MiningWorld Ukraine 2019

International Exhibition of Equipment, Special Machinery and Technologies for Mining, Enrichment and Transportation of Minerals

Post Show Report

www.miningworld.com.ua
MiningWorld Ukraine is the only international specialized exhibition of mining in Ukraine.

**Participants**

Participants of MiningWorld Ukraine are the largest Ukrainian and foreign manufacturers and suppliers of machinery, equipment and technology.

For foreign companies, the exhibition MiningWorld Ukraine is an effective promotional tool in the Ukrainian market and the ability to find distributors and large direct clients interested in purchasing for the short period of time.

**Visitors**

Visitors of MiningWorld Ukraine are the specialists of open-cast mining enterprises, coal mines, processing plants, wholesalers from different regions of Ukraine interested in machinery and equipment purchase for extraction, processing and transportation of minerals.

At the exhibition, they have a chance to get acquainted with new equipment demonstrated by the exhibitors, select products matching their production demands and essential for their business tasks solving.

**Exhibition area**  
5 000 m²

The Project Organizer is a Ukrainian exhibition company Premier Expo (part of ITE Group PLC).
PARTICIPANTS OF THE EXHIBITION

120 companies from 12 countries

Exhibition participants are the leading domestic and foreign companies, representing the wide range of equipment, materials, machines and technologies for mining industry.

In 2019, companies from Austria, Belarus, Czech Republic, China, Finland, Germany, Hungary, Italy, Poland, Sweden, the United Kingdom and Ukraine took part in the exhibition.

More than 50 companies were the first-time participants.
Exhibitors Survey Results

Serhii Shliamin, owner and commercial director of Krankomplekt Plant LLC (Zaporizhzhia):

«It is very correct that the organizers chose Zaporizhzhia to host the exhibition. It really is the center of heavy industry and mining. From the very first day of the exhibition we could evaluate both the number and the quality of visitors – it would be unreal to gather representatives of mining and processing plants and companies from Kryvyi Rih, Dnipro, Gorishni Plavni, Zaporizhzhia, Pavlograd, Mariupol, Zhovti Vody, Vuhledar, Selidove, Lysichansk in Kyiv. Yesterday our stand was visited by representatives of such companies as DTEK, Zaporizhstal, Zaporizhzhkoks, Vilnohirskyi Mining Plant, Mine Pokrovkaya (Donetsk Region), Kryvyi Rih Iron and Steel Works, private joint-stock company Suha Balka. I am very pleased.»
Business Program

15 Ukrainian and foreign speakers were engaged in the Business Program.

More than 250 leading experts of mining and processing enterprises attended the events.

October 8

Forum of Subsoil Users of Ukraine
Subsoil is the Driver of Economic Development in Ukraine

Awarding ceremony of the 1st Ukrainian Contest
The best Miner of Ukraine

Conference Zeppelin. New Solutions in the Market of Ukraine

Evonik Company’s Presentation
Creativity Power of Special Chemicals

October 9

Venta Lab’s Conference The Role of Quality Control in Coke, Steel, Cast Iron and Mineral Production Technology
Visiting of Industrial Giants of Zaporizhzhia

For the participants of the exhibition, special trips to such main industrial enterprises of the region as Zaporizhzhia Iron and Steel Works (120 km from Zaporizhzhia) and Zaporizhstal were organized.

During the visit, the participants of MiningWorld Ukraine had opportunity to negotiate with the leading specialists of the enterprises.
More than 150 mine workers from Donetsk and Luhansk regions (Pavlohrad, Selodove, Vuhledar, Toretsk, Lysychansk), as well as from Dnipropetrovsk region visited the exhibition in groups as technical specialists.
Visitors of MiningWorld Ukraine are the leaders and mining specialists of companies, mines, mining and processing plants:
- purchasers (suppliers)
- technologists
- chief
- engineers
- manufacturers
- builders
- designers, designing engineers
- chief mechanical engineer
- drilling and blasting operations specialists
- motor transport specialists
- energetics
- geologists
- etc.

2 056 specialists visited MiningWorld Ukraine 2019,

which is

25% more, than in 2018
### Products of visitors’ interest

<table>
<thead>
<tr>
<th>Category</th>
<th>Interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quarry and special machines</td>
<td>23%</td>
</tr>
<tr>
<td>Mining machinery</td>
<td>20%</td>
</tr>
<tr>
<td>Drilling machinery, crushing and screening equipment</td>
<td>19%</td>
</tr>
<tr>
<td>Electrical Equipment</td>
<td>16%</td>
</tr>
<tr>
<td>Pumping and compressing equipment, hydraulics</td>
<td>15%</td>
</tr>
<tr>
<td>Process automatization systems</td>
<td>15%</td>
</tr>
<tr>
<td>Personal protective equipment</td>
<td>15%</td>
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<tr>
<td>Equipment for searching, extraction, processing of minerals</td>
<td>14%</td>
</tr>
<tr>
<td>Machinery and equipment for handling and transportation of minerals</td>
<td>10%</td>
</tr>
<tr>
<td>Construction technologies in mining</td>
<td>8%</td>
</tr>
</tbody>
</table>
Visitors’ breakdown by enterprise type

- Quarry / open-cast: 24%
- Mine / underground operations: 23%
- Mining and Processing Plant: 10%
- Projecting, engineering, scientific work: 9%
- Importer / Dealer: 9%
- Road Construction: 8%
- Quarry exploitation & exploitation: 6%
- Services in mining and metals industry: 5%
- Production of mining equipment: 4%
- Other: 2%

Visitors’ breakdown by position

- Management: 36%
- Engineering specialist: 34%
- Procurement and purchasing manager: 20%
- Sales manager: 7%
- Private entrepreneur: 2%
Visitors

Serhii Rusakov, head of the technical department of processing of Vilnohirsk Mining and Metallurgical Complex:

«.. We observed a lot of interesting and useful equipment. The exhibition featured the equipment of the Multotec company, which we know well – hydrocyclones, stackers, screw separators and so on. We reviewed their presentations and latest offers. They suggested us to implement some innovations for the future for better quality of concentrates separation, which we will definitely consider». 
Visitors

Geographical distribution of local visitors

- Dnipropetrovsk region – 31%
- Donetsk region – 30%
- Zaporizhzhia region – 17%
- Kyiv City and Kyiv region – 10%
- Other regions – 12%
In 2019, visitors from 10 countries apart from Ukraine took part in the work of exhibition: Argentina, Austria, Belarus, Germany, Kazakhstan, Lithuania, Moldova, Poland, Russia, Turkey.
WELTER ZAHNRAD GMBH (Germany)

Dietmar Fischer, chief sales manager, Central and East Europe:

«I am pleased with the quality visitors percentage, we managed to negotiate with several target partners. Special thanks to the Exhibition Director for inviting the representative of the plant with whom we have long wished to cooperate with to our stand. Thanks to the organizers team for the support, professionalism and atmosphere at the exhibition.»

Ofama (Poland), Patrik Szega, Sales Department Director.

«There were a lot of interested people, especially yesterday. There were representatives of Ukrainian companies (factories) who wanted to cooperate with us, which is very good. Many target customers are coming. In contradiction to another European exhibitions, where it is often the case that the exhibition is large but very few interested people come.»
MiningWorld Ukraine

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Ukraine, Zaporizhzhia
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