

RESULTS 2024

Post Show Report



18-th Central Asian International
AGRICULTURAL EXHIBITION

October 30 -November 1, 2024

Kazakhstan, Almaty, Atakent IEC

IFWexpo
Heidelberg GmbH



18-th Central Asian International AGRICULTURAL EXHIBITION

OFFICIAL SUPPORT AND PARTNERS



Ministry of Agriculture of the
Republic of Kazakhstan



Akimat of Almaty



Union of Poultry Farmers of
Kazakhstan

VISITORS

2 526

PARTICIPANTS

183

PARTICIPATING COUNTRIES

25

Belarus, Belgium, Bulgaria, Great Britain, Hungary, Germany, Denmark, Israel, India, Jordan, Spain, Italy, Kazakhstan, China, Malaysia, Netherlands, Poland, Russia, Serbia, USA, Turkey, Uzbekistan, France, Czech Republic, Japan.

KEY BUSINESS EVENT –AGRIFORUM

2 conference room 6 business events

13 hours of industry sessions 32 speakers from 5 countries

Buyer program

➤ Delegations from the regions of Kazakhstan and Kyrgyzstan – 75 industry experts



VISITORS

DISTRIBUTION OF VISITORS BY FIELD OF ACTIVITY

- Farms –**44%**
- Distributor /Dealer company /importers –**20%**
- Poultry farms–**13%**
- Design and construction of agricultural buildings –**6%**
- Processing and storage of grain –**4%**
- Consultation, financing and crediting–**3%**
- Production and processing of agricultural products –**2%**
- Recycling –**2%**
- Other –**2%**
- Logistics, warehouse –**2%**
- Irrigation, irrigation systems –**2%**



VISITORS LEVEL OF RESPONSIBILITY IN THE COMPANY



- 42% Head of the Company / Owner
- 20% Production Manager / Manager
- 16% Development Manager
- 11% Specialists (Technologist / Engineer / Agronomist / Chef Cook)
- 6% Head of the Economic Department
- 5% Purchasing Manager

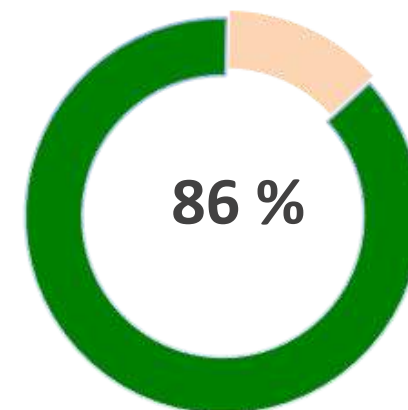
93% personally make decisions on partnerships and purchasing products or are key recommenders



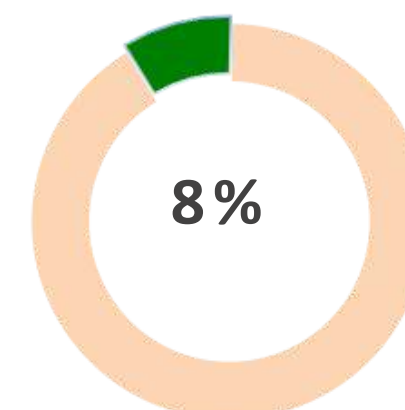
VISITORS

VISITORS' GEOGRAPHY – 38 COUNTRIES

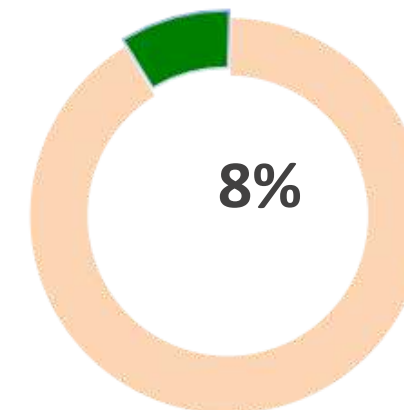
57 % visitors came for the first time



KAZAKHSTAN



CIS COUNTRIES



INTERNATIONAL

Australia, Azerbaijan, Belarus, Hungary, Germany, Georgia, Denmark, Israel, India, Jordan, Iran, Spain, Italy, Kazakhstan, Canada, China, Kyrgyzstan, Lithuania, Malaysia, Netherlands, United Arab Emirates, Pakistan, Poland, Russia, Saudi Arabia, Slovakia, United States of America, Tajikistan, Turkmenistan, Turkey, Uzbekistan, Ukraine, France, Czech Republic, Switzerland, Estonia, South Korea, Japan.





VISITORS

TOP-20 SECTIONS OF INTEREST TO VISITORS

| | | | |
|----------------------------|-----|---|-----|
| ■ EQUIPMENT | 29% | ■ SEED PRODUCTION | 16% |
| ■ CROP PRODUCTION | | ■ IRRIGATION, IRRIGATION SYSTEMS | 15% |
| ■ POULTRY FARMING | 28% | | |
| ■ STORAGE, | | ■ PACKAGING | 15% |
| TRANSPORTATION, | 23% | ■ RESEARCH AND DEVELOPMENT | 13% |
| ■ LOGISTICS | 23% | ■ GRAIN STORAGE | 12% |
| FERTILIZERS, AGROCHEMISTRY | 20% | ■ BUILDING DESIGN AND CONSTRUCTION | |
| | | | 12% |
| ■ VETERINARY MEDICINE | | | |
| ■ GENETICS | 20% | ■ CONSULTING, BANKING, FINANCIAL SERVICES | 10% |
| ■ AGRICULTURAL MACHINERY | 20% | ■ ANIMAL HUSBANDRY | 9% |
| ■ FEED, FEED MIXTURES | 19% | ■ MARKETING & ADVERTISING | |
| ■ GARDENING, | | TRADE AND INDUSTRY | 8% |
| VITICULTURE | 18% | ■ ASSOCIATIONS | |
| | | | 7% |
| ■ | 17% | | |

VISITORS

BUYER PROGRAM

To attract specialists from the agricultural sector, at the invitation of ITECA Company, buyers' expo tours have been organized: **The delegation from Kyrgyzstan** – the delegation from Kyrgyzstan has arrived to the exhibition consisting **52 specialists** to conduct negotiations with potential partners from companies: LLC «Agro T», AGRO NOVA, LLC «Agrostyle», LLC «Agro Expert Group», LLC «Organic Holding KG», Association for the Development of the Agro-Industrial Complex of the Kyrgyz Republic, Advanced Growing Technologies, LLC «Belekotekhnika», «Datka Asia», «Ki Chemical», LLC «Eurasia Group Kyrgyzstan», SOO «Kyrgyzagroservice», «Kyrgyz Agro Service», SKK «MEENET AGRO», LLC «Natural Agro» (Oasis Agro), «Organic Holding KG», «Osh Bazaar», «Spartak KGO», JSC «Suusamyr Agro», KH «Tengis Agro», LLC «Titan Group Company», «Shankai Agro», SKH «Eldiyar», KH «Eco Ball», «D&D AGRO», Selection housing and communal services «Umar Group», LLC «Fresh Berry», etc.

The delegation from the southern regions of the Republic of Kazakhstan, Shymkent, Taraz and Chilik: consisting of 23 heads and specialists from such organizations as: «AGRO MARKET», «Asa Agro», «Aulie Ata Phoenix», «Farmers of Chilik», «Foundation of Local Communities of Enbekshikazakh district», «Association of Gardeners of Almaty region regions», etc .



VISITORS

FEEDBACK FROM VISITORS



“

I have been visiting this exhibition for about 10 years and always find useful business contacts and interesting offers from equipment suppliers. This year I have just started to inspect the exhibition, as this is the first day, but I already see that there will be an opportunity to discuss technical issues and projects for the future with partners. Such exhibitions are really important for the development of the agricultural sector in Kazakhstan.

I find something new at each exhibition, and sometimes even familiar companies present interesting updates. I plan to attend exhibitions in the future, as such events are necessary for the development of the industry and provide an excellent opportunity for local manufacturers to get acquainted with new technologies and solutions without leaving Kazakhstan.

BerikAbkeyev,
Deputy Chairman of the Board for
Procurement and Logistics
AlelAgro JSC

“

We visit the AgroWorld Qazaqstan exhibition every year, and it meets our expectations every time. Here we not only meet new people, but also find innovative solutions for modern poultry farming. In the current environment, it is very important to stay up to date with the latest developments in equipment and veterinary medicine, and this exhibition allows us to get detailed information about modern solutions. This year we have already managed to meet with current partners and outline plans for 2025, got acquainted with new companies with whom we are considering further cooperation. As we renew our circle of partners every year, such meetings give us valuable opportunities for development. We are looking forward to the next exhibition, and we thank the organizers for the high level of the event!

Asset Abdreisov,
Senior Veterinarian
Alatau Kus JSC

“

We visit this exhibition every year and are always satisfied. The exhibition is well organized: convenient location, well-structured areas where you can easily find the right companies and offers. Every year, the site pleases with its quality and new interesting offers. We found companies here with whom we were able not only to discuss possible cooperation, but also to agree on additional projects that we will already work on after the exhibition. In general, everything is on top. Many thanks to the organizers, we will definitely return in 2025!

Sergey Nikiforov,
Chief Power Engineer
Nauryz Agro LLP

”

Visitors FEEDBACK



BUSINESS PROGRAM



■ AgriFORUM—KEY BUSINESS EVENT

- **6** business events
- **32** speakers from **5** countries
- Panel sessions, innovation presentations



PODCAST CENTER AgroWorld Qazaqstan

NEW

- 2 days of shooting exclusive interviews, expert talks with top experts of the industry in the Kazakhstan : government representatives, agribusiness experts, entrepreneurs and exhibitors



Business Program
of AgroWorld 2024



EXHIBITORS ▣ 183 companies ▣ 25 countries

GEOGRAPHY OF EXHIBITORS:

Belarus, Belgium, Bulgaria, Great Britain, Hungary, Germany, Denmark, Israel, India, Jordan, Spain, Italy, Kazakhstan, China, Malaysia, Netherlands, Poland, Russia, Serbia, USA, Turkey, Uzbekistan, France, Czech Republic, Japan.

NATIONAL STANDS:

Germany, Malaysia, Netherlands, South Korea

REGIONAL STANDS:

Republic of Tatarstan, Stavropol Territory

List of participants



EXHIBITORS

FEEDBACK FROM EXHIBITORS



In fact, the exhibition is a very useful tool. We find a very large number of partners here, we look at competitors. We have been participating here for several years. There is a very large number of the target audience here. Every year there is more and more interest. People are interested in new technologies in construction, especially about the agricultural sector. People are constantly improving, expanding their businesses and their farms. After all, these are poultry houses, cowsheds, vegetable storages. Our technologies are just right for the construction of absolutely any sector, especially in agriculture. We are currently negotiating with companies that supply equipment for such buildings, where we could join the consortium. These are equipment suppliers, as well as poultry houses, as I mentioned earlier, cowsheds, pig farms, and so on. We plan to participate in the same exhibition next year and in subsequent years as well.

Alikhan Suleimenov
Head of Sales Department
Grand Construction LTD

This is the second time we have participated in this exhibition. The first time was last year. I think the exhibition is generally very good. It is a good tool to get acquainted, communicate, get new contacts and develop business and industry. Therefore, we are pleased with the participation. There was interest, that is, this year the exhibition is more professional, contacts come specifically for our equipment, and most likely, more emphasis is placed on our equipment. Our projects are individual and we need more time to conclude a contract. Of course, we will consider the participation in the exhibition next year. We are participating not only in Almaty, but also in Astana, so we believe that we will definitely consider this proposal.

Zarema Esengaliyeva
Sales Engineer
Linde Gas Kazakhstan

This is the first time we are participating in this exhibition. The impressions are the most positive. Everything was cozy, comfortable, homely, I'll even say very friendly. A lot of useful acquaintances have happened. It's all good. We got what we wanted, why we came. We will be glad to visit you again. We have signed two contracts, and are currently working on up to 10 more potential customers. We hope everything will be fine. We plan to definitely take part in your exhibition next year!

Galina Skorik
General Director
PTITSA TD LLC

More FEEDBACK





PARTICIPANTS' OPINIONS:

98%

consider participation in the
exhibition important for
business

89%

of participants achieved their goals
in full or in part

91%

confirmed and plan to participate
in 2025

EFFECTIVENESS OF
PARTICIPATION

100%

consider the exhibition important for their
business



91%

have planned to purchase products
from participants based on the results



98%

have confirmed and plan to attend the
exhibition in 2025



93%

make and influence decisions about the
purchase of goods/services



89%

came to search for, purchase
products/receive industry information and
find new partners

WE ARE WAITING FOR YOU at AGROWORLD QAZAQSTAN 2025!

OCTOBER 29 –31

Kazakhstan, Almaty «Atakent» IEC

**19th Central Asian International
AGRICULTURAL EXHIBITION**



AgroWorld
Qazaqstan

IFWexpo

Heidelberg GmbH



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BOOK A STAND