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**Closing Report**

**NEFTEGAZ 2018: Most Important Meeting Point for the Russian Oil and Gas Industries closed with Good Results**

NEFTEGAZ is the key event for the Russian oil and gas industries: this was also impressively confirmed by the 40<sup>th</sup> edition of the No.1 trade fair with its 556 exhibitors from 27 nations. From 16 to 19 April to the tune of 22,550 international trade visitors came to Moscow to find out about the latest developments in equipment for the crude oil and gas industries. The exhibitors at NEFTEGAZ 2018 voiced their satisfaction with the lively exchange with the expert audience at their stands and reported of numerous closed deals.

“We are proud that the Messe Düsseldorf Group and our local partner ZAO EXPOCENTR can look back on a 40-year success story of NEFTEGAZ this year. Despite the difficult climate regarding economic policy, the stable exhibitor and visitor numbers show that NEFTEGAZ is among the top-ten events worldwide for experts in the oil and gas industries, explained Werner Matthias Dornscheidt, President & CEO at Messe Düsseldorf.

On all four days of the trade fair a comprehensive product portfolio was presented on 31.791 square metres of gross exhibition space. At many stands the trend themes not only included the latest technologies for tapping into oil and gas deposits but also the future of the raw materials industry all the way down to modern environmental monitoring systems and an orientation towards industrial methods. The most important national companies in the industry such as Pipe Metallurgical Company-TMK, Tatneft, TOTAL VOSTOK and Transneft met with major international vendors such as ABB, JUMO GmbH & Co. KG, Kanex-Krohne Anlagen Export GmbH, Kerui Group, Hebei GN Solids Control Co. Ltd., MTU Friedrichshafen, R&B Industrial Supply Company, Rockwell Automation, VEGA Grieshaber KG, Yantai Jereh Petroleum Equipment & Technologies



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U78, U79: Messe Ost/Stockumer Kirchstr.  
Bus 722: Messe-Center Verwaltung

Co. Ltd. or Yokogawa Electric at NEFTEGAZ 2018. Many exhibitors already announced their participation in NEFTEGAZ 2019.

On behalf of other exhibitors, Danila Khrychev, Head of Compressor Sales and LNG Technologies at Jereh Global (China), looked back positively on the trade fair: “Jereh Global has been taking part in NEFTEGAZ for over ten years. For us NEFTEGAZ is a great opportunity to promote the company business and to find new customers and partners. The impressions of the trade fair are only positive. (...) Next year we plan to participate again.”

International exhibitors expect NEFTEGAZ to produce good business leads as well as contacts with Russian partners to be able to face the challenges of the Russian market. Alexander Teplyakov, Design Institutes Liaison Specialist at KROHNE Engineering (Germany), feels these expectations were fulfilled: “For our company participation in NEFTEGAZ is a good tradition that we plan to develop and support. Every year we make meticulous preparations for the event. The purpose of our participation is to show equipment and familiarise trade visitors with our company’s new products. Of course, it is also important for us to hold meetings and talks with existing clients and partners. (...) It is worth noting that there are a lot more visitors at our stand compared to last year. Next year we plan to participate in NEFTEGAZ 2019.”



The trade fair also featured a German participation this year. The joint pavilion organised by Messe Düsseldorf encompassed 27 companies on space measuring a total of 760.25 square metres. The German Pavilion received technical and conceptual support from the German Engineering Federation (VDMA) and allowed exhibitors to jointly fly their German flag at attractive terms. In addition to Germany China also participated with its own pavilion and 114 exhibitors on 1,650 square metres of gross exhibition space.

Also prompting a very positive response from trade visitors from both home and abroad was the line-up of side events including workshops, seminars and panel discussions. NEFTEGAZ 2018 also became attractive to numerous experts through the concurrently held National Oil & Gas Forum

for oil and gas extraction technologies. It was the only trade fair in this sector to be held under the patronage of the Energy Ministry of the Russian Federation.

The next NEFTEGAZ will be held at the Expocentre fairgrounds in Moscow from 15 to 18 April 2019.

For further information go to: [www.neftegaz-online.com](http://www.neftegaz-online.com)

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## **Other exhibitor testimonials for NEFTEGAZ 2018**

### **Li Jinxu, Head of KERUI Representative Office in the Russian Federation (China):**

“KERUI is a leading producer of oilfield equipment, supplier of oil services and solutions as well as General Contractor (EPC) in the oil and gas field sector. The main objective of our participation in the trade fair is to attract new customers and conduct meetings with existing partners and clients. In the context of the trade fair we told visitors of our achievements over the past year, presented equipment, had a series of important meetings. I think that participation in the trade fair will help us create a sales funnel. Next year we plan to participate in NEFTEGAZ 2019.”

### **Weng Fuhu, Sales Manager at China First Heavy Industries:**

“This is the first time our company had a stand at NEFTEGAZ. The purpose of our participation is to broaden the market, create a sales funnel in Russia and, of course, to enlarge our footprint on the Russian market. In my opinion, for our company participation in NEFTEGAZ has been effective and successful. We have managed to find useful contacts and conduct a series of meetings with existing clients. Most likely, next year we will take part in NEFTEGAZ again.”

### **Alexey Prokopyev, Deputy General Director for Development, Centrax Gas Turbines Rus (Russia/Great Britain):**

“For Centrax participation in NEFTEGAZ 2018 is a great opportunity to tell colleagues and partners of our company products, to show how fast we are growing and looking forward. Overall, we are pleased with the trade fair results.”

### **Su Yang, Leading Sales Manager, RG PETRO MACHINERY GROUP CO, LTD (China):**

“Our company has a stand at NEFTEGAZ every year. The main purpose of participation is to meet new clients and conduct negotiations with existing customers. We presented our steam installations to trade visitors here. We are pleased with the results.”

