



beviale-moscow.com

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**Global solutions.
Local success.**

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1 GENERAL STRUCTURAL DATA

| | TOTAL | DOMESTIC* | INTERNATIONAL |
|--|------------------|------------------|----------------|
| Exhibitors | 164 (146) | 82 (67) | 82 (63) |
| Visitors | 6.239 (5.984) | 6.050 (5.112) | 189 (120) |
| Exhibitor stand space (in m ²) | 2.178 (2.012) | 1.127 (1.101) | 1.051 (911) |

* Domestic = Russia, Ukraine, Belarus, Moldova, Kazakhstan, Latvia, Lithuania, Uzbekistan, Armenia, Georgia, Estonia
 () Numbers in brackets are referring to Beviale Moscow 2018

2 EXHIBITOR PERSPECTIVE

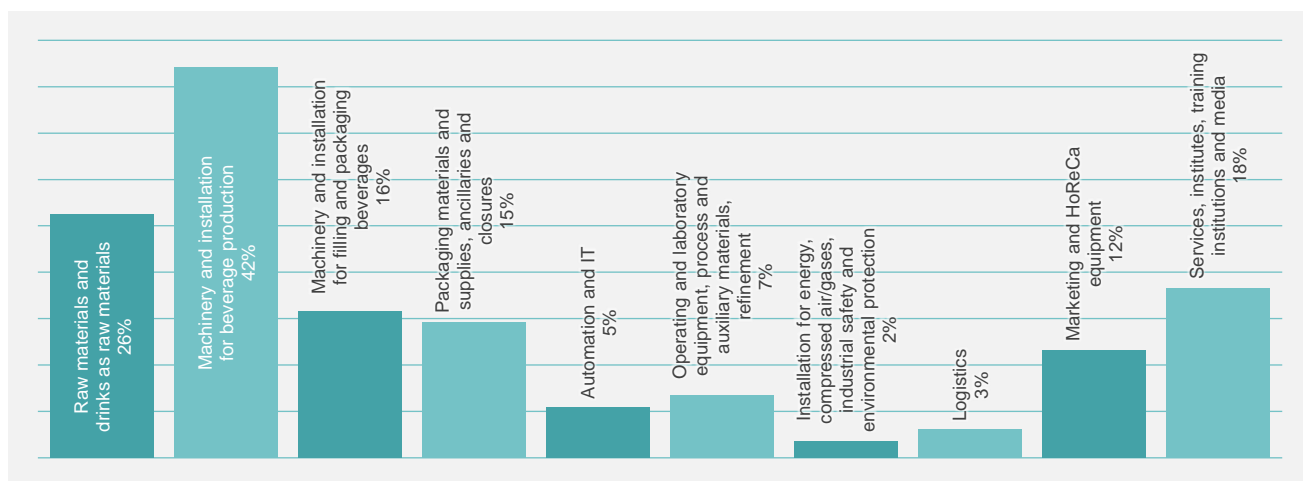
2.1 EXHIBITORS BY COUNTRY

164 exhibitors from 20 different nations took part in Beviale Moscow 2019.

These are the top 10 most represented nations:

| | | | |
|----------------|----|---------------|---|
| Russia | 78 | Great Britain | 3 |
| Germany | 31 | Lithuania | 2 |
| Italy | 14 | Netherlands | 2 |
| Czech Republic | 12 | Canada | 2 |
| China | 7 | Switzerland | 2 |

2.2 EXHIBITORS BY PRODUCT GROUPS

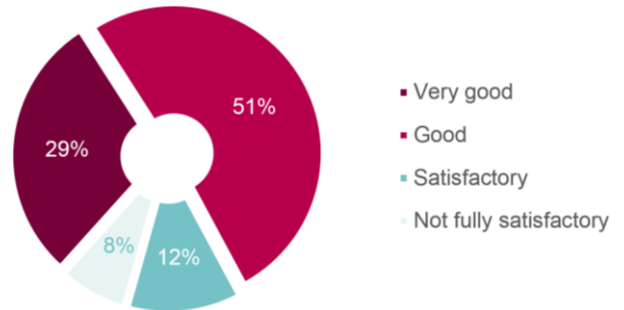


2.3 WHAT EXHIBITORS THINK ABOUT BEVIALE MOSCOW 2019

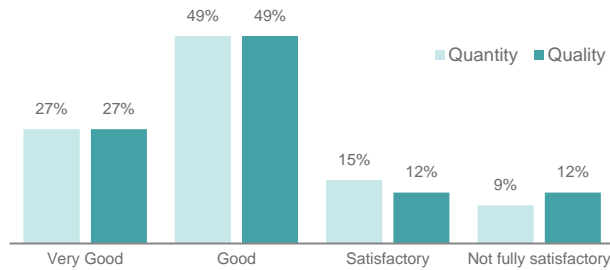
“Like the years before Beviale Moscow was a great event for meeting with existing and potential customers.”

Daniel Kramar
Marketing Event Manager, Pentair Food & Beverage

How do you rate the overall success of your participation at Beviale Moscow 2019?



How do you rate the overall quantity/quality of the visitors at your stand?



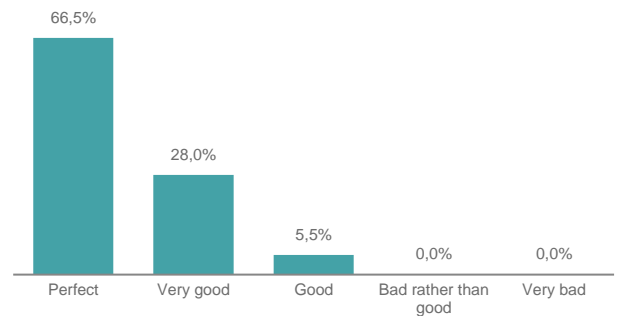
“This is not the first time that we have taken part in Beviale Moscow - we have been following it since 2015. Every year the positive development of the exhibition becomes noticeable more and more. It is also nice to see foreign exhibitors showing a real interest in the Russian market. The potential of the exhibition is very great, so we are looking forward to taking part in Beviale Moscow 2020!”

Oleg Popkov
General Director, Batimat Russia (OOO BAT-RUS)

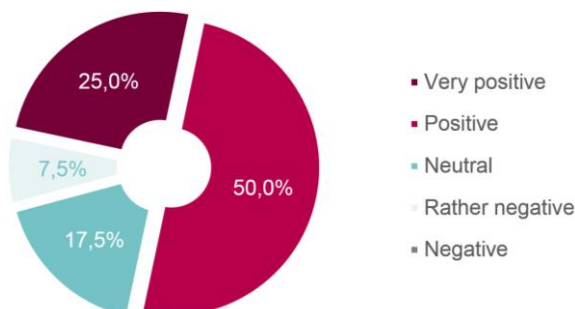
“We enjoyed Beviale Moscow 2019 very much - there were many trade visitors and almost no time for a pause. Organization of the event at highest level. We were glad to see “old” friends and partners at our booth, besides we were pleased with the appeals and interest to our products of new market participants. We are already planning to participate in Beviale Moscow 2020!”

Azat Galiaskar
Deputy Commercial Director, AGR Eastern Europe

How was your experience with the support from the organizer before and during the exhibition?



How do you assess the market potential in Russia for your product?



“Beviale Moscow is a highly professional and crucial exhibition for the Russian beverage industry.”

Walther Welledits
CEO, O. Salm & Co. GmbH

3 VISITOR PERSPECTIVE

3.1 VISITORS BY COUNTRY

6.239 visitors from 47 different nations attended Beviale Moscow 2019.

These are the top 5 most represented nations:

| | |
|------------|-------|
| Russia | 93,5% |
| Belarus | 1,5% |
| Kazakhstan | 1,5% |
| Ukraine | 0,5% |
| Uzbekistan | 0,3% |

Global solutions – local success!

Beviale Moscow is fully dedicated to the Russian and Eastern European markets.

3.2 RUSSIAN VISITORS BY REGIONAL ORIGIN

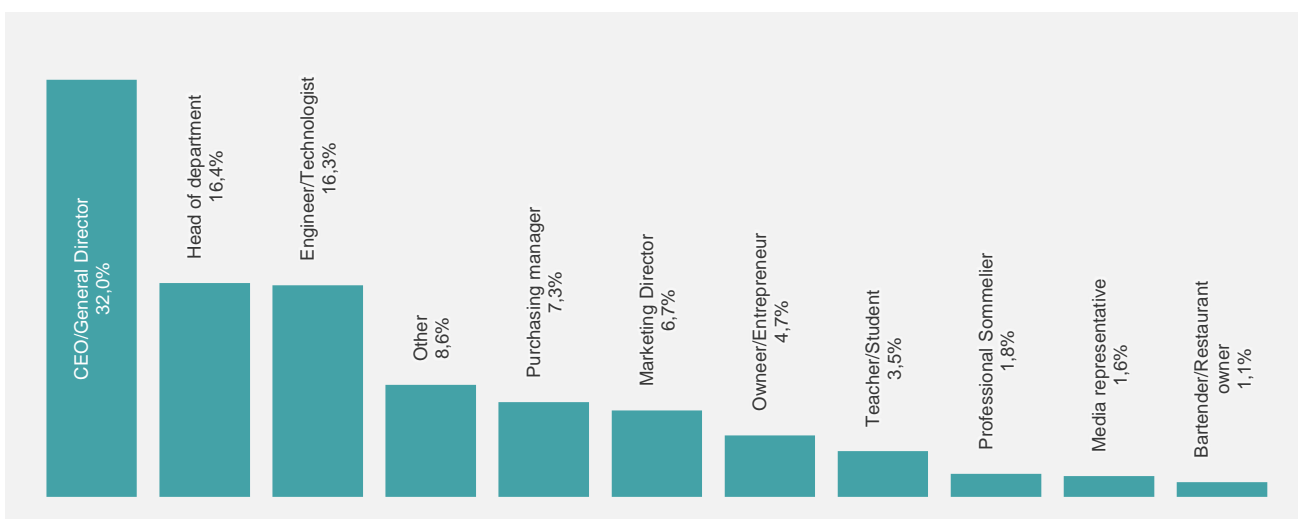
77 different regions of the Russian Federation were represented at Beviale Moscow 2019.

These are the top 10 most represented regions:

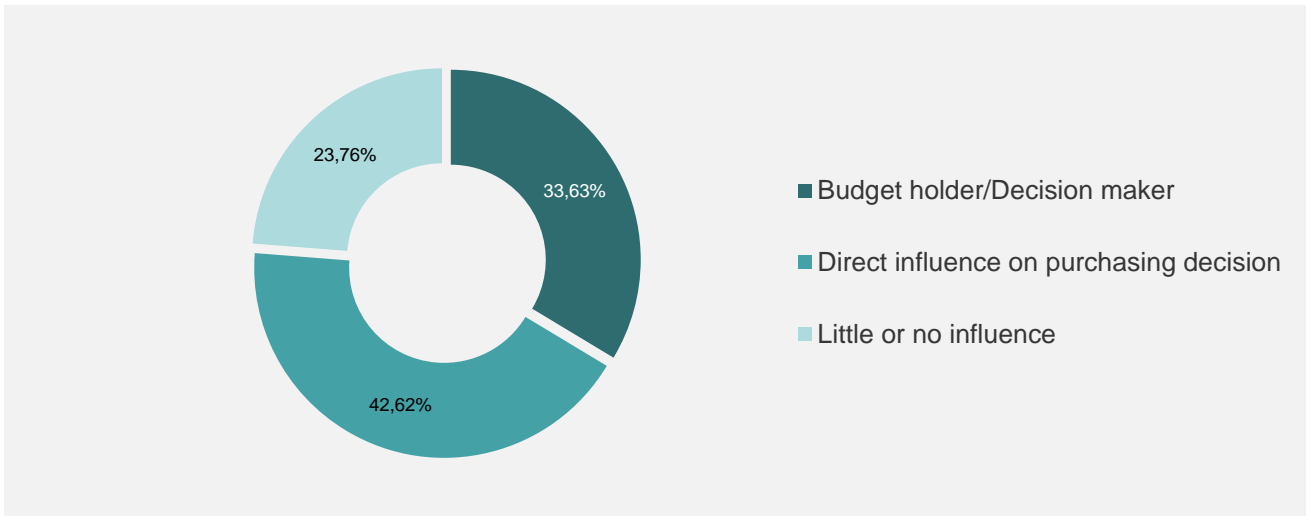
| | | | |
|------------------|-------|-------------------|------|
| Moscow | 54,4% | Sverdlovsk Region | 1,7% |
| Moscow Oblast | 15,2% | Tula Region | 1,6% |
| St. Petersburg | 4,0% | Samara Region | 1,6% |
| Krasnodar Oblast | 3,0% | Vladimir Region | 1,2% |
| Tver Region | 2,3% | Lipetsk Region | 1,0% |

3.3 VISITOR STRUCTURE

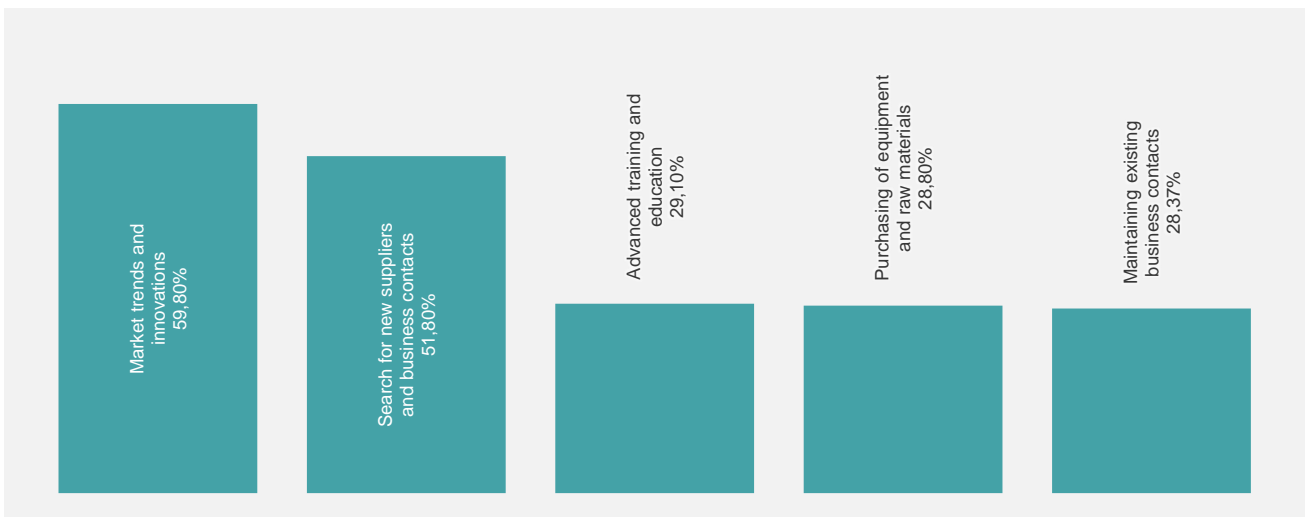
What is your position inside your company?



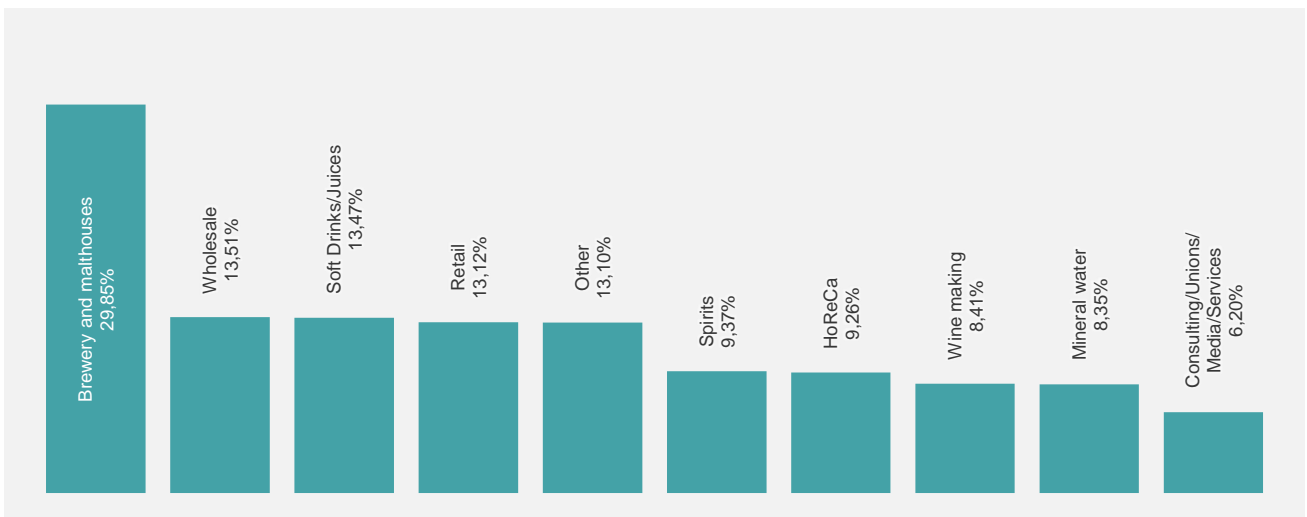
How strong is your influence on purchasing decisions in your company?



What are the main purposes for you to attend Beviale Moscow 2019?



In what sectors of the beverage industry are you active?



4 ENDORSEMENT AND SUPPORTING ORGANISATIONS

4.1 GOVERNMENTAL SUPPORT AND INDUSTRY ASSOCIATIONS

| | | |
|--|---|--|
|  <p>Ministry of Agriculture of the Russian Federation</p> |  <p>Barley, Malt and Beer Union (Honorary Sponsor)</p> |  <p>Private Brauereien Deutschland Private Brauereien Deutschland e.V. (Honorary Sponsor)</p> |
|  <p>Russian Union of Winegrowers and Winemakers (Honorary Sponsor of the Wine Section)</p> |  <p>Versuchs- und Lehranstalt für Brauerei, Berlin</p> |  <p>Association of the Beer and Beverage Market in Russia</p> |
|  <p>Союз Производителей Безалкогольных Напитков Union of Producers of Soft Drinks and Mineral Waters</p> |  <p>PETnology/tecPET GmbH (Co-Organizer of the Packaging Innovation Zone)</p> |  <p>World Packaging Organisation</p> |
|  <p>Ассоциация Брендинговых Компаний России Association of Brand Agencies of Russia</p> | <p>CRAFT DEPOT Association of Craft Beer Producers</p> |  <p>HORECA www.horeca.ru</p> |

4.2 MEDIA SUPPORT



5 LIST OF EXHIBITORS

| | |
|---|----------------|
| Austria | |
| O. Salm & Co. GmbH www.salm-austria.com | Austria |
| Belarus | |
| BELSOLOD JSC www.belsolod.by | Belarus |
| Canada | |
| Cask Global Canning Solutions www.cask.com | Canada |
| Lallemand Brewing Inc. http://www.lallemandbrewing.com | Canada |
| China | |
| HGM Ningbo Food Machinery Co. Ltd. www.hgmbrewing.com | China |
| JINAN CHENGAO MACHINERY CO., LTD http://cgmbrew.cn/ | China |
| Qingdao Henka Precision Technology Co. Ltd. www.echom.com | China |
| RUIAN AOBASI MACHINERY CO.,LTD. www.zjaobaosi.com | China |
| Shandong Meto Fermentation Technology Co.,Ltd. www.metobrew.com | China |
| Shandong Tiantai Beer Equipment Co., Ltd. www.craftbreweryequipment.com | China |
| Yuhuan Fanda Valve Factory www.fanda-china.com | China |
| Czech Republic | |
| ANTICORO Babik Josef s.r.o. www.anticoro-babik.cz | Czech Republic |
| Beerex s.r.o. www.beerex.cz | Czech Republic |
| Bilek Filtry s.r.o. www.filtrace.com | Czech Republic |
| DENWEL, spol. s.r.o. www.denwel.com | Czech Republic |
| DESTILA, s.r.o. www.destila.cz | Czech Republic |
| M.B.S. Mini Brewery System s.r.o. www.minibrewerysystem.com | Czech Republic |
| MOPOS, a.s. Moravske potravinarske strojirny, a.s. www.mopos.com | Czech Republic |
| NATE - nápojová technika a.s. www.nate.cz | Czech Republic |
| OMNIPOL a.s. www.omnipol.cz | Czech Republic |
| PALI s.r.o. www.pali.cz | Czech Republic |
| SEKADO s.r.o. www.sekado.cz | Czech Republic |

