



Global Oil&Gas



26th Kazakhstan
International Oil & Gas
Exhibition and Conference

26-28 September 2018

Atakent, Almaty, Kazakhstan

POST SHOW REPORT



EXHIBITION

IN FACTS AND FIGURES

252 participating companies from 16 countries of the world
3 723 unique visitors from 50 countries of the world
Exhibition area of 4 071 square meters
410 delegates and 42 speakers attending the Conference



Officially supported by:



Ministry of Energy of the
Republic of Kazakhstan



Akimat of Almaty City



Kazakhstan Association of Oil-
Gas and Energy Sector
Organizations



ABOUT THE EXHIBITION

OFFICIAL OPENING CEREMONY



The 26th Kazakhstan International Exhibition and Conference KIOGE 2018 was formally launched to be held from September 26th through September 28th.

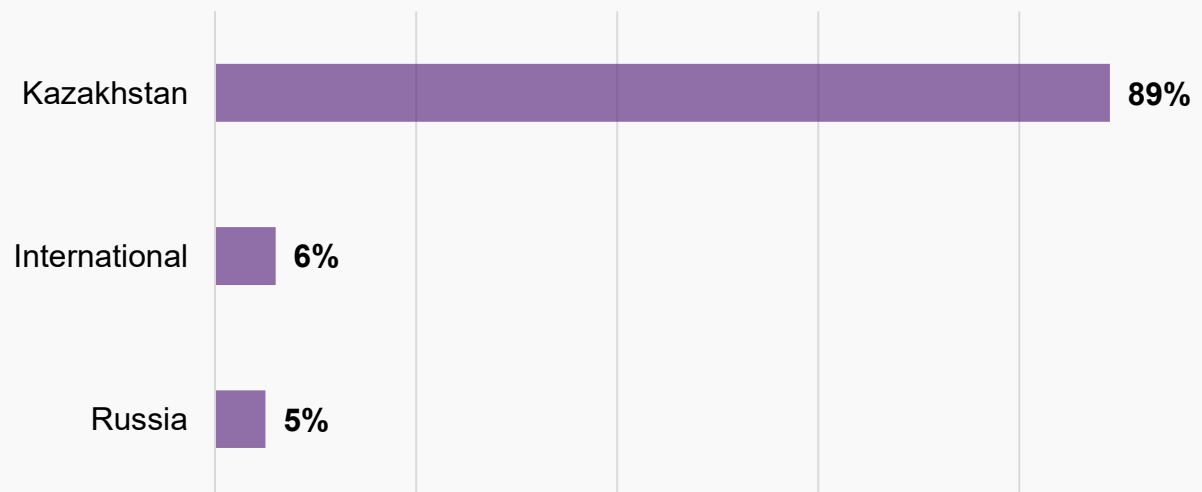
Welcome speeches within the official opening ceremony of the Exhibition were delivered by:

- **Dosmukhambetov Makhambet Dzholdasgaliyevich** – First Vice-Minister of Energy of the Republic of Kazakhstan
- **Madiyev Almas Uskenbayevich** – Deputy Akim of the city of Almaty
- **Iskaziyeu Kurmangazy Oryngaziyeuich** – Deputy Chairman of the Management Board, Exploration, Production, and Oilfield Services of JSC NC “KazMunayGas”
- **His Excellency Nicholas Brousseau** – Ambassador Extraordinary and Plenipotentiary of Canada in the Republic of Kazakhstan
- **His Excellency Niyazkhodzhaev Saidikram Parkhatovich** - Ambassador Extraordinary and Plenipotentiary of the Republic of Uzbekistan in the Republic of Kazakhstan
- **Mr. Jörn Rosenberg** – Consul General of Germany in Almaty
- **Mr. Yakovlev Alexander Viktorovich** – Trade Representative of the Russian Federation in the Republic of Kazakhstan
- **Kuandykov Baltabek Mukhanovich** – President of the Kazakhstan Society of Petroleum Geologists
- **Zhaksylykov Rashid Khassenovich** – Chairman of the Presidium of the Association of Oil Service Companies of Kazakhstan – KazService
- **Satimov Arman Nurlanovich** – Advisor to the Chairman of the Association KAZENERGY
- **Denis Van den Weghe** - Chairman of the Management Board, President of Kazakhstan Center of Business Cooperation “Atakent” JSC
- **Borodikhin Yuri Ruslanovich** - Director of Iteca Exhibition Company

VISITORS



Geography of visitors



KIOGE 2018 Exhibition was attended by 3 723 unique visitors representing 50 countries of the world

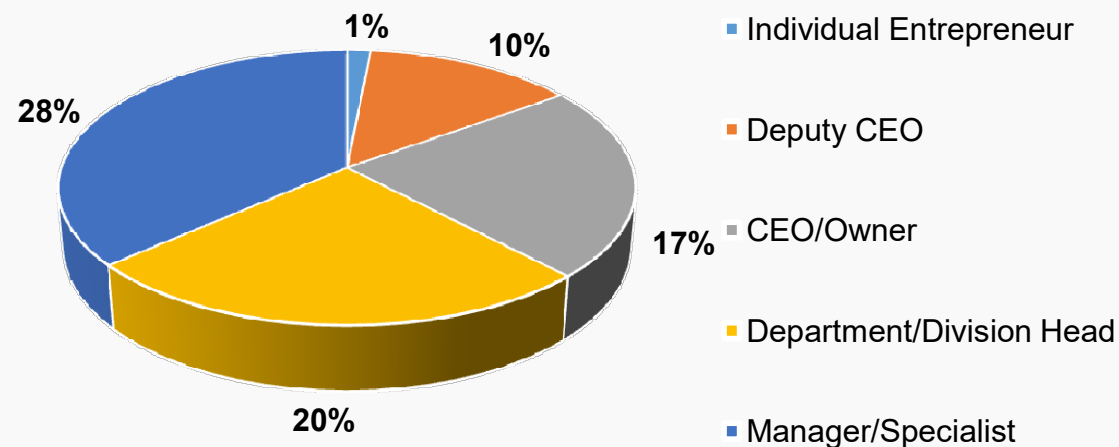
Visitors from Kazakhstan

Almaty	2503
Atyrau	175
Astana	128
Aktau	122
Aktobe	39
Kyzylorda	37
Uralsk	34
Shymkent	24
Karaganda	20
Pavlodar	14
WKO, Aksai	11
Temirtau	11
Zhanaozen	10
Ust-Kamenogorsk	8
Kokshetau	7

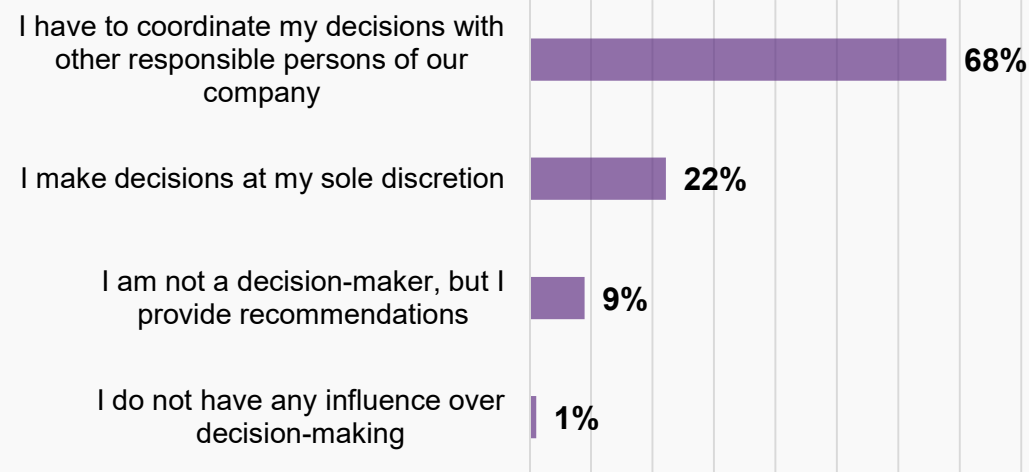
VISITORS



Visitor job titles

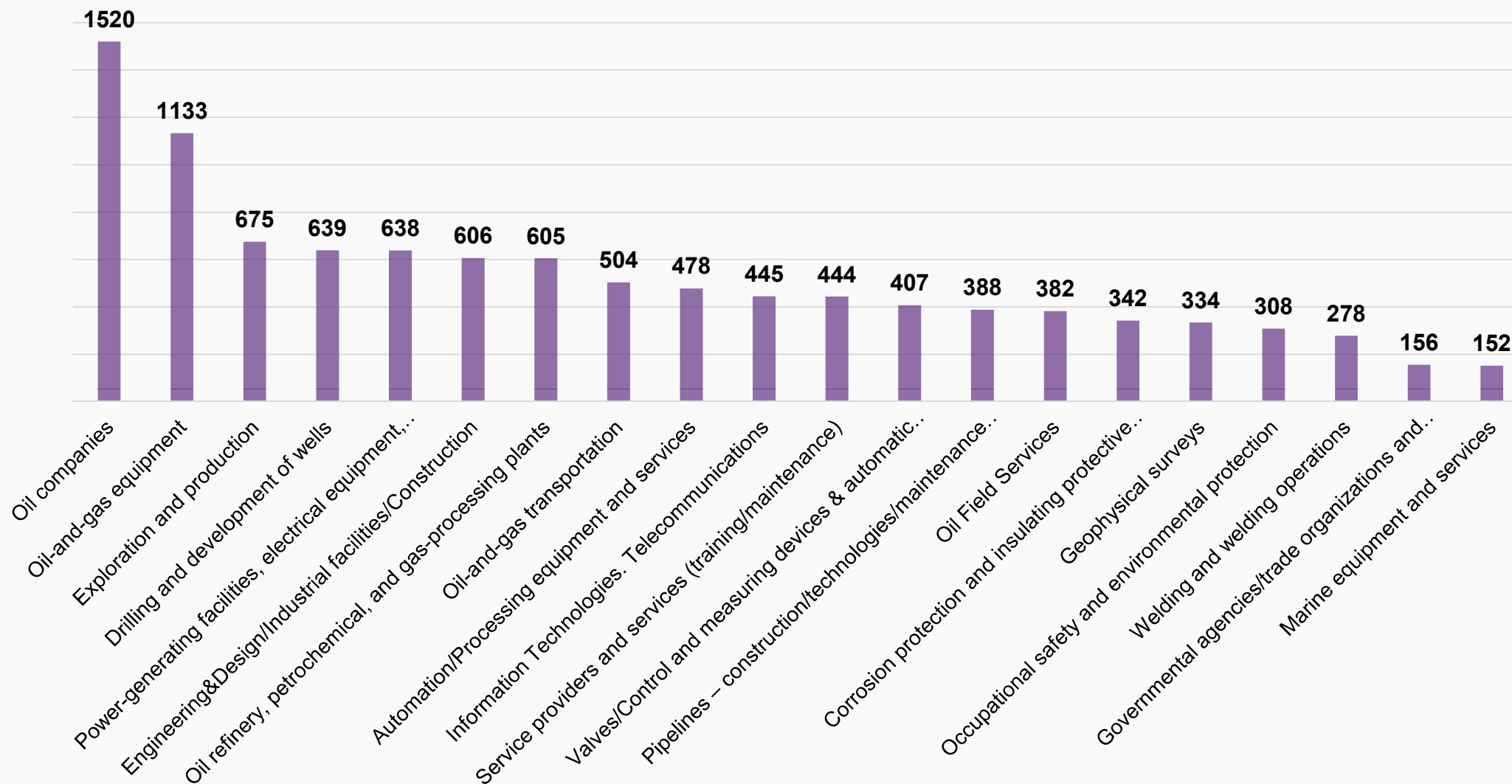


Level of decision-making authority in respect of purchasing at the Exhibition



VISITORS

Sections of interest for visitors of KIOGE 2018



EXHIBITION BUSINESS PROGRAM

As a part of the business program of the Exhibition, key industry players delivered 12 seminars: ***Embamunaigas JSC, the Exhibition Silver Partner, acted as the partner of the seminar zone:***



- Prosoft-Systems OOO
- North Caspian Operating Company N.V. (NCOC)
- Tengizchevroil LLP
- KIMEP University
- Embamunaigas JSC
- Tian-Shan Engineering
- Wonderware Kazakhstan
- DOW
- Sealweld
- The CAD Academy

For the first time, KIOGE, in conjunction with the Union of Oil Service Companies of Kazakhstan KAZSERVICE, organized a series of B2B meetings with the general contractors of the Future Growth Project of Tengizchevroil and Karachaganak Petroleum Operating (KPO). Bonatti, GATE, ISKER Group of companies, Senimdi Kurylys, WOOD, and Consolidated Contractors E&O Company took part in that business initiative. ***Komplekt Armatura and Control Seal were the partners of the B2B meetings zone..***



Visitors feedback on the Exhibition:

Onon Paranlay,
Regional Manager of Luda Development Ltd (Hong Kong)

It is the first time I participate in KIOGE 2018. I would like to note that so many exponents are present here. This helps us to acquire new contacts and partners. Our office is in Hong Kong, and my team came here for the express purpose to seek out suppliers. And we've got a good result already on the first day of the exhibition since we've found three new partners..

Gulnara Toksanbayeva,
Contract Support Manager of KAZAVIASPAS JSC

I believe that this year exhibition of KIOGE has been really well organized. Our company provides helicopter services throughout Kazakhstan, we transport various cargoes, extinguish fires. This is why we are here – to find new partners. We have been offering our oil transportation services to the exhibitors, and I would like to emphasize that today we have succeeded in developing new customer contacts. One of the gas companies is interested in our services.

Zhazira Kulbuldinova,
Sales Director, the Tien Shan Hotels Group

We visit KIOGE exhibitions every year to conclude arrangements with new customers. Since we represent the Tien Shan Hotels Group, we deal with the accommodation of guests and host various events. Thus, it is very important for us to maintain relationships with the existing clients and find new partners. An exhibition like KIOGE gathers together most of the key players of the oil-and-gas industry who might become our direct customers. This is where for six years by now we have been gaining new business connections who then make for our long-standing partners.

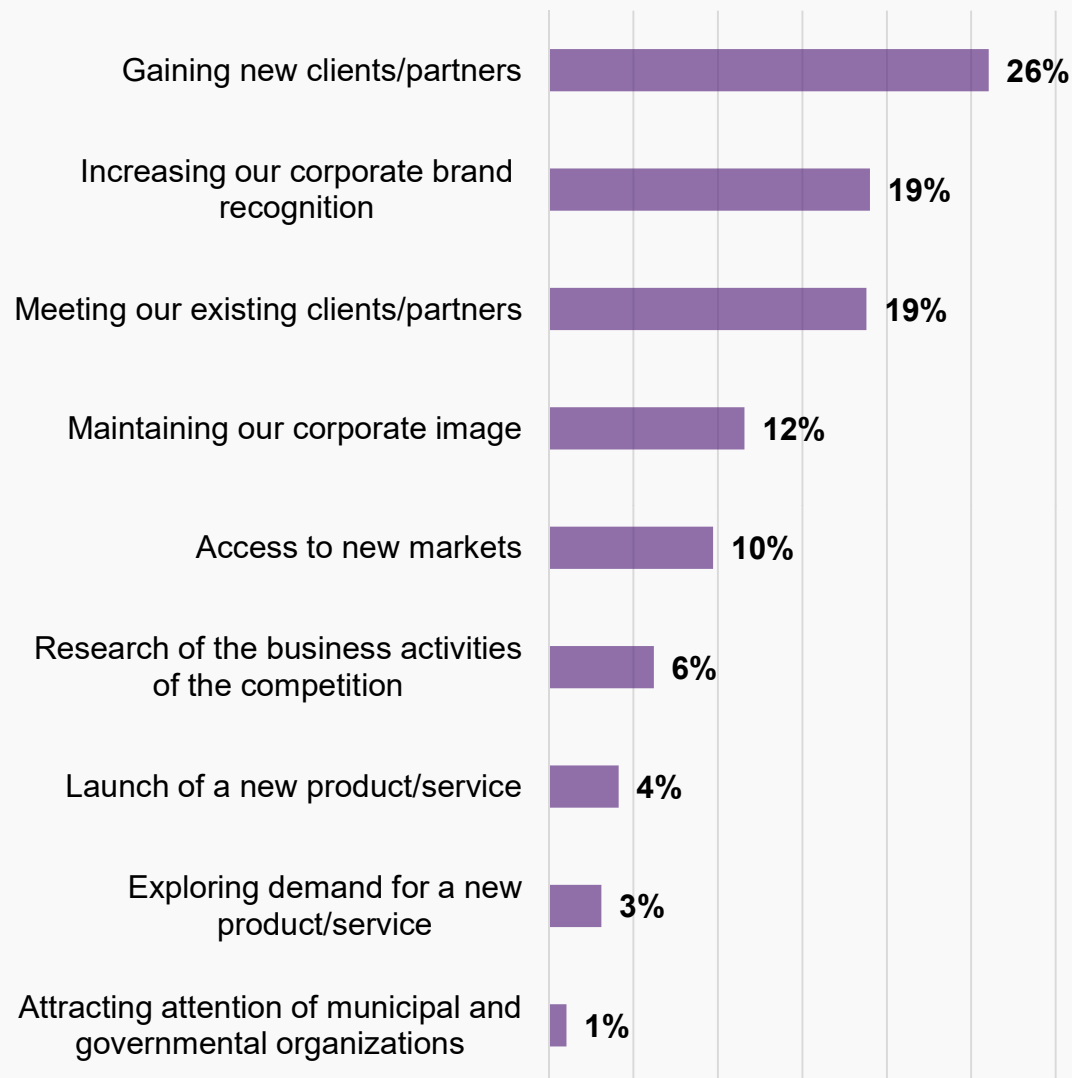
Andrei Novakovsky,
Deputy Director, Business Development, AGRO Transport Company (the city of Kazan)

This is my first time at KIOGE. I should admit the organizers did a great job, really well-done! Everything is clearly structured and convenient, so to say, at the intuitive level.

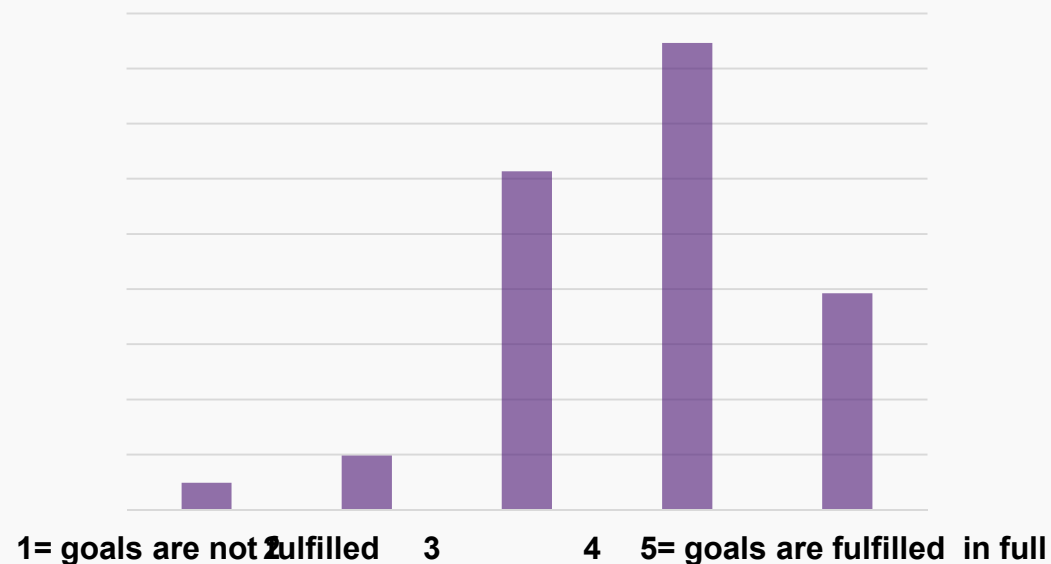
Our company is engaged in the international cargo transportation, and it is essential for us to meet in-person with the representatives and executives of our client companies. KIOGE is attended by the flagship companies of the industry, so I believe we are having quite a lot of opportunities for making contracts. Actually, we have already found potential partners.

VISITORS

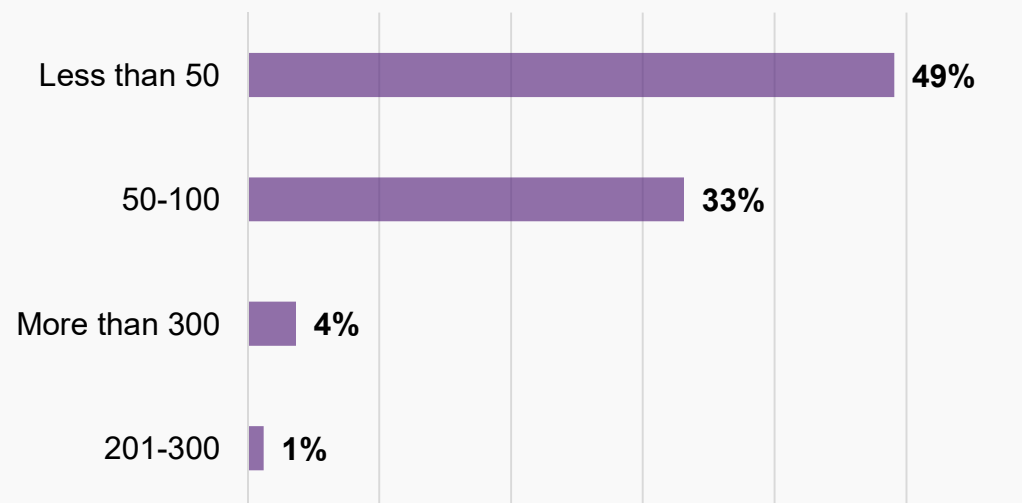
Why participate in KIOGE 2018



Fulfillment of goals



Number of contacts made at the Exhibition



EXHIBITORS FEEDBACK

Bekbosyn Shyngys Erkinbekuly,
Director of Total SERVICE LLP

We are first-timers at KIOGE Exhibition. However, I can already note that the exhibition has been organized exceptionally well! We would like to extend a special thanks to the organizing committee for turning KIOGE into an excellent industry hub for both operators and consumers of the oil-and-gas sector. This is a great opportunity for our company to declare ourselves, demonstrate our products, and, so to say, rub shoulders with visitors, customers, colleagues, and suppliers of various technologies which we use in our work. The main reason why we are here resides in finding new clients and new channels of sales. Besides, we would like to gain new partners, see our competitors, and learn about technological innovations that could help us to optimize our production facilities and cut costs, meaning we would become more competitive. We have no doubt that our presence at the exhibition will help us to achieve exactly that. It is just the very beginning of the exhibition, and we have already got two inquiries. We do see a keen interest of the visitors to our stand, and most of these people are representing national oil companies. I think we made a right choice to come here and participate in the exhibition!

Kairat Alibekov,
Managing Director on Business Affairs, Kirov Factory JSC

We participated in KIOGE four years ago. Then, our company slightly changed the profile of our business activities, but starting from 2015 we turned back to the oil-and-gas industry and began working in the field of the oil spillover protection blocks production. This year only, this is our fourth exhibition we participate in. I would like to commend the high level of how the exhibition has been organized. The registration zone for visitors and participants is arranged quite reasonably. In general, I do hope that this exhibition will be productive for us because we have everything we need to achieve the goals we set before the event. The exhibition has just begun so by now we could meet only with our old clients, but we have no doubt that the three upcoming days of the exhibition will bring us new contacts and new contracts. As practice shows, every exhibition is attended by more sellers than buyers, and it's quite normal. At the same time, we consider the platform of KIOGE from two perspectives: first of all, this is where we can explore what our competitors, especially among foreign companies, offer, and, secondly, we have a good chance to communicate directly with customers and clients who are looking for fresh solutions and projects.

Vladimir Kisil,
Sales Engineer, ITT Flygt

We have been participating in KIOGE for five recent years. Of course, it is still too early to predict the exact results of our participation, but the first day has demonstrated a very active interest from the customers. The number of visitors is growing. We produce pumps, and it is essential for us to participate in such trade shows. We believe it is critically important to stay in touch with the major market players and keep abreast of the latest developments and tendencies. Actually it is necessary to maintain relationships with other competitive producers as well. KIOGE is a very suitable occasion to meet with our "oldies", refresh business connections, restore lost contacts. Due to the specific character of what we do, I don't think it could be possible to sign contracts during the exhibition. However, we can easily make preliminary arrangements or sketch out future joint projects.

Alexei Isayev,
Regional Manager for the CIS Business Development, VELAN

Beginning from 2009, we take part in KIOGE every year and we are happy to be here today. The exhibition is attended by those who have well-secured market positions. Maintaining good relationships with customers is a key to success of our business. We need to keep ourselves on the foreground and draw attention to us again and again. We are not striving to gain new contacts, we are rather focused at nourishing and cherishing our existing portfolio. Here, at KIOGE, we can work out solutions for the shared issues with our partners, discuss current projects, or talk over new ideas. For instance, recently we opened a representative office in Kazakhstan. We have plans to expand our production, so it is highly important that we meet in-person and keep in touch with the local companies.

EVENING RECEPTION OF THE EXHIBITION

Every year the organizing committee gives out a number of special awards in various nominations. In 2018, the list of the winners includes:



Chelyabinsk Pipe Rolling Plant JSC – *Most original stand design*

China Oil HBP Group – *Most original stand design*

Transneft JSC – *Best corporate imaging*

Aktau Machine-Building Plant LLP and Aktau Oil Services Company LLP - *Best corporate imaging*

Komplekt Armatura – *Best Debut*

Honghua Group - *Best Debut*

Tatneft JSC – *Best stand design*

WH-STEEL CO., LTD - *Best stand design*

Russian Export Center JSC – *Best national exposition*

KROHNE KAZAKHSTAN LLP – *Special award for many years of support and productive cooperation*



KIOGE 2018 HONORABLE GUESTS AND KEY SPEAKERS:



- Makhambet Dosmukhambetov , First Vice-Minister of the Republic of Kazakhstan
- Iskaziyeu Kurmangazy Oryngazyevich, Deputy Chairman of the Management Board, Exploration, Production, and Oilfield Services of JSC NC “KazMunayGas”
- Arman Satimov, Advisor to the Chairman of the Association KAZENERGY
- Rzahek Artygaliev, General Manager of TCO Policy, Government and Public Affairs, Tengizchevroil
- Zhakyp Marabayev, Deputy Managing Director, North Caspian Operating Company N.V. (NCOC)
- Rashid Zhaksylykov, Chairman of the Presidium of the Association of Oil Service Companies of Kazakhstan – KazService
- Nurlan Dzhanekenov, Managing Director of the KAZENERGY Association
- Zhumageldy Yelubayev, President of the Kazakhstan Petroleum Lawyers Association
- Anuar Zhaksybekov, Chairman of the Management Board of Embamunaigas JSC
- Adkhamzhon Isomov, Deputy Chairman of the Management Board of Uznefteproduct JSC, Production, Business Development, and Investments
- Mukhamed Razyev, General Director, Kazakhstan and Uzbekistan, Schlumberger Logelco Inc.
- Tural Garibov, Head for the CIS operations, BHGE Digital
- Dr. Artyom Sukhobokov, Head of the Upstream Oil-and-Gas Practices, SAP
- Timur Bairov, Chief Representative of Bitfury Kazakhstan

For the detailed Conference Program, please, visit www.kioge.kz

EVENING RECEPTION OF THE CONFERENCE

AWARDING PARTNERS OF KIOGE 2018 EXHIBITION AND CONFERENCE:

GOLDEN PARTNERS: Tengizchevroil, The Dow Chemical Company, North Caspian Operating Company, Caspian Pipeline Consortium

SILVER PARTNERS: Embamunaigas, Komplekt Armatura and Control Seal, Russian Export Center

BRONZE PARTNERS: Bonatti, Wabag, Baker Hughes, Flour, Prioritet Sroy, ILF Group, Siemens, Bitfury, Elite, Autodesc / CAD System



ADVERTISING CAMPAIGN

- **MEDIA SUPPORT**

Over 45 specialized websites and business editions of Kazakhstan, CIS countries, and far abroad

- **TELEMARKETING**

Cold calling and database updating within one year according to the Visitor's Profile

- **DIRECT MAILING**

Personalized direct mailing to chief executives and specialists of the large oil-and-gas, energy, and design engineering companies of Kazakhstan, Azerbaijan, and Uzbekistan

- **E – MAIL MARKETING**

E-mail marketing to more than 15 000 industry professionals registered in the database

- **OUTDOOR ADVERTISING**

- Advertising on LED-displays in the city of Almaty
- Advertising on billboards in the Atyrau City Airport

- **INTERNET PROMOTION**

Publishing announcements and banners on the Internet portals throughout Kazakhstan

- **CONTEXTUAL MEDIA ADVERTISING**



- **SOCIAL NETWORKS**



- **SMS-MAILING**

SMS-mailing to 4000 professionals

SPECIAL SERVICES FOR PARTICIPANTS

- **Special business tools to attract visitors to the stand of a participant:**

- Electronic invitations for clients and partners
- “Visit Our Stand” banner to be posted on the participant’s corporate website
- Promotional logo to be used with signatures and e-mails
- Printed invitations for clients and partners
- Invitation letter template and other materials as requested by participants



- **One year of free-of-charge publication of news on the demonstrated products at the website of the exhibition**

Information on new products and services, special offers and programs, competitive advantages of the product or service

- **Participant’s personal account that enables to:**

- Submit information on your company to be included into the exhibition catalogue
- Download your customized electronic invitation with the stand number and corporate name
- Register your company’s representatives in advance and receive participatory badges
- Upload your corporate logo to be placed on the exhibition website main page and in the interactive list of the exhibition participants
- Download technical guidelines, exhibition logistic information, and so much more

GOLDEN PARTNERS



SILVER PARTNERS



BRONZE PARTNERS



MEDIA PARTNERS:

GENERAL MEDIA PARTNER:



**MAKE YOUR
RESERVATION
NOW**

KIOGE

The 27th Kazakhstan
International Oil&Gas Exhibition

EXHIBITION

5 - 7 October 2021
«EXPO» IEC
Nur - Sultan, Kazakhstan

For any questions of participation, please, contact the organizers:

Exhibition and Conference

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