & Doors Installers Association, and **this year's edition gather over 300 installers.**



MASOVIAN TILE COMPETITION

Masovian Tile Competition (II round). 11 of September was the day where best tillers presented their skills in a competition for the champion title.

Best of the best were chosen by the commission made of:

- an architect
- expert
- master tiller
- sponsors

I place: **Vlodymyr Stelmashchuk**

II place: **Marcin Wojciechowski**

III place: **Grzegorz Pyzowki**

ORGANISERS:



SHOWS BY THE COMPETENT PROFESSIONALS OF ATLAS

Presentation of professional construction chemicals, the promotion of new version of the Portal AtlasFachowca.pl, instructional shows of Authorized Toolbox ATLAS was dedicated to potential customers and users of products - investors, architects, contractors.

Representatives of the ATLAS company also participated in the discussion forum speeches and presentations during the fairs. Krzysztof Szyszko presented "House of Dreams" - a novelty among the tools offered on the atlas.com.pl, 5000 application offering building solutions foundations, walls, floors, facades, balconies, terraces on the example of the completed project to a single family house.



CONTEST

During the first day of exhibition, in the Belvedere Restaurant organisers of the first edition of Warsaw Build, Interiors & Design Warsaw and Windows & Doors Warsaw awarded from over 50 exhibitors the following:

- Gold Medal of the Warsaw Build 2013 Exhibition
winner: **Kompozitor Ltd**
- Gold Medal of the Interiors & Design Warsaw 2013 Exhibition
winner: **DUOLUX**
- Gold Medal of the Windows & Doors Tech Warsaw 2103 Exhibition
winner: **PUMAR -1 sp.j.**
- The best design and arrangement of the stand 2013
winner: **Inter-Bis Joanna Wolak**
- Exhibition Debut – the Polish company 2013
winner: **BALTEAM S.C.**
- Exhibition Debut – the foreign company 2013
winner: **IDENCOM GmbH**
- Gold Medal for the Industry Media 2013
winner: **MURATOR S.A.**



MORE THAN 2'000 VISITORS



Poland

Middle Europe

East Europe

North Europe

Other

The event was visited by over two thousand professionals from the construction and interior finishing sectors.

10% foreign visitors

Exhibition was visited by guests from i.e. Italy, Spain, Germany, Belgium, Malta, Hungary, Czech Rep. and Latvia.

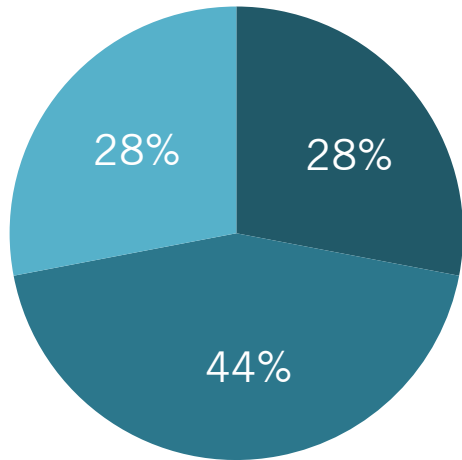
35 Countries

Australia	Estonia	Italy	Norway	Serbia
Austria	Finland	Japan	Peru	Slovenia
Belarus	France	Latvia	Poland	Spain
Belgium	Germany	Libya	Portugal	Sweden
Bulgaria	Great Britain	Lithuania	Romania	Turkey
Czech Republic	Hungary	Netherlands	Russia	Ukraine
Denmark	Ireland	Nigeria	Rwanda	Yemen

61% of the participants were satisfied with the level of competency of the visitors



Distribution of participants by **THEMES**:

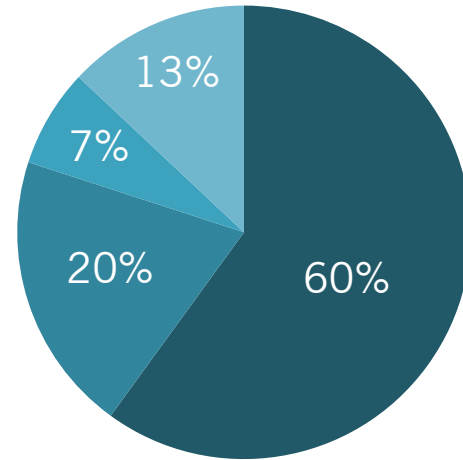


Warsaw Build

Interiors & Design Warsaw

Windows & Doors Warsaw

Distribution of participants by the **size of their companies**:



1-10 Employee

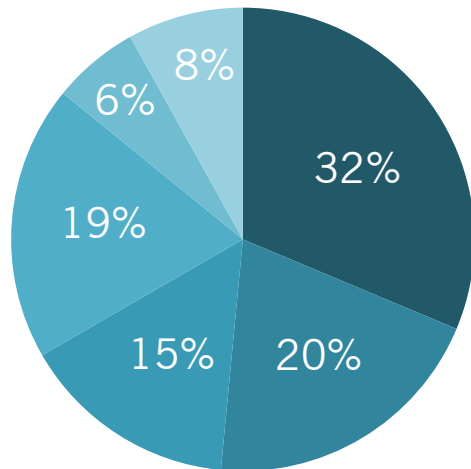
11-50 Employee

51-100 Employee

>100 Employee

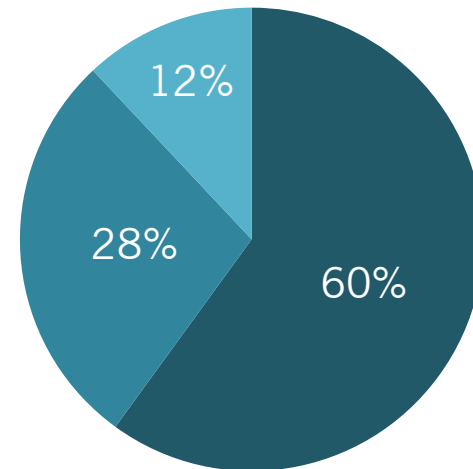
VISITORS STATISTICS

Visitors breakdown by **position in the company**:



Owner/CEO Deputy CEO Manager Specialist

Employee Media Other

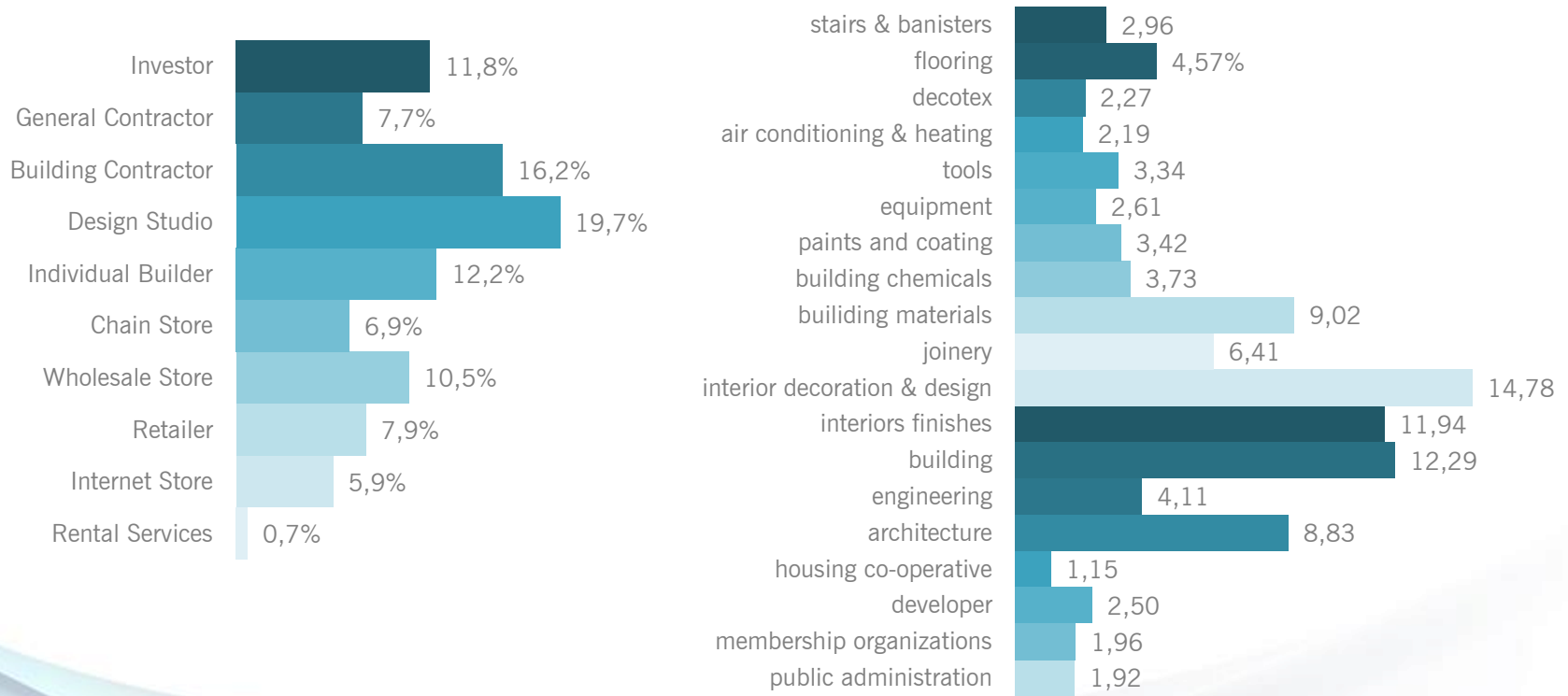


I take decisions I influence decisions

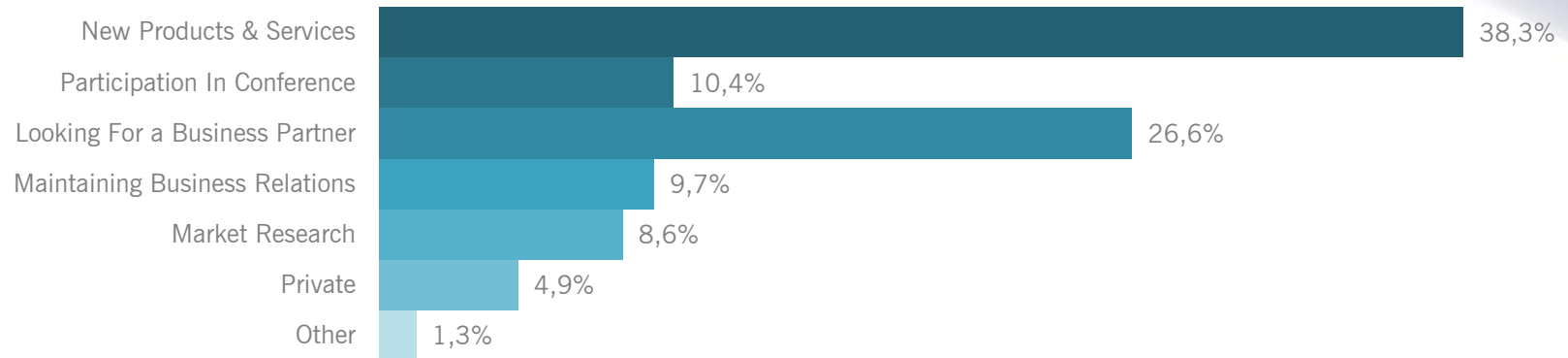
I do not influence decisions

VISITORS STATISTICS

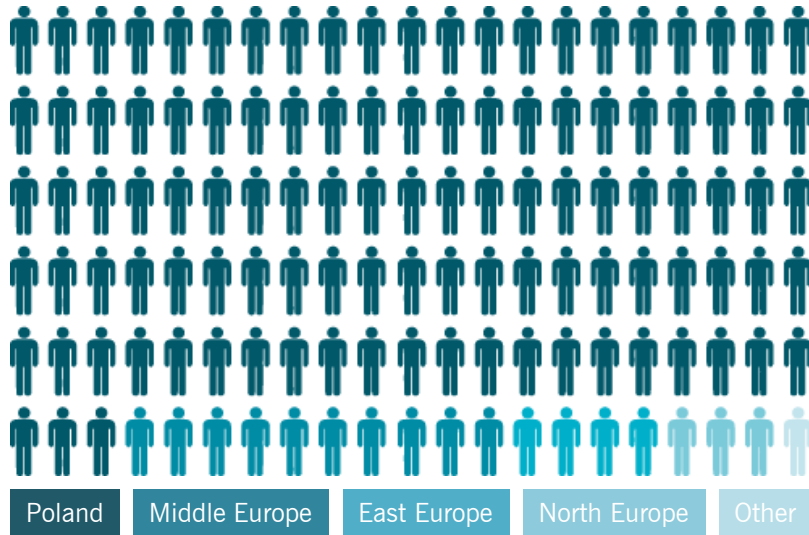
Visitors breakdown by **type of activity**:



GOALS OF ATTENDING THE EXHIBITION



61 exhibitors



20% foreign exhibitors

33% exhibitors signed business contracts during the fair

66% exhibitors established important business contacts during the exhibition

11 Countries

Belgium
Germany

Czech Republic

Hungary
Italy

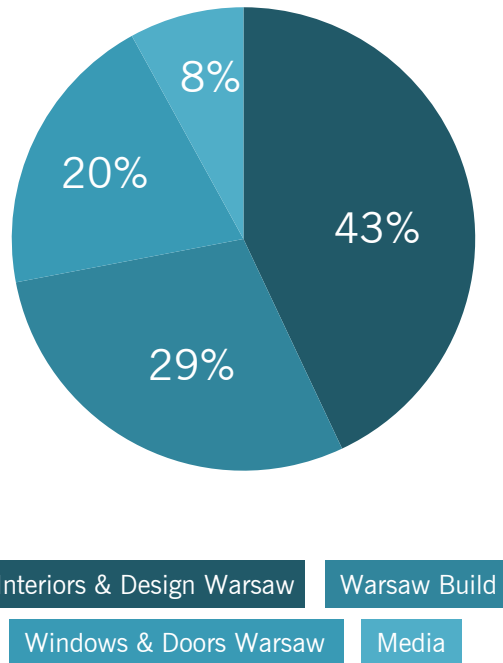
Lithuania
Macedonia

Malta
Mongolia

Poland
Spain

exhibitors

Distribution of exhibitors by **SECTIONS**:



The event was supported by over **50** trade media

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



EXHIBITOR TESTIMONIALS



MATEUSZ KUBICKI

COUNTRY MANAGER POLAND
IDENCOM GERMANY GMBH

„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.”



BEATA KULESSA

BROKER FOR THE PROJECT "MAŁOPOLSKIE CENTRUM
BUDOWNICTWA ENERGOOSZCZĘDNEGO"

„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.”



ARTUR SKUCHA

KOMPOTHERM

„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.”

EXHIBITOR TESTIMONIALS



Materiały uszczelniające • Kleje



SEBASTIAN JANIAK
OTTO CHEMIE

„We are satisfied because we made some real-life business contacts. We gained a lot of contacts and something good will certainly come of it. This is our first exhibition in Poland. We entered the Polish market last year. Eighty per cent of discussion were of professional nature and they were very promising.”



SEBASTIAN NOWAK
MANUFACTURER OF LED LIGHTING PRODUCTS
DUOLUX S.C.

„We liked it. There were mainly start-up companies. A lot of contacts, and not random ones. We are looking for business partners, distributors, architects. And we found them here. Thanks to the exhibition, we gained a lot of new contacts. This product attracts interest. There were no random people. We already achieved full return on our investment in this exhibition, so we are satisfied.”



EWA KRZYWDA
HEATROLL

„Top-notch organization and great atmosphere. The team took care of us outside “working hours”. 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.”

SEE YOU NEXT YEAR!

WARSAW BUILD 2014

WARSAW INTERNATIONAL BUILDING MATERIALS & EQUIPMENT EXHIBITION

INTERIORS & DESIGN WARSAW 2014

WARSAW INTERNATIONAL INTERIORS & DESIGN EXHIBITION

WINDOWS & DOORS WARSAW 2014

WARSAW INTERNATIONAL WINDOWS & DOORS TECHNOLOGY EXHIBITION

18-20 September

EXPO XXI Warsaw

warsawbuild.pl