| | |
|---|----------------|
| Wunderbar Europe s.r.o. www.wunderbar.com | Czech Republic |
| Denmark | |
| Micro Matic A/S www.micro-matic.com | Denmark |
| Pentair Union Engineering a/s www.union.dk | Denmark |
| France | |
| Fermentis Division of S.I.Lesaffre www.fermentis.com | France |
| Germany | |
| Albert Handtmann Armaturenfabrik GmbH & Co. KG www.handtmann.de | Germany |
| Atlantic C GmbH www.atlanticc.com | Germany |
| Bayerischer Industrie- und Handelskammertag e.V. www.muenchen.ihk.de | Germany |
| Bayerisches Staatsministerium für Wirtschaft, Landesentwicklung und Energie www.stmwi.bayern.de | Germany |
| Bayern International - Bayerische Gesellschaft für Internationale Wirtschaftsbeziehungen mbH www.bayern-international.de | Germany |
| BEERTEC Ingenieurgesellschaft mbH www.beertec-gmbh.de | Germany |
| BIOTECON Diagnostics www.bc-diagnostics.com | Germany |
| Birkner GmbH & Co. KG www.beverage-world.com | Germany |
| BrauKon GmbH www.braukon.de | Germany |
| Caspary GmbH & Co. KG www.caspary.com | Germany |
| Fachverlag Hans Carl GmbH BRAUWELT www.hanscarl.com | Germany |
| FINK TEC GmbH www.finktec.de | Germany |
| Heidelberg Business Media Polymotive - Polymere in der Automobilindustrie, PETplanet www.hbmedia.info | Germany |
| HVG Hopfenverwertungs- genossenschaft e.G. www.hvg-germany.de | Germany |
| IMD (EMEA) GmbH www.imdvista.ch | Germany |
| IREKS GmbH www.ireks-malz.de | Germany |
| Joh. Barth & Sohn GmbH & Co. KG (A member of the Barth Haas Group) www.barthhaasgroup.com | Germany |
| KSM Keg-Service Mannich GmbH www.ksm-keg-service.de | Germany |
| Beviale Family www.nuernbergmesse.de | Germany |

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|---|---------------|
| PETnology/tecPET GmbH www.petnology.com | Germany |
| Private Brauereien Deutschland | Germany |
| Rastal GmbH & Co. KG www.rastal.com | Germany |
| Schäfer Produkte GmbH www.spuelboy.de | Germany |
| SCHÄFER Werke GmbH www.schaefer-werke.de | Germany |
| Südmo GmbH www.suedmo.com | Germany |
| VBW Weihenstephan GmbH www.vbw-weihenstephan.de | Germany |
| Versuchs- und Lehranstalt für Brauerei in Berlin (VLB) e.V. www.vlb-berlin.org | Germany |
| Weyermann® Specialty Malting Co. www.weyermann.de | Germany |
| ZIEMANN HOLVRIEKA GmbH www.ziemann-holvrieka.com | Germany |
| Great Britain | |
| Haychart LTD Food & Drink International | Great Britain |
| PolyOne Colors & Additives www.polyone.com | Great Britain |
| Valpar Micro Matic Limited www.valpar.co.uk | Great Britain |
| Hungary | |
| AGROMETAL KLASTER ZÁRTKÖRÜEN MUKÖDO RÉSZVÁNYTÁRSASÁG www.agrometal.info | Hungary |
| Italy | |
| ARCONVERT S.P.A. www.arconvert.com | Italy |
| BEVCO SRL www.bevco.it | Italy |
| CFT Spa www.cft-group.com | Italy |
| Co.Mac Group S.r.l. www.comacgroup.com | Italy |
| COSMAPACK International S.r.l. www.cosmapack.it | Italy |
| EASYBRAU-VELO IMPIANTINOX SRL www.easybrau.it | Italy |
| EDITRICE EDF TREND Srl www.tecnalimentaria.it | Italy |
| Enolandia S.r.l. www.enolandia.it | Italy |
| FRAMAX S.r.l. www.framax.com | Italy |
| GBO S.R.L. www.gbo-group.biz | Italy |

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|---|-------------|
| Maselli S.p.A. www.masellimisure.com | Italy |
| Nelden Industry Srl www.neldenindustry.it | Italy |
| REGINA CATENE CALIBRATE S.p.A. www.reginachain.net | Italy |
| TMCI Padovan S.P.A. www.tmcigroup.com | Italy |
| Lithuania | |
| UNI-STOCK UAB www.mpo-beer.ru | Lithuania |
| Uzdaroji akcine bendrove "HERMIS" Hermes JSC www.hermis.biz | Lithuania |
| Netherlands | |
| Pentair Food & Beverage www.foodandbeverage.pentair.com | Netherlands |
| Pentair Haffmans BV www.foodandbeverage.pentair.com | Netherlands |
| Russia | |
| 38 Metrov / 38 Meters "Distillarus" www.distillarus.com | Russia |
| ABC Trade www.a-b-c-trade.ru | Russia |
| AG Engineering www.ag-eng.ru | Russia |
| Alliance www.alliance.tc | Russia |
| Angel Yeast RUS OOO www.angelyeast.ru | Russia |
| AO Avrora www.avrora-test.ru | Russia |
| APG Eastern Europe www.preforma.ru | Russia |
| Association of Beer and Beverage Market (ABBM) www.oupr.ru | Russia |
| Avangard-Agro-Trade, OOO www.avangard-agro.ru | Russia |
| Barley, Malt, Hops and Beer Union www.barley-malt.ru | Russia |
| Beer-Technics OOO www.beer-technics.ru | Russia |
| Belgorsolod, OOO www.malteurop.com | Russia |
| Beverage Industry LCC www.beverage-industry.ru | Russia |
| Booster RUS www.booster-rus.ru | Russia |
| Bottling System LLC (boel.pro) www.boel.pro | Russia |
| Brew Success Group Lab www.bsglab.ru | Russia |

| | |
|--|--------|
| Buhler AG www.buhlergroup.com | Russia |
| Donau Lab Moscow AO www.donaulab.ru | Russia |
| Donsolod Agro OOO http://www.donsolodagro.ru/ | Russia |
| Draft Craft, OOO AROMATNI CHMEL www.draftcraft.ru | Russia |
| DSM Food Specialties Eastern Europe www.dsm.com | Russia |
| Engineering Bureau Alfa www.ib-a.ru | Russia |
| Expotorg "Beer Bar Glass" | Russia |
| Farvater OOO www.odl.ru | Russia |
| Filtermedia ZAO www.filtermedia.ru | Russia |
| First Federation www.ffbeer.ru | Russia |
| FirstBeerClub www.firstbeerclub.ru | Russia |
| Frigoglass Eurasia LLC www.frigoglass.com | Russia |
| Good Brewery Big Craft Day | Russia |
| Grainrus OOO www.grainrus.com | Russia |
| Hopsteiner RUS OOO www.hopsteiner.ru | Russia |
| IAC August Borg "Print Poisk" www.print-poisk.ru | Russia |
| International Research Center "Beer and Beverages XXI Century" www.beercenter.ru | Russia |
| IP Drobyshevski Profibeer - Portal of Beer Market www.profibeer.ru | Russia |
| IP Shukin Dmitry Vladimirovich Malinovka Distillers www.malinovka.ru | Russia |
| JSC "Factory Start" www.zavod-start.ru | Russia |
| LLC "Production Company Milesta" www.milesta.ru | Russia |
| Malterie Soufflet Saint-Peterbourg www.soufflet.com | Russia |
| NPM International Ltd. www.beerinnovations.com | Russia |
| NT-Prom www.mash-filter.ru | Russia |
| OAO "ChuvashHmelProm" | Russia |
| OOO "ARTE" www.arte-flex.ru | Russia |

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|---|--------|
| OOO "Barley" www.barleyhound.ru | Russia |
| OOO "BAT-RUS" www.batrus.ru | Russia |
| OOO "Berning Heds" www.astedru.ru | Russia |
| OOO "Braumeister" www.braumeister.ru | Russia |
| OOO "Business Resource" | Russia |
| OOO "Chemoprojekt IPC" www.chemoprojekt.cz | Russia |
| OOO "DIAEM" www.dia-m.ru | Russia |
| OOO "GEA Refrigeration RUS" www.gea.com | Russia |
| OOO "Pelliconi Russia" www.pelliconi.com/site/ru | Russia |
| OOO "Pishepromisdat" Publishing House "Food Industry" www.foodprom.ru | Russia |
| OOO "Resilux Distribution" www.resilux.com | Russia |
| OOO "RusHmelSolod" www.rushmelsolod.ru | Russia |
| OOO "Safe Cap" www.safecap.ru | Russia |
| OOO "SBN-Impex" www.sbn-impex.ru | Russia |
| OOO "Skatz" / Tovesorb www.skatz.ru | Russia |
| OOO "T.D. GERMES" http://pivzavod-germes.ru | Russia |
| OOO "Technologia" / Self Bar www.self-bar.ru | Russia |
| OOO <<UralSpecTrans>> (NOMAS) www.nomas.ru | Russia |
| OOO IKP Technokom www.technokom.ru | Russia |
| OOO MarketBeer "Akkom" www.minibrewerysystem.com | Russia |
| OOO NPP TechnoFiltr www.technofilter.ru | Russia |
| OOO Profimalt www.profimalt.ru | Russia |
| OOO Pro-Resource PROSOLOD www.prosolod.com | Russia |
| OOO Ventar www.ventar.ru | Russia |
| OOO Zip Service www.zipsolod.ru | Russia |
| Polyfilter Ltd www.polyfilter.ru | Russia |

| | |
|--|-------------|
| Prominkom Industrial and Engineering Company www.prominkom.ru | Russia |
| Publishing House Citizen "Russkaya Vodka Plus" www.rusvodkamagazine.ru | Russia |
| RealBrew LLC www.realbrew.ru | Russia |
| ROTEX Exhibition Company "Golden Autumn" www.rotexpo.ru | Russia |
| Russian Food Drinks Market Magazine www.ru-fdm.com | Russia |
| Strategy XXI OOO www.strategy21.ru | Russia |
| SVAM Group OOO www.svamgroup.ru | Russia |
| THE HOUSE OF THE BEER EQUIPMENT www.beer-dom.ru | Russia |
| UBC Logistika OOO www.beer-co.com | Russia |
| Union of the Oenologists and Winemakers of Russia www.mail.ru | Russia |
| Slovakia | |
| PSS SVIDNIK, a.s. www.pss-svidnik.sk | Slovakia |
| Switzerland | |
| Bucher Unipektin AG Competence Center Filtration www.bucherunipektin.com | Switzerland |
| Ultra System S.A. www.ultrasystem.ch | Switzerland |
| Turkey | |
| usluoglu plastic and molding Co. www.usluoglu.com.tr | Turkey |
| U S A | |
| A.B.E. - American Beer Equipment www.americanbeerequipment.com | U S A |
| WPO World Packaging Organisation www.worldpackaging.org | U S A |
| Ukraine | |
| Hop of Ukraine Ltd. | Ukraine |

6 IMPRESSIONS



7 CONTACTS

7.1 ORGANIZER AND CONTACT FOR INTERNATIONAL EXHIBITORS



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F +49 911 8606 12 8684
thimo.holst@nuernbergmesse.de

7.2 LOCAL OPERATOR AND CONTACT FOR DOMESTIC EXHIBITORS



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