

Press

Closing Report

NEFTEGAZ has become established as the leading trade fair for the Russian oil and gas industry.

The significance of NEFTEGAZ as the leading trade fair for the Russian oil and gas industry was once again impressively confirmed at the Expocentre Exhibition Complex in Moscow from 15 to 18 April 2019. The leading event featured 573 exhibitors from 24 countries, who gave around 22,800 trade visitors an opportunity to view the latest developments in machinery and equipment for the oil and gas industry. The trade fair covered an exhibition space of 35,285 sqm, offering visitors from all over Russia information about a vast product portfolio.

“We are pleased that interest in NEFTEGAZ has been consistent for 30 years and that the trade fair is continuing to develop so well. We’ve received extremely positive feedback both from exhibitors and from visitors. The 19th NEFTEGAZ has become established as *the* leading industry event for experts from the Russian oil and gas industry,” explains Peter Schmitz, Director of NEFTEGAZ at Messe Düsseldorf GmbH.

The international exhibitors at NEFTEGAZ were very pleased with the entire event and almost unanimously praised the high level of professionalism among trade visitors. As well as having numerous promising conversations, companies also succeeded in signing quite a few business deals. Interest was particularly high in progressive technology and innovative solutions for the extraction of oil and gas as well as in the future of the extractive industry, state-of-the-art environmental monitoring systems and the Russian fuel and energy sectors. These subjects were also reflected at two events that were held in parallel: Electro, the International Trade Fair for Electrical Equipment, Lighting Engineering and Building Automation, and the National Oil and Gas Forum (NOGF). All three events offer an ideal platform for bringing together companies from the industry with Russian decision-makers as well as promoting an exchange of knowledge between specialists.



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Mitgliedschaften der
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Öffentliche Verkehrsmittel:
U78, U79: Messe Ost/Stockumer Kirchstr.
Bus 722: Messe-Center Verwaltung

Monica Hollacher from the German Mechanical Engineering Industry Association (VDMA) confirms the positive impressions gained by exhibitors and visitors: "As in the past, NEFTEGAZ was once again highly convincing with its broad product range and its very relevant trade visitors. Both the trade fair and the accompanying conference gave German businesses an opportunity to position themselves as technology partners for the continuing development of the Russian gas and oil industry."



Major industry heavyweights at the event included Albatros, ART-Osnastka, Borkhinmash, Vega-Gaz, Velan, Rostec State Corporation, Delight 2000, PAO Gazprom, Zavod Goreltek, Iskra, KuybyshevTelekom-Metrologiya, Nefteservispribor, NKMZ Group, NPO MIR, NPP Sensor, NTA-Prom, NPF PAKER, United Metallurgical Company (OMK), Orelkompresormash, PMI Systems, Privody AUMA, Rittal, Rizur, SNG, Tatneft, TOTAL VOSTOK, Transneft, Trevisan, Trubnaya Metallurgicheskaya Kompaniya-TMK, Tyazhpresmash, Uralmash NGO Holding, Phoenix Contact RUS, Himmash Apparat, Horn RUS, Cheboksary Electrical Apparatus Plant CHEAZ, Chelyabinsk Tube Rolling Plant and Electroshield; and they met with numerous big international exhibitors, such as ABB, ARTVIK, Inc, Bauer Kompressoren GmbH, Elmess-Klöppertherm LLC, JUMO GmbH & Co. KG, KANEX Krohne Anlagen Export GmbH, Kawasaki Heavy Industries, Ltd., Metso Corporation, MTU Friedrichshafen GmbH, Pepperl + Fuchs GmbH, Roxtec International AB, SAMSON AG, Sinopec Oilfield Equipment Corporation, VEGA Grieshaber KG, Weidmüller Interface GmbH & Co. KG, Yantai Jereh Petroleum Equipment & Technologies Co. Ltd. and Yokogawa Electric Corporation. Companies from Germany, China and the Czech Republic were each represented at their country's pavilion.



Many exhibitors have already announced their presence at NEFTEGAZ 2020 – such as KSR KUEBLER RUS, LLC., which has been coming to this premium event for more than ten years now. "The standard of organisation at the trade fair is very high. This year our company was represented with a bigger stand, and so the numbers of visitors and contacts were noticeably higher. We've been coming to this trade fair for many years now, and we know that it helps our business development and enables us to build new partnerships. So we can say without hesitation that we will definitely take part in NEFTEGAZ 2020 next year!" reports Victor Mintyukov, leading specialist at KSR KUEBLER.

The National Oil and Gas Forum (NOGF), which was held from 16 to 17 April 2019 at the same time as the trade fair, concentrated on the current challenges for the oil and gas industry. The two-day programme included round-table talks and seminars where specialists and representatives from government and industry discussed a wide range of topics, such as innovative technologies that are changing the industry, financial policies and their impact on the economy, digitisation in the fuel and energy sectors and the robotisation of the workplace.



The 20th NEFTEGAZ will be held in Moscow from 13 to 16 April 2020

Further details: www.neftegaz-online.com

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Further feedback on NEFTEGAZ 2019

BAUER Kompressoren GmbH, Irina Ryakhmonen, Personal Assistant to the General Director

This year we are presenting one single product, it is entirely new, created in collaboration, and visitors show a very high interest towards it! Everything has been well organised as usual – accurately, well, and on time. The exhibition maintains its consistently high level of quality. By all means, we are thinking of participating in Neftegaz in 2020, because such trade fairs are always key to boosting the company image and having productive meetings.

