

FINAL REPORT FROM THE TRADE FAIR



CLIMATHERM

CONECOINVEST

SLOVREALINVEST

2007

I. BACKGROUND INFORMATION

On 24 March 2007 the INCHEBA EXPO Bratislava exhibition centre closed its gates after having for five days hosted exhibitors and visitors of a block of significant exhibition events – 28th international building fair CONEKO, 17th international fair of energy efficiency and rationalisation RACIOENERGIA, 11th international specialised exhibition of air conditioning and air technology CLIMATHERM, 3rd specialised real estate fair SLOVREALINVEST and, for the first time ever, the presentation of investment plans CONECOINVEST.

The 28th CONEKO fair, Slovakia's largest building fair, reflected the enormous construction "boom" Slovakia has experienced over the recent years. Forecasts say this development will further continue both in quantitative and qualitative terms.

The significance and prestige of this extraordinary event is also highlighted by the fact that the fair was held under the auspices of Slovak Prime Minister Robert Fico. With the professional support of such renowned institutions as the Slovak Ministry of Economy, Slovak Ministry of Construction and Regional Development, Slovak Ministry of Finance, Slovak Ministry of the Environment, Slovak Association of Construction Companies (Zväz stavebných podnikateľov Slovenska/ZSPS), Slovak Investment and Trade Development Agency SARIO, Slovak Association of Towns and Municipalities (Združenie miest a obcí Slovenska/ZMOS), National Association of Slovak Real Estate Agencies (Národná asociácia realitných kancelárií Slovenska/NARKS), Association of Industrial Ecology in Slovakia (ASPEK), Research and Development Institute for Construction (Výskumno-

vývojový ústav pozemných stavieb/VVUPS), Slovokno, Slovak Association of Refrigeration and Air Conditioning Engineers, Slovak Chamber of Commerce and Industry, Slovak Energy Agency, the Slovak Academy of Sciences, Stove and Fireplace Manufacturers Guild (Cech kachliarov a krbárov), Slovak Floor Manufacturers Guild (Cech podlahárov Slovenska), Slovak Roofers Guild (Cech strechárov Slovenska), Heating and Thermal Technology Guild (Cech vykurovania a tepelnej techniky), Faculty of Architecture of the Slovak University of Technology, Faculty of Civil Engineering of the Slovak University of Technology, (Construction Guild - CPS Bratislava, the Czech Ministry of Industry and Trade, Czech Association of Cooling and Air Conditioning Technology), the Industrial Property Office of the Slovak Republic, Slovak District Heating Association, Association for Thermal Insulation of Buildings (Združenie pre zatepľovanie budov), Slovak Wood-processing Association (Zväz spracovateľov dreva SR), the CONECO fair has established itself as an event focused on the presentation of latest results from research and development, possibilities for modernisation and innovation of technology processes with an accent put on the environmental protection and energy savings. Therefore this year's joint slogan of the CONECO and RACIOENERGIA fairs read "Poznanie obohacuje" (Knowledge Makes You Richer).



Event statistics:

- Number of visitors 200 000
- Number of exhibitors 900
- Countries directly presented 11
- (Slovakia, the Czech Republic, Austria, Hungary, Poland, Germany, France, Italy, Slovenia, Lithuania and Turkey)
- Official participation by the Czech Republic
 - Number of Czech exhibitors 183
- Exhibition area in m² 60 000
- Number of exhibition halls 11
- Number of accredited journalists 449

The Czech Republic was again **officially represented** at the Coneco 2007 fair, with the number of Czech exhibitors being 183. In general, a total number of 211 Czech companies and organisations presented their activities at the fair. The Czech exhibitors specialised mainly in the following fields: building technologies, building materials and products, windows, doors, insulations, heat generation technologies, metering and regulation, scaffoldings, construction chemicals, air conditioning distribution system.

Exhibitors' opinions on Coneco:

"CONECO has already become a symbol of a whole set of spring exhibition events closely connected with civil engineering and investments into construction development in the Slovak Republic. It is not only the largest building fair in Slovakia, but it is the Slovak largest fair which serves as a nation-wide platform for the presentation of the Slovak building industry at an international level. Our ZSPS association, being the main professional partner of this exhibition event, may boast with its 2007 participation in the fair being the most successful in the recent years. In addition to our involvement as an exhibitor, we also consider important our cooperation in organising a wide range of professional accompanying events that have also a social dimension to them, such as this year's ZSPS Partnership Day with the personal attendance of two Slovak ministers and other renowned officials. We believe that our participation in this event will continue to grow in size, quality and importance also in the future."

