

Press Release: Aquatherm Moscow 2019 Results

March 4, 2019

## The Exhibition Premieres and the Core Heating and Water Supply Market Trends: Aquatherm Moscow 2019 Has Successfully Opened the Season

On **February 12–15, 2019**, Aquatherm Moscow, the 23rd International Exhibition for heating, water supply, engineering and plumbing systems, ventilation, air conditioning, equipment for pools, saunas and spas, successfully ran in Moscow, Russia. The event confirmed the positive market trend by a record-breaking number of visitors and business programme delegates.



### Aquatherm Moscow 2019 Results:

- 29,879 unique visitors;
- 770 exhibitors from 30 countries;
- 237 new exhibitors;
- over 38,000 sqm – total exhibition area;
- 1,820 delegates of business programme;
- 11 events, more than 70 speakers.

The strategically important industry event was attended by **29,879 professionals from 52 countries and 80 Russian regions**: representatives of wholesale (32%), retail (16%), engineering systems' installation (22%), production (10%), construction (6%), engineering systems' design (5%), property management and operation (3%) companies, and other related industries. According to the exhibition audience survey, **more than 90%** of professional visitors influence purchase decisions. The number of visitors from the CIS countries increased by **6%** vs 2018 showing big importance of Aquatherm Moscow for this market.



The exhibition presented **770 exhibitors from 30 countries** including: Agpipe, AGRU, Alterplast, ANIplast, Apator Metra, Aquaphor, Aquapolis, Aquario, Arzamas Tool-Making Plant, BAXI, BELIMO, Berke Plastik, BRINKO, BWT, Chemoform, Comisa, Condaire, Craft, Daesung Celtic, De Dietrich, Duim, Ego Engineering, Emec, Erbach, Espa, EVAN, Ferroli, Fondital, Forte Holding, Frisquet, FV-Plast, Genebre, General Fittings, Grando, Grünbeck, Guray Makina, Heisskraft, Herz Armaturen,

### Organisers:

ITELMA, K-Flex, Kalde, Kiturami, Kofulso, Markopool, MINIB, MRU, Navien, Only, Oventrop, Pahlen, Profactor Armaturen, Reliance Worldwide Corporation, REMS, Resideo / Honeywell, Riello, Rifar, Rinnai, Rols Isomarket, Rosturplast, Rothenberger, Rusklimat, SANHA, San-House, Santekhhkomplekt, SFA Group, Siemens, Sit Group, SPECK Pumpen, SYR Hans Sasserath, TECE, Terem, Tesy, Testo, Topol-Eco, Unipump, Valtec, Viega, VIR, VIRAX, Valf-Rus, VEZA, Wavin Ekoplastic, Wirquin, Zavod Lit, and many others.

63 companies were represented in **World of Water & Spa**, the specialised section of equipment for swimming pools, saunas and spas, including 14 absolutely new exhibitors.

Country pavilions of Germany, India, Italy, China, Turkey and the Czech Republic were organised at Aquatherm Moscow 2019 with the government support. **The official Czech Pavilion** supported by the Ministry of Industry and Trade of the Czech Republic (CzechTrade) included stands of **MINIB, HP trend, MANDÍK, Czech Water Alliance, Vagner Pool, and BLAZE HARMONY** and was introduced at the exhibition for the first time.

*“Undoubtedly, Aquatherm Moscow is a well-known and significant event in the international arena, therefore, the exhibition is permanently included in the list of must-exhibit and worth-supported events of the most powerful industry associations of Europe and Asia. Every year we increase international participation with new country pavilions, and this year wasn't an exception,”* commented Elena Zelenina, Exhibition Director, Reed Exhibitions (Russia).

[Exhibitors 2019](#) | [Product catalogue](#) | [World of Water & Spa](#)

### The Full Range of Heating and Water Supply Equipment: the Show Novelties and the Market Highlights

Traditionally, at Aquatherm Moscow specialists got the maximum overview of equipment, technologies and new products in the heating sector for residential, commercial and industrial facilities: at Aquatherm Moscow 2019, more than **250** companies presented their **heating products**.



Efficiency continues to inspire the heating market development: this year, lots of producers focused on their condensing boilers' ranges that significantly increase the heating systems' effectiveness. For example, **De Dietrich** improved their Evadens condensing boiler with automation system of the fifth level and the possibility of simultaneous connection of up to three mixers. Such companies as **Riello, Fondital, Frisquet, Kiturami, Daesung Celtic EnerSYS**, and many others are also among those who focused on condensing boilers. New products of the South Korean brands also got the increased visitor interest – for example, **Navien** introduced a series of new products: a single-circuit boiler based on Prime boiler, Deluxe S boiler, a boiler Deluxe Expert for apartment heating, and NCB700 condensing boiler with modifications that made the model completely adapted to the Russian and the CIS countries' markets.

Ergonomics and usability are another trends affecting the global and Russian heating industry. Following it, the new exhibitor **TESY** for the first time in the European market, presented at Aquatherm Moscow its new narrow water heater equipped with two tanks and a smart control system. **Frisquet** demonstrated new Evolution boilers that can be connected to a multi-zone heating control system, and their mobile application FRISQUETCONNECT for the system control. **EVAN** for the first time presented WARMOS, a 7-step electric boiler with the functionality of a mini boiler house. Innovative electric water heaters, polished tanks with flat dry TEN and smart inverter barrels with Wi-Fi control by Electrolux became the key points at the Rusklimat stand.

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Italian brands also prepared a large number of novelties for the show visitors. For example, this year **Riello** and **Ferrol** took part in the exhibition after a break to emphasize large-scale development plans on the Russian market. **Fondital** announced the launch of production in Russia and the new positioning not only as an Italian, but also as a Russian producer.

**CFD**, also a new name at Aquatherm Moscow, presented its new line of floor-standing cast-iron multi-fuel boilers for OEM. New boilers working on pellets, wood chips and firewood were also introduced by **Centrometal**.

New standards for mandatory certification influenced boosting positions of the Russian producers of heating radiators. For example, one of the new exhibitors, **Nevinnomyssk Radiator Plant**, presented new aluminium radiators and an electric energy-saving heaters. **Rifar**, a regular Aquatherm Moscow exhibitor, demonstrated its new generation of monolithic heating radiators. Among the new products in this segment there were: the model for apartment heating by **Fondital** that was specially developed for the Russian market and for this type of objects by the company, and new types of radiators that are produced at the new Fondital plant in Lipetsk, Russia.



Over 220 companies presented their solutions for **water supply** of domestic, commercial and industrial facilities. **BWT** introduced new lines of softeners and dispensers for drinking water, BWT Water & More – a professional products for the HoReCa segment, as well as a new direction – equipment for private pools and spa systems by Procopi. **Grünbeck**, a regular exhibitor, presented a new series of pureliQ filters. **UNIPUMP** presented new electric engines for general industrial use, drainage pumps and plumbing stations. **ESPA** demonstrated the capabilities of its flagship pump equipment – pressure boosting items and automatic pump stations. **Linas**, the Russian manufacturer of pump stations, introduced automatic systems for maintaining pressure and filling stations based on vertical multistage pumps.

**Climate control equipment** was represented at Aquatherm Moscow 2019 by more than 30 companies, including some new names. For example, **Condair** demonstrated steam generators for hammams, baths and spas, as well as high-quality steam humidifiers for large public and industrial facilities.

Among more than **200 companies** specialising in **pipes, fittings and valves** that took part in Aquatherm Moscow this year, visitors could also find new products and names. For example, a new exhibitor **NPO “SPLAV”** showed to specialists the results of their R&D work together with the **Moscow State University** – fittings used in high temperature, high pressure and in corrosive environments for oil & gas, chemical industries, metallurgy, nuclear industry and shipbuilding. **Antares for Water&Fire** presented brass valves and spare parts for boilers and burners of its own production. **Viega** demonstrated a novelty of the season – Viega Smartpress, and successfully hold design-radiator installation competition among visitors with the use of Viega products with the support of Worldskills,

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**Valtec** announced its new direction – development, production and installation of floor collector nodes for the apartment heating and water supply; and presented the renewed product lines. **Moscow FDplast plant** introduced its new corrugated pipes production for free-flow underground domestic plumbing systems, industrial wastewater disposal systems, storm sewers, and drainage systems. Among the **Ego Engineering** new products there were: Pro Aqua polypropylene junction for PEX pipes, ball valves, fittings, as well as a FLEXI GUARD corrugated pipe.

**Control and measuring appliances and automation systems** were represented at the exhibition by more than **70** companies. **Siemens** introduced new indoor thermostats RDJ100 and RDH100 with an opportunity to choose the control method and the need for equipment service. **MARK** demonstrated a new generation of multiblocks for residential and industrial heating, and gas engines.



Moreover, visitors were able to learn about the wide range of equipment for heating and water supply at the stands of **the largest trading companies**. For example, this year **Duim** presented both its own products and equipment by 54 Russian and European suppliers, including equipment which was newly put into the company's range this season.

### [New exhibitors](#)

### **Business Programme on February 12–15, 2019**

In 2019, the Aquatherm Moscow business programme, which ran inside the exhibition halls for the first time, aroused a great interest of specialists. The wide variety of the events' topics allowed specialists from different sectors get the maximum of useful information on industry trends and technologies, discuss pressing issues with the market leaders, and exchange experience.



**1,820 delegates** attended 11 Aquatherm Moscow events within 4 days:

- 2<sup>nd</sup> International Ventilation Congress AirVent;

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- Conference "Low-rise and Cottage Construction. High-Tech Engineering Systems" (supported by NP "ABOK");
- Panel session "Happy New State Standard!" (supported by APROEA);
- Conference "Boiler Houses on the Basis of Low and Medium Capacity Heat Generators: Reliability, Energy Efficiency, Modernisation and Cost Optimization" (supported by "C.O.K." magazine);
- Conference "Pool Market Today" (supported by "Banbas" magazine and [www.banbas.ru](http://www.banbas.ru));
- Panel session "Russian Market of Heating Radiators and Convectors in 2019" (supported by APROEA);
- Conference "BIM and BEM-Modelling when Designing Engineering Systems, Buildings and Constructions" (supported by "C.O.K." magazine);
- Conference "Energy Efficiency, Environmental Friendliness and Safety of Heating and Water Supply Systems" (supported by "Aqua-Therm" magazine);
- Panel session "Climate Control Equipment Installers' Verification" (supported by APROEA);
- Conference of the Guild of Gas Equipment Engineers
- Panel session "Obligatory Certification. Problems and Prospects of the Heating Appliances' Compliance Assessment" (supported by APROEA).

**Over 70 specialists** – representatives of the global and local industry associations, scientific organisations and leading market players – were the Aquatherm Moscow 2019 business programme speakers.

### Business programme

**On February 13, 2019 AirVent, the 2nd International Ventilation Congress**, was held at Aquatherm Moscow in cooperation with NP "ABOK". The Congress became the central event of the business programme and the main platform for international dialogue on climate industry trends.



Key speakers of the event were:

- Yuri Tabunshchikov, Professor, Doctor of Technical Sciences, President, NP "ABOK";
- Frank Hovorka, President-elect, REHVA; REHVA Fellow;
- Dušan Petráš, Ph.D., Professor of Engineering Department of Construction Services, Slovak University of Technology; President, Slovak Association HVAC-Association SSTP; REHVA Fellow;
- Ksenia Agapova, Deputy Director, Interregional Center Expert LLC; Accredited BREEAM® Professional and BREEAM In-Use® Auditor; Accredited professional WELL®; LEED AP (BD + C, ID + C, O + M);
- Alessandro Sandelewski, Engineer, Founder, Engineering Company ASC Engineering S.r.l.;
- Erick Melkuiond, President, Eurovent Certita Certification;
- Andreas Lücke, Director, BDH;
- Jan Kriekels, Plant Co-owner and Creative Director, Jaga;
- Alexander Kolubkov, Vice-President, NP "ABOK"; Director, PPF "AK"; Expert, Mosekspert", Member of TC 465 "Construction";
- Georgy Litvinchuk, Marketing specialist, Director, Litvinchuk Marketing.

The Congress participants learned the opinions of experts and discussed international environmental standards for the air conditioning as well as European trends in climate solutions, including the use of BIM; current trends in the industrial climate systems; ways to achieve the ideal microclimate in buildings and, in particular, improve the quality of the microclimate in apartment buildings; energy efficiency of high-rise buildings, hygienic aspects of ventilation systems, as well as the possibility of decentralisation of VC systems in apartment buildings.

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The Congress organisers: NP "ABOK", ITE Moscow, Reed Exhibitions (Russia). The event was held with the support of the powerful industry associations – ASHRAE, REHVA, Eurovent, BDH, CNHVAC, and FGK – and the Moscow Architectural Institute.

### [Congress Programme](#)

The seminar of **Galmet** "Renewable Energy Sources. Effective Systems of the Future. Presentation of New Products 2019" also ran within the business programme.

**On February 13, 2019 an agreement about the establishment of the Russian Association of Heat Pump Market Players** was signed at the exhibition.

### Exhibitor Testimonials

"We annually participate in Aquatherm Moscow, and we especially liked the exhibition this year. Here we met with a big number of clients, partners, representatives of engineering and plumbing companies and, what is especially important for us, with clients from other countries – Georgia, Kazakhstan, Uzbekistan, Kyrgyzstan and Belarus. I see a great interest in the Russian market and I think that in the future Russia will become the even more important market for us and for the entire planet."

**Dr. Gerhard Glinzerer, CEO, HERZ Industries**

"Traditionally, at Aquatherm Moscow, we meet with our colleagues, dealers, customers, potential clients to discuss business development prospects. We like the exhibition: there are a lot of clients and interested people who come from various parts of Russia and abroad."

**Sergey Shmyrin, Director, Teplov I Sukhov**

"We are very grateful to Aquatherm Moscow: here we met distributors, dealers of the second and third rank who are very important for us. The exhibition was a key event of the season where we successfully introduced a new representation policy to the market."

**Victoria Kunitskaya, Development Director of Retail Sales, Ferroli Rus**

"Participation in Aquatherm is very important for us – it is an opportunity to announce information about the changes in the company and present a new range of products in a very short time."

**Vadim Nikolskiy, Development Manager, Duim**

"This year Aquatherm Moscow gained additional impulse: we saw an increase in visitor interest, growth of attendance both of our stand, and of the exhibition in general. We hope that this will bear results in the final figures of this year."

**Denis Ryndin, Chief Engineer, Fondital (Russia)**

"We had expected a lot of visitors to the exhibition and to our stand, but the results exceeded all our expectations. We believe that this is a great success. Our company was now again represented at Aquatherm and this caused a special interest that pleased us very much."

**Yuri Kalaushin, Director, Riello Russia**

"Our company exhibited at Aquatherm Moscow for the first time. We were pleasantly surprised by the number of visitors: we take part in many exhibitions in Russia, and we can say that Aquatherm is one of the strongest events in terms of the visitor number and professionalism."

**Irina Bernstein, Development Director in Russia, Kazakhstan and Belarus, Condair**

**The organisers are grateful for the support of the exhibition to global and state industry associations:**

- Federal Ministry for Economic Affairs and Energy (BMWi), Germany;
- Association of the German Trade Fair Industry (AUMA);
- Federation of European Heating, Ventilation, Air Conditioning Associations (REHVA);
- Special Agency of the Novara Chamber of Commerce (Italy) (E.V.A.E.T.);

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- Piemonte Agency for Investments, Export and Tourism, Italy;
- Federal Association for Swimming Pool and Wellness (BSW), Germany;
- INTER POOL COVER TEAM, IPC team;
- Association of Steel and Metal Processing Industry (WSM), Germany;
- Spanish Association of Manufacturers of Bathroom, Sanitation and Ventilation Equipment (Amec Ascon);
- Federal Industrial Association for House, Energy and Environmental Technology (BDH), Germany;
- Federation of Indian Export Organisations (FIEO);
- Engineering Export Promotion Council of India (EEPC India);
- Czech Water Alliance (CWA);
- Czech Trade Promotion Agency (CzechTrade);
- Fachverband Gebäude-Klima (FGK) Germany;
- China National Hardware Association (CNHA), China;
- ShunDe Gas Appliances Chamber of Commerce (SGACC), China.

Sponsor of Lounge Zone: [Artel](#) 

**24<sup>th</sup> International Exhibition Aquatherm Moscow will be held on February 11–14, 2020 in Crocus Expo, Moscow, Russia.**

[Photo Gallery](#)

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*Aquatherm Moscow is the largest\* in Russia, the CIS and Eastern Europe exhibition for domestic and industrial heating, water supply, engineering and plumbing systems, ventilation, air conditioning, and equipment for pools, saunas and spas. Aquatherm Moscow is the largest\* event in the Aquatherm portfolio – the international brand of HVAC exhibitions with over 40-year history.*

[www.aquatherm-moscow.ru](http://www.aquatherm-moscow.ru)

*\*By number of exhibitors, visitors and exhibition space.*

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