DM Lieferant LLC, Anna Kornilova, Marketing Manager

The exhibition is organised at a high level – everything has been going smoothly, beginning from stand installation and all preliminary work and finishing with the days of the trade fair itself. We are taking part in the exhibition for the first time and can say that there was interest on the part of the visitors; the second day was particularly busy and active! After finalising the trade fair results, estimating feedback and leads, we will be able to be more precise about our future participation, but even now, there is a view that participation in such exhibitions is important.



Incomsystem CJSC, Daria Gopkalo, Senior Engineer

Our company attitude towards the trade fair is most positive! Here we unfailingly meet our regular suppliers and customers. However, this year we were also happy to see a large number of our foreign partners who had not attended before due to the sanctions. Since the oil and gas industry is unique and specific, and there is no need for direct sales, the main purpose of participation in the trade fair pursued by our company is maintaining the image, the existing contacts, and development and maintenance of communications as a whole. We also look at the competition environment and look for suppliers. It is also worth noting that the level of organisation has only been improving from year to year! The organisers have always been forthcoming; there is a noticeable personal touch to each participant. Next year we will definitely participate and hope that the organisation level and quality will remain at the same consistently high level!



PENTA-ARM, JSC, Evgeniya Shuvalova, Development Director

Participation in Neftgaz 2019 is completely satisfying for us! We received many visitors at all times, particularly on the second and the third day. This is the second time that we participate in the trade fair and hope that next year we will also manage to attend this event as an exhibitor. Since we are a Russian company that can facilitate the import substitution process, participation in the trade fair furthers our development and allows us to make our name known to the general public.

KSR KUEBLER RUS, LLC, Victor Mintyukov, Leading Specialist

The trade fair organisation level is very high. This year our company took a larger stand; hence, we notice that the number of visitors and contacts has significantly grown. We have been participating in the trade fair for many years, more than 10, and we know that this participation furthers business development and acquisition of new partners. For this reason, we will unhesitantly answer: next year we will definitely come to Neftegaz 2020!



Elmess-Kloppertherm LLC, Ramil Faizov, General Director

Comparing the Neftegaz organised this year and 4 years ago, one may notice a decline in the number of exhibiting companies. And this serves as a certain indicator of the current situation with the sanctions. However, on the bright side it is worth noting that the quality of the exhibition area has become better, the internet is made accessible in pavilions, there is a well-developed infrastructure around; in other words, it is a fully functional cluster now, which follows through all the performance targets. Given that our company represents several German brands, the main task is sales, and such exhibition events take up a certain position in this chain. The trade fair helps liven up contacts, increase the target audience, keep in touch with the customers, since the four days of the trade fair allow us to call on all our partners and greet them in person. At present, our company is heavily investing in localisation, which raises new issues like looking for subcontractors and partners, cooperation at production sites; that is why our participation next year is certain to take place. The meeting place cannot be changed!



KANEX Krohne Anlagen Export GmbH , Marat Amirov, Manager

Neftegaz is Russia's biggest image-building trade fair wherein many of our suppliers, customers and clients take part, and meetings with them are an essential part of the company and the entire business development. We participate in the trade fair for the second time and the organisational issues in the course of preparation for the trade fair run very smoothly, well and fast. The second day was our busiest in terms of attendance, and the third day was full of meetings with partners and clients.

Leobersdorfer Maschinenfabrik GmbH, Vladimir Sverchkov, Manager

The impressions of Neftegaz are always most positive. Participation is important for the company presentation in order to remain relevant in the industry market, and so that potential customers could see us. The final results of participation are normally summed up later, so speaking of future participation is beside the point for the present. In any case, the company management will surely consider participation in Neftegaz 2020!



Videotec S.p.A., Mr. Alessandro Franchini, Marketing & Communication Manager

We have decided to participate in the trade fair because we have a purpose-built solution that we want to offer in the Russian market, and this participation is essential to make ourselves known. Our product is specific, we have no business in Russia, and therefore we did not expect many visitors at our stand. However, outside Russia, we are a leading company in our segment, and we believe that the trade fair will help us come to know our clients in this country better, assert ourselves, showcase our product and our possibilities.

ENOTEC GmbH, Yulia Katkovskaya, Business and Marketing Assistant

Our company ENOTEC GmbH participates in the NEFTEGAZ exhibition for the second year as part of the German Pavilion, and for the second year we are pleased with the result. I am glad that the exhibition is still not only an important image event, but also attracts many technical specialists, design engineers, for whom it is important to learn about new products and technologies. We managed to meet both our long-time partners and meet new potential customers. From the point of view of the organization of the exhibition and its follow-up promotion, everything is also at a very high level; I especially want to remark the contribution of the Messe Duesseldorf staff. We are already planning to participate in the NEFTEGAZ 2020.



HENGTONG OPTIC-ELECTRIC CO. LTD, Mr. Xu Guoxiang, Research and Development Manager

Thanks for the organizer for providing such a great platform to display our products, showing our company to the world. Also, let us know good products from all over the world and better solutions for ourselves.

Rongye Machinery Co.,ltd, Mr. Xianfeng Ning, Sales Manager of Shandong

This is our first time to NEFTGAZ, the visitor amount of the show is unexpected, everyday there are many visitors around our booth, and we hope could have further cooperation with our Russian partner.

VDMA Außenwirtschaft, Monika Hollacher

As in the past, Neftegaz was again able to convince with its wide range and corresponding trade visitors this year. Both the fair and the parallel conference provided opportunities for German companies to position themselves as technology partners for the further development of the Russian gas and oil industry.

