ELEKTRO
26th International Exhibition for Electrical Equipment, Lighting Engineering, Building Automation
17–20 APRIL 2017
www.elektro-expo.ru/en

Organized by
EXPOCENTRE MOSCOW
Russia’s Market of Electrical Equipment

GROWING DEMAND

TOP PRIORITY SECTOR: worth 300 billion USD as per 2016 estimate

BROAD OPPORTUNITIES FOR INTERNATIONAL MANUFACTURERS

Russian Ministry of Energy reports outdated electrical equipment exceeds 60%

STATE SUPPORT

Russian Industry Development Fund grants credits to upgrade production facilities. 2016 saw applications thereof exceeding 47 million USD

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Elektro: Effective Platform to Network with Authorities

Since 1972

Reputable event
45 years of bringing together manufacturers, suppliers and consumers of electrical equipment

International recognition
Approved by the Global Association of the Exhibition Industry UFI and the Russian Union of Exhibitions and Fairs RUEF

Russia’s number one Electrical Engineering trade show – winner in all nominations

Largest trade show in Russia
All global trends, industry leaders and professional attendees

Diversified supported activities
Discussions on top industry issues of the day with state officials, business community and experts

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Elektro 2016

330 Exhibitors

15,356 Sq m

11,670 Visitors

21 Countries

4 National pavilions

China
Germany
Russia
Spain

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Elektro 2017
Product Sectors

Electric power Industry
Electrical equipment
Cables. Wires. Fittings
Building automation
Lighting engineering
Energy saving and innovations

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Elektro Participants – Market Leaders

GOALS*

39% enter new markets

96% increase sales

99% search for new customers

Over 75% achieve goals

*Source: Russian Public Opinion Research Center 2016

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Selected Professional Audience

64% regulars
89% would encourage associates to attend Elektro

43% search for new suppliers

**JOB TITLES**

- Manager: 21%
- Top executive: 3%
- Engineer / developer: 6%
- Chief power engineer / chief engineer: 20%
- Building designer: 29%
- Other: 11%

**COMPANY PROFILE**

- Electrical installation company: 23%
- Engineering / design company: 16%
- Energy provider: 15%
- Industrial enterprise: 14%
- Construction company / developer: 11%
- Federal energy retailer: 11%
- Management company / grid operator: 18%
- Supervisory control: 6%
- Other: 5%

*Source: Russian Public Opinion Research Center 2016*
<table>
<thead>
<tr>
<th>Industry Sector</th>
<th>Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oil and gas sector</td>
<td>Gazpromneft-Angara OOO, NPK LEPSE Neftemash OOO, Gazprom Gaznadzor OOO, Gazprom Bureniye OOO, Gazprom Energo OOO, Gazprom Avtomatizatsiya PAO, Gazprom Gazenergoset OAO, Surgutneftegas OAO, Sib Group PAO...</td>
</tr>
<tr>
<td>Electric power industry</td>
<td>Lukoil-Energoseti OOO, Bashkirenergo OOO, Institute Energosetproject OAO, Belenergomash-BZEM OOO, Belgorodenergo OAO, Rosenergoschit OOO, NPO Energomash, Energomashservis OOO, SK Tranzit-Energo OOO, Rossvetenergo OOO, PKF Energosnab OOO, Promenergosstroi ZAO, EnergoPribor Mash OOO, ABB Automation and Power Technologies OOO, AtomEnergoinvest OOO, BaltEnergomash OOO, Energomasexport Corporation OOO, Energocontract Group ZAO, Autonomous Power Systems OOO (Energoholding), Oboronenergo OAO, Kurchatov Institute, MOESK PAO, Mosoblenergo OAO, Lenenergo OAO...</td>
</tr>
<tr>
<td>Transportation</td>
<td>Mosgortrans SUE, Moscow Metro SUE, Moszheldorproject - a branch of Roszheldorproject AO, KAMAZ Innovation Centre OOO, Russian Helicopters AO, RZD OAO, TransEnergoMash OOO, GIPRONII AVIAPROM OAO, Ulan-Ude Aviation Plant OAO, Aerospace Technologies ZAO, Volkswagen Group Rus, Aeroflot PAO...</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>SKO Saranskkabel-Optika, Technomash Central Scientific Research Institute of Technology AO, EKF Group, EKTA OOO, IEK Group, Raspletin NPO Almaz PAO, ITTs Gorenegroservis OOO, Tsentroelektronaladka OAO, Tulaelektroprivod ZAO, KubanElectroSchit OOO, Chelyabinsk Pipe-Rolling Plant (ChelPipe), Lyubertsy Zavod Montazhvometamka AO, PO Sevmash OAO, Rostovskaya Promyshlennaya Kompaniya OOO...</td>
</tr>
<tr>
<td>Construction</td>
<td>MORTON Group, Urban Group, Restoration and Construction Company “Arkhitekturnoye Naslediye” OOO, Rimax Design Bureau OOO, Kubano-Chernomorskaya Upravlyayushchaya Kompaniya OOO, SMU-122 OAO, SMU Telemontazh OOO, SMU-162 Transzhstroy AO, StroySnab OOO, Mastehstroy, SY-22 Group, GlavStroyProject OOO, SenezhProjectStroy...</td>
</tr>
<tr>
<td>Banks</td>
<td>VTB 24 Bank, VTB Capital, Sberbank-Technologii OAO (SberTech), Alfa-Bank AO, Russian Standard Bank AO, Joint-Stock Commercial Interregional Fuel and Energy Bank Mezhtopenergbank PAO, SDM-Bank PAO...</td>
</tr>
</tbody>
</table>

* According to visitor registration

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Expocentre Key Performance Indicators 2015

Expocentre – a leading organizer of major international trade shows in Russia and Eastern Europe

- **85** Trade shows
- **24,972** Exhibitors
- **1,305,000** Professional visitors
- **108** Countries
- **502,900** net sq m

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45 YEARS OF BRINGING TOGETHER RUSSIAN & INTERNATIONAL PRODUCERS AND SUPPLIERS OF ELECTRICAL EQUIPMENT

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