Ing. Ján Majerský, PhD.,
ZSPS president

"As far as the number and quality of the visitors who showed interests in products of our RUX ČR, s.r.o. company is concerned, we must admit that both their number and the quality were considerably higher this year.

We believe to have established contacts with companies that may play quite an important role in further development of our company, innovative solutions and our products."

Daniel Kimmer,
executive director, RUX ČR, s.r.o.

"This year's exhibition was a success for our company both as regards the attendance of our exhibition stand as well as conditions and services provided by Incheba. Services such as parking, easy access to the exhibition grounds, security, cleaning, etc. have improved considerably when compared to previous years. We think this exhibition was a success and we believe that it has helped us kick-start some good business on the Slovak market this year."

Ing. Róbert Miško
sales director, Tatramat-ohrievače vody s.r.o.

"Participation in the CONECO fair is an excellent opportunity for us to present the latest achievements of our companies. There is nothing better than to meet colleagues from the business – professionals, as well as the general public – our prospective clients. And as far as the organiser is concerned – Incheba deserves to get an A."

Roman Ruhig, CEO
ERS Holding

"REHAU s.r.o. presented its products at CONECO 2007 under a slogan "Energy-efficient system solutions for the future". Based on the response and subsequent demand in the first days after the exhibition I may say that the interest in our products is enormous, be it in the field of utility networks, window and façade systems or technologies for buildings. We presented also products for furniture manufacturing industry which attracted a good share of attention as well. All in all, the exhibition deserves a very positive rating. REHAU

s.r.o. is perceived as a supplier of cutting-edge, high-quality system solutions at the building market.”

Ing. Igor Borguľa
executive director, REHAU s.r.o.

New at the fair

The already well-established building fair CONECO was accompanied with the first ever presentation of a successful exhibition project entitled **CONECOINVEST** which in 2007 replaced traditional exhibitions Regioninvest, Ekotechnika and Hydrotec. Bringing together the building industry and regional development represents an excellent opportunity for meetings of regional, local and municipal officials, developers, investment and construction companies, banks and prospective foreign investors.

CONECOINVEST is designed for individual regions to present their investment plans and search for investors and funding possibilities either from domestic or EU sources.

Another new event accompanying the CONECO fair was the 3rd real estate fair SLOVREALINVEST, previously held outside the Incheba Expo Bratislava exhibition grounds. Organised in cooperation with the NARKS association of real estate agencies, SLOVREALINVEST will regularly be held along with the CONECO event from now on. The real estate fair concentrates on the latest trends in the field of real estate purchase and sale, financing, developer activities and other related issues.



Both aforementioned projects were held in the A0 hall, hosting 45 exhibitors on the area of 1050m². The CONECOINVEST section presented investment plans for the construction of residential complexes, industrial parks and other projects in Košice and Banská Bystrica regions, which put up their own expositions here, infrastructure reconstruction projects from Galanta and projects for the construction of industrial parks in Žilina, Trenčín and Prešov regions. A large number of exhibitors presenting services, products and technologies for municipalities appreciated the presence of senior municipality officials at the fair. In addition, they were given a chance to present, free of charge, their own expositions during the XVII. Annual ZMOS Congress held in INCHEBA EXPO Bratislava from 25 to 26 April 2007 with more than 2,000 mayors attending. The SLOVREALINVEST section hosted developers presenting their new residential and non-residential construction projects, real estate agencies with an extensive offer of real estates from all over Slovakia, and financial institutions offering their housing funding services.

Two all-day conferences accompanied the CONECOINVESTS and SLOVREALINVEST presentations. The Regioninvest conference, held under the auspices of ZMOS and SARIO, addressed the hottest issues of investment development in Slovak regions, possibilities of its funding and the development of industrial parks. The conference was attended by 300 mayors and other regional officials. NARKS-sponsored

'Slovrealinvest' conference focused on real estate market issues, future market trends and current problems with development projects.

The next CONECOINVEST and SLOVREALINVEST exhibitions will be held along with the CONECO fair from 1 to 5 April 2008.



Exhibitors' opinions on ConecolInvest:

"ConecolInvest 2007 sure lived up to our expectations. For Košice region, this was a great opportunity to present our region's investment potential, introduce the prepared industrial parks with established investors, completed infrastructure and with enough room for other prospective investors. It is encouraging for us to see that the interest in placing investments in the Košice region does not fade but, quite to the contrary, it is still growing, thanks also to such events as ConecolInvest 2007."

Ing. Peter Burger
Košice region

"The exhibition grounds are spacious and well-arranged, the positioning of exhibition halls and stands is excellent. Considering the high attendance rate, we think the exhibition was well promoted."

Eva Susová
marketing specialist, WAVIN Ekoplastik s.r.o

"Participation in the CONECO fair is an excellent opportunity for us to present the latest achievements of our companies. There is nothing better than to meet colleagues from the business – professionals, as well as the general public – our prospective clients."

Roman Ruhig
CEO, ERS Holding

II. OPENING CEREMONY

The fair opening ceremony was attended by Slovak President Ivan Gašparovič with First Lady Silvia Gašparovičová, Slovak Deputy Premier Dušan Čaplovič, Slovak Economy Minister Ľubomír Jahnátek, Minister of Construction and Regional Development Marián Januška, State Secretary at the Ministry of Economy Ivan Rybárik, State Secretary at the Ministry of Transport, Posts and Telecommunications Milan Mojš, ZSPS President Ján Majerský, President of the Czech Association of Construction Companies Václav Matyáš, ZMOS Chairman Michal Sýkora, Bratislava higher territorial unit chairman Vladimír Bajan, chairman of the Regional Association of Municipal Districts of the Capital of the Slovak Republic Richard Frimmel, Petržalka mayor Milan Ftáčnik, Ružinov mayor Slavomír Drozd and other Slovak mayors, members of diplomatic corps accredited in Slovakia and other guests.



III. ACCOMPANYING EVENTS

Accompanying events were designed both for professionals and general public. Over 20 accompanying events focused on various fields of the building industry, energy sector, investment development and environmental protection broke a new record and presented extraordinary quality.

The opening day was devoted to the **Partner Day** entitled “**Construction Industry 2007-2013**” organised by the Slovak Association of Construction Companies under the auspices of the Ministry of Construction and Regional Development and the Ministry of Transport, Posts and Telecommunications. The main topics on the agenda of this informal discussion forum included forecasts of the construction industry’s development in 2007 as well as state aid schemes for construction development, the transport infrastructure and mutual cooperation between Slovak and Czech construction market.

During the fair, VVÚPS-NOVA traditionally organizes an expert conference, this year in cooperation with the Faculty of Civil Engineering of the Slovak University of Technology and Association for Thermal Insulation of Buildings. **The 14th international conference ‘Teória a konštrukcie pozemných stavieb’** (Theory and structures in civil engineering) focused this year on restoration and thermal protection of buildings.

The RACIOENERGIA section involved expert seminars and workshops on the rational use of energy. Among the most prominent were the seminars ‘**Importance of heating industry for heat and electricity supply**’ organised by the Slovak District Heating Association, ‘**Heat consumption metering and calculation**’ organised by the Slovak Association for Environmental Technology (Slovenská spoločnosť pre techniku prostredia/SSTP), and ‘**Heat pumps in Slovakia’s energy strategy**’ held under the auspices of the Slovak Association of Refrigeration and Air Conditioning Engineers).

Two all-day conferences were held within the **CONECOINVEST** and **SLOVREALINVEST** sections. The Regioninvest conference, held under the auspices of ZMOS and SARIO, addressed the hottest issues of investment development in Slovak regions. NARKS-sponsored ‘Slovrealinvest’ conference focused on the current issue and future trends on the real estate market.

The accompanying events also included the **9th international skill championship of the Slovak Republic for pupils of secondary vocational schools** preparing for carpenters, tinsmiths and roofers.

The Information and Consultancy Centre for professionals and the general public has traditionally its place at the fair. Academics as well as practitioners provided consultancy in the field of energy savings, thermal insulation of buildings, roof construction and reconstruction designs, etc. Consultancy was provided by specialists from the Ministry of Construction and Regional Development, Ministry of Economy, the Slovak Energy Agency, VVUPS-NOVA, Slovak University of Technology in Bratislava – Faculty of Civil

Engineering and Faculty of Electrical Engineering and Information Technology, Association for Thermal Insulation of Buildings, Slovokno association, ASPEK, Slovak Association of Construction Companies, Slovak Association of Refrigeration and Air Conditioning Engineers, Slovak District Heating Association, Heating Guild and Roofers Guild.



IV. EVALUATION OF COMPETITIONS

EXHIBITS AWARDED AT CONECO 2007 FAIR WITH Honourable Mention

Exhibit: Wipro – interior doors

Exhibitor: Vercajch centrum spol. s r.o. Zvolen

Manufacturer: Wipro – Robert Wiplinger Ges. m.b.H. & Co. KG,
Vorderweissenbach, Austria

Awarded for appealing and aesthetic design with internal rectifiable hinges, offering a wide range of natural and dyed veneer types and combinations; door height up to 3.3 metres.

Exhibit: EMACO® NANOCRETE R4

Exhibitor: BASF Stavebné hmoty Slovensko s.r.o. Žilina

Manufacturer: BASF Construction Chemicals Belgium NV, Ham, Belgium

Awarded for mechanical properties enabling a wide range of applications for the repair of transport infrastructure, buildings and underground structures; layer thickness up to 50 mm without the need to use additional support.

Exhibit: ANTIBIRD - SYSTÉM

Exhibitor: Miroslav Kopiar – KOVEL, Závod

Awarded for an interesting and technically simple solution for effective protection of birds on electricity pylons.

Exhibit: Weber.col fluide – sticky mortar for flooring

Exhibitor: Saint-Gobain Weber Terranova, spoločnosť s r.o. Bratislava

Manufacturer: Saint-Gobain Weber Terranova Építőanyagipari Kft. Pilisvörösvár, Hungary

Awarded for demonstrated properties of sticky mortar which is applied to even up the interior and exterior base, while enabling to lay the flooring all in one go.

EXHIBITS AWARDED AT CONECO 2007 FAIR WITH Golden plaque

Exhibit: YTONG LAMBDA – thermal insulation block

Exhibitor: Xella Slovensko, spol. s r.o. Šaštín – Stráže

Awarded for significant improvement of thermal insulation properties while preserving strength.

Exhibit: GOODLOCK – sheet metal roofing

Exhibitor: ROVA – SK, a.s. Jamník, Odorín

Awarded for a roofing anchoring solution and for the design of joints of the individual roofing elements.

Exhibit: Mobile crane LTM 1100 – 4.1

Exhibitor: JUDr. Ing. Ján Ďurica – DUVOKS, Žilina

Manufacturer: Liebherr Werk Ehingen GmbH, Germany

Awarded for a sophisticated and comprehensive solution for mobile crane operation under demanding conditions in the civil engineering field, easier handling, increased occupational safety and protection of the environment.

Exhibit: EINSTEIN – flooring system

Exhibitor: SEMMELROCK Stein+Design Dlažby s.r.o. Sered'

Awarded for patented system of fixing the floor blocks in any position, with reinforced surfaces capable of resisting heavy load. Special award

FOR LONG-TERM TARGETED INFLUENCE ON THE QUALITY OF CONSTRUCTION INDUSTRY AND ITS PARTICIPANTS

Exhibit: REHAU system of products

Exhibitor: REHAU s.r.o. Bratislava

Manufacturer: REHAU AG&Co., Rehau Germany

Awarded for a system solution of building structures and technology equipment of building with a significant impact on the energy efficiency of renovated and new buildings and for a long-term targeted influence on the quality of construction industry, project designers, manufacturers and construction companies.

EXHIBITS AWARDED AT RACIOENERGIA 2007 FAIR WITH Honourable Mention

Exhibit: residential heat exchanger SYMPATIK BJ EQ

Exhibitor: Systherm s.r.o. Plzeň, Czech Republic

Awarded for the monitoring and control of residential heat exchanger operations from a central dispatching centre.

Exhibit: Air-conditioning system Haier DC Inverter HSU-09HV03/R2 (SDB)

Exhibitor: Frigopartner SK s.r.o. Bratislava

Manufacturer: Haier, Qingdao Haier Air Conditioner General Co., Ltd. Shandong, China

Awarded for smart control system, excellent operating parameters and energy saving.

Exhibit: Heat pump Vitocal 350 AWO

Exhibitor: Viessmann s.r.o. Bratislava

Manufacturer: Viessmann Werke GmbH, Allendorf, Germany

Awarded for reducing CO2 emissions produced from the heating of buildings and hot service water preparation.

Exhibit: DTC 5000 – technology control system for heat generation from biomass

Exhibitor: DATATHERM spol. s r.o. Žilina

Awarded for optimum combustion control in the case of heat generation from biomass.

Exhibit: Heat pump Logafix WPL 120 AR

Exhibitor: Buderus Vykurovacía technika s.r.o. Bratislava

Manufacturer: Glendimplex Kulmbach, Germany

Awarded for ensuring the reduction of CO2 emissions produced from the heating of buildings and hot service water preparation.

EXHIBITS AWARDED AT RACIOENERGIA 2007 FAIR WITH Golden plaque

Exhibit: Condensation boiler Hoval Ultragas UG 400 D

Exhibitor: HOVAL Slovakia s.r.o., Košice

Manufacturer: Hovalwerk AG, Vaduz, Liechtenstein

Awