

2018

# POST EVENT REPORT 2018

## ENERGY EFFICIENCY & RENEWABLES WASTE MANAGEMENT & RECYCLING SMART CITIES

Exhibitions & Conferences for South-East Europe  
NEXT EVENT: 16-18 April 2019, Sofia, Bulgaria



EE & RE



Save *the* PLANET



EE & RE, Save the Planet and Smart Cities are the only event in Bulgaria incorporated hot topics: renewable energy production, storage and saving, waste utilization and turning it into valuable resources, intelligent buildings, mobility and city environment. For the 14th consecutive year from 27 to 29 March, it successfully encouraged new business contacts. The event also proved that South-East Europe is a fertile ground for new market-based, profitable and sustainable technologies ensuring more resource efficiency.

The forum was opened by Krasimir Zhivkov - Deputy Minister of Environment and Water of the Republic of Bulgaria and Yoanna Hristova, Deputy Mayor of Sofia Municipality. H. E. Alberto A. M. Trueba - Ambassador of Argentina in Bulgaria, Ulrike Straka - Commercial Counsellor, Advantage Austria Sofia, Ambassador Traian Chebeleu - Deputy Secretary General, Black Sea Economic Cooperation Organization and Didier Coulomb - Director General, International Institute of Refrigeration have also welcomed the participants.

Under the Auspices of:



REPUBLIC OF BULGARIA  
Ministry of Regional  
Development and Public Works



Ministry of Environment  
and Water



Sofia Municipality

Long-term Supporting Partner:



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## EXHIBITIONS

- **Direct exhibitors from 17 countries:** Austria, Belgium, Bulgaria, Czech Republic, Denmark, Finland, France, Germany, Italy, Lithuania, the Netherlands, Poland, Portugal, Slovakia, Spain, Switzerland and Turkey
- 50% foreign companies
- 15% grow of the exhibition space
- Austrian Pavilion with the promotion support of ADVANTAGE AUSTRIA Sofia - for 9th consecutive year

## EXHIBITOR PROFILE

### EE & RE

- Solutions for heating and cooling: Heat pumps; Air conditioners; Biomass boilers and pellet stoves • Systems for the production of pellets from wood, straw, sunflower husks, municipal / household waste • Cogeneration and trigeneration • Biogas installations • Turnkey plants and systems for waste-to-energy recovery • Production and storage of solar energy; System for predicting, balancing and managing non-balances • Screw technology for hydro energy • Hybrid systems for energy production /wind - sun • Energy-efficient home, industry, street lighting
- Low energy buildings and passive houses • Consulting and EU funding tools; Energy trade • e-vehicles, etc.

### Save the Planet

- Biowaste utilization: composting, fermentation, biomass mechanical - biological waste treatment, anaerobic digestion plants; Processing of refuse-derived fuels; Dryers
- Recycling: equipment for sorting, shredding, washing dosing, re-granulation, compounding and extrusion; Knives and spare parts • Incinerators, hazardous waste treatment and disposal
- Waste collection: containers, bins, vehicles, water washing tanks, satellite navigation • On-board weighing and identification systems
- Services and programs for sustainable and professional waste management • Good practices and EU funding tools; Models for a public-private partnerships, etc.

### Smart Cities

- M2M, IoT, wireless technologies • BMS, BAS and home automation, software and hardware, BIM modeling

- Telematics - transport, public administration, fire-protection systems, geographic information systems
- Mapping data and related services for road networks, buildings, parks and traffic patterns • Satellite navigation systems • Smart solutions: traffic, transport, e-health, waste management, sound monitoring, metering, cloud assurance • Big Data analysis, model building, forecasting, Data Mining • Humanoid robots for face recognition, etc.

## VISITORS

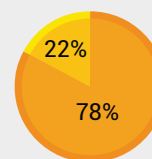
- **3 500 specialists from 15 countries:** Austria, Bulgaria, Czech Republic, France, Germany, Georgia, Greece, Italy, Macedonia, Poland, Romania, Slovenia, Switzerland, Turkey, the UK.

### Visitor Profile

Agriculture and Forestry; Architecture, Construction, Real Estate; Associations & NGOs; Automation, Electronics; Chemical Industry; Energy Saving; Engineering & Installation; Environment; Financing & Investment; Food Industry; Fuels; Heating & Air Conditioning; IT & Telecommunication; Lighting; Media; Paper and Packaging Industry; Power Engineering; Recycling; Renewable Energy; State & Municipal Administration; Tourism; Transport, Logistics; Waste Management.

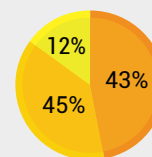
### Visitors by Region

From Bulgaria - 78%  
From Abroad - 22%



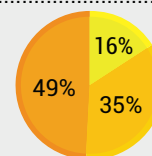
### Visitors by Company Activity

Production - 45%  
Services - 43%  
Trade - 12%



### Visitors by Job Position

Manager - 49%  
Marketing, sales - 35%  
Expert, consultant - 16%



## Partners:





## CONFERENCES

**30 speakers: 47% from Bulgaria, 53% from abroad (12 countries).**

### ENERGY EFFICIENCY AND RENEWABLES

**Main Topics:** • Cryogenic Energy Storage for Renewable Refrigeration and Power Supply

• Workshop: "Facing the Challenges of the New Energy Technologies" with the participation of the projects: GSS-VET - "Geothermal and Solar Skills" and SMARTEL - "Smart Metering and Home Automation Technologies Re-Training for Electricians"

**Speakers from:** Directorate General for Energy, European Commission; International Institute of Refrigeration; Association of European Renewable Energy Research Centres; Birmingham Energy Institute; London South Bank University; Technical University of Sofia; European Labour Institute; Energy Center Sofia, Technical University Sofia, Chamber of Installation Specialists in Bulgaria; Sofia Energy Agency SOFENA.

### SAVE THE PLANET

**Main Topics:** • Circular Economy: Challenges and Opportunities for Bulgaria. New Business Models; Dutch Circular Developments & Experience

• The LIFE programme - the EU funding tool for the Environment and Climate Action • Biological and Thermal Energy from Waste Technologies to Generate Value from Waste

**Speakers from:** Bulgarian Ministry of Environment and Water; LIFE Programme - Communications Team; Cleantech Bulgaria; RWS Environment, the Netherlands; WEHRLE Umwelt, Germany; Hitachi Zosen Inova, Switzerland.

### SMART CITIES

**Main Topics** • Digital Transition Partnership - Part of the Urban Agenda for the EU • Transforming Cities for the Digital Era • IoT for Smart Cities • Separate Waste Collection - Good Practices in Southern Italy and the Importance of Computerized Processes

• Use Cases & Benefits of "Smart" IoT Solutions for Municipalities • Watify Campaign for the Modernization of European industry • Lithium-ion Energy Storage System

**Speakers from:** Sofia Municipality, SAP, DAVID Holding, INNOVA Consorzio per l'Informatica e la Telematica Srl, Soitron Group, WATIFY Campaign, BMZ Poland, Intracom Telecom, etc.

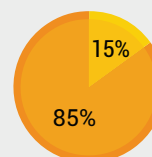
## ATTENDEES

**250 delegates from 18 countries:** Austria, Belgium, Bulgaria, Cyprus, France, Germany, Italy, Japan, Macedonia, the Netherlands, Poland, Romania, Serbia, Spain, Sri Lanka, Sweden, Turkey, the UK.

### Attendees by Region

From Bulgaria - 85%

From Abroad - 15%



**Attendee Profile:** Agriculture & Forestry; Architecture & Construction; Association & NGO; Bank, Finance, Investments; Chemical Industry; Electronics & Automation; Energy Efficiency; Engineering & Installation; Environment; IT & Telecommunication; Facility Management; Light Industry; Metals, Machine Building; Oil & Gas Industry; Packaging; Power Engineering; Renewable Energy; Research & University; State & Municipality Administration; Waste & Recycling.

## PARALLEL EVENTS

• Fourth Discussion Forum on the project: "CESME - Circular Economy for SMEs", co-funded under the InterReg Europe Program - "Utilization of Waste as a Resource" - Organizer: Bulgarian Association of Municipal Environmental Experts (BAMEE)

• Information Day - Organizer: Cluster Sofia Knowledge City



Media Partners:

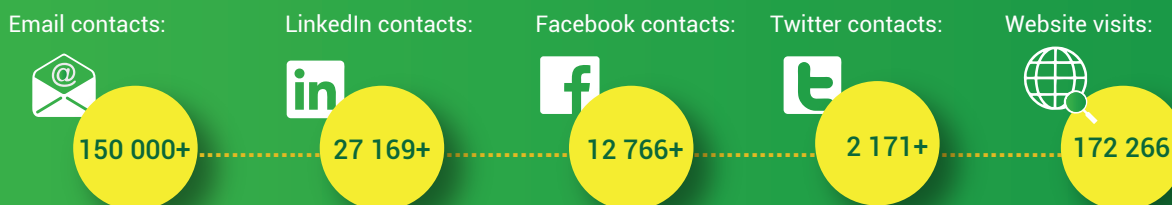




## PROMOTION

The whole event was promotionally supported by 132 partners incl. international and Bulgarian industry associations, chambers & media from 18 countries.

### How we reach the target audience through social networks:



## WELCOME ADDRESSES AND TESTIMONIALS

"Conferences like these, that bring together a variety of different approaches, knowledge and cultures, are the way through which we can all reach significant achievements both at a local and global scale."

**Yoanna Hristova, Deputy Mayor of Sofia Municipality**

"The 'Save the Planet' conference is an excellent forum to make contacts and create synergies with the most relevant stakeholders in the waste sector of South-East Europe"

**Carlos De La Paz, LIFE Programme Communications Team**

"The event was well organized and well promoted online through interviews, linkedin posts and newsletter articles"

**Gianfranco Brusaporci, CEO, Quattrogi Ltd.**

"On behalf of the Board of Directors of the European Institute of Labor, I would like to express my appreciation and satisfaction of the Institute's team for the perfect organization of Via Expo in regard to our workshop. We will gladly collaborate again next year"

**Dr. eng.Irina Terziyska, chairwoman, Board of Directors, European Labor Institute**

"The organization of the fair, its participants and professional content as well as the quality and the number of visitors testify about the prestige of this event in the domestic and regional market. It provides good personal contacts with business partners from the most of the European countries. We would like again to be a part of this event."

**Snežana Stanojević, IND MEDIA D.O.O.**

# Don't miss to join the event in 2019 and to be part of environmental business in SE Europe!

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