



Press Release

Important impulse for the re-start of Moscow's NEFTEGAZ: oil and gas industry met at biggest industry exhibition in Russia

26 to 29 April 2021 saw NEFTEGAZ, the biggest exhibition for the Russian oil and gas industry, open its doors in Moscow thereby making sending out an important message to the international exhibition industry as a whole: despite the global impact of the COVID crisis 449 exhibitors from 23 countries once again made the exhibition the key live platform for all top-notch decision makers in the Russian oil and gas industries. This was enabled by an already proven, successful hygiene concept that focused on the safety of all participants.

To the tune of 21.250 trade visitors used the event to personally exchange ideas with their business partners and learn about exhibitors' forward-looking technologies. Summing up results, Erhard Wienkamp, Managing Director of Operative Business at Messe Düsseldorf, said: "The joy of meeting in person again at NEFTEGAZ and physical encounters between people could be sensed on all days of the exhibition. Our exhibitors voiced their satisfaction with visitor turnout and even succeeded in closing a great number of business deals. Compared to the last event before COVID, NEFTEGAZ 2021 managed to follow on from previous years' successes with almost 93% trade visitors. This is a result to be proud of under the condition of the on-going pandemic, and it underscores the outstanding relevance of this event for the sectors."

The 20th edition of NEFTEGAZ offered the complete product portfolio in terms of equipment and machinery for the oil and gas industry on 42,000 m² of exhibition space: ranging from machinery and equipment for extracting and processing oil and gas deposits via offshore technology, oil and gas transport and storage to measuring technology, safety systems as well as control processes for environmental monitoring and occupational safety. Exhibitors included not only small and medium-sized innovative firms but also



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international industry giants like Burintech, CPTDC, GAZPROM, Himprom, Kanex-Krohne Anlagen Export, Samson Controls, Transneft, TMK and URALS PIPE WORKS.

In addition to an international participation for NEFTEGAZ Messe Düsseldorf also organised an official German joint stand supported by VDMA, the German Engineering Federation. On 390 m² exhibition space 12 companies – also including first-time exhibitors – showcased their innovations at attractive special terms. Thanks to this support the “Made-in-Germany” brands were enabled to position themselves – under one roof – on the growth market that is Russia and to develop their international networks further.

This leading trade exhibition was organised by Messe Düsseldorf in cooperation with its subsidiary Messe Düsseldorf Moscow and the leading Russian trade fair company Expocentre.

Held in parallel with NEFTEGAZ, the National Oil and Gas Forum addressing a series of top issues were a focus for the experts. Discussions revolved around the development of promising technologies for producing hydrogen and the corresponding hydrogen strategy within the context of economic growth and international cooperation. Likewise, new technologies for the production and maintenance of fittings for the oil and gas industry as well as current Russian LNG projects plus questions related to the resource base and its financing featured as highlights on the agenda.

The organiser and at the same time patron of the exhibition was the Russian Ministry of Energy. The trade visitors who predominantly hailed from Russia and the neighbouring CIS nations therefore enjoyed the added benefit of a comprehensive conference agenda on current industry trends.

The next NEFTEGAZ will be held from April 18 to 21, 2022.

For more information go to: neftegaz-online.com

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Upon publication we would appreciate a specimen copy.

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Exhibitor Statements NEFTEGAZ 2021

ARFLU S.A.

Rene Treto Gonzalez, Project Manager, Russia and CIS

We have not participated in exhibitions in Russia for a long time, for about five years, and decided to take part this year. Due to the pandemic, few foreign companies were represented this time, which attracted the attention of customers to our company. The first two days were very busy. We were approached by both our traditional customers and partners and new ones. Everyone is very interested, we have the most positive impressions. Based on the results of the first two days, we can already say that results have already met our expectations. We definitely want to take part in the next NEFTEGAZ exhibition, because we participate in exhibitions in different cities of Russia: Moscow, St. Petersburg, Kazan, Ufa. We believe the Russian market is important.



H. BUTTING GmbH

Christian Schenk, Head of Project sales

We are participating in many exhibitions in Brazil, in Norway, in China and all over the world. Where we exhibit depends on application of the material. We are a pipe manufacturer and we have to be present all over the world. And this is what we did in past. Two years ago, we decided that we want to have a presence in Russia and we found a partner with whom we were looking for possibilities for new business. We also decided, after having a partner, to participate in another exhibition but that was not very exciting so we decided to participate in the NEFTEGAZ exhibition. And what I can see here are companies from the oil, gas and chemical industry. I see the quality of the visitors. People are interested. People are coming. For me this is the success of the exhibition.

KANEX Krohne Anlagen Export GmbH**Ekaterina Kurbanova, Head of Marketing Department**

To be honest, we weren't hoping for such a large number of visitors and, yes, the results met our expectations. It was the target customers who came to us. Due to the pandemic there is a lack of information and people are eager for this information. There are requests for information specifically about the equipment that we exhibit here but visitors are not just interested in what we have here. We are planning to take part in the next NEFTEGAZ exhibitions. For us NEFTEGAZ is the central event of every year and we cannot miss it.

PIETRO FIORENTINI S. p.A.**Dmitry Astashin, General Director**

It's great that this is an offline event, after a series of online exhibitions and conferences. It's great to see people and colleagues live. It's great to see customers with your own eyes, and not by video conference. From this point of view, expectations were met. Obviously, our Italian colleagues were unable to come because of the pandemic and we hope that all this will end soon and the next exhibition will be held in a normal full-fledged format. We plan to participate again, because in previous years we have not missed a single event of this kind.

SAMSON Controls OOO**Alexey Loginov, Deputy General Director**

This is the first exhibition in two years, after a difficult year due to the pandemic. Of course, we did not expect any influx of new customers signing new contracts. In principle, the first two days were busy, all our existing customers were here, they were glad to see us, we were also glad to see them. Everyone missed face-to-face personal communication and it worked within the framework of this exhibition. We were also waiting for this exhibition in order to focus once again the attention of our customers and partners to the fact that we are now a Russian local manufacturer – and we succeeded. From this point of view, we are satisfied. Of course, I would like more new people, faces, questions, tasks, and so on. But I think that with time it will all come, everything will work out. In terms of organization, everything went well. For us NEFTEGAZ is the main trade



fair, we do not participate in another event but will be back for NEFTEGAZ.

VDMA e.V.

Sven Flasshoff, General Director

I consider it a great success that the exhibition took place. Russia and China are the only countries currently hosting industrial exhibitions. The Germans are very happy that Russia has opened the border. Our German colleagues had the opportunity to attend this exhibition, to confirm that the exhibitions are live here. I like that today is the third day and there are a lot of visitors at the show. Last year I attended various exhibitions in Moscow, but they had a little less visitors, a little less the participants. Now everyone has become a little more active attending exhibitions, people want to communicate in person, everyone is tired of online events. The German Ministry of Economy supports this trend and constantly allocates money for German pavilions all over the world, including Russia - this is also very good. My impression is that the people who participate here in the German Pavilion are very pleased.

VEGA Grieshaber KG

Alexander Trofimych, Development Director

We are very pleased with our participation in NEFTEGAZ. The result from the exhibition exceeded all our expectations. I liked the organization of the exhibition. We plan to take part in the next staging of the exhibition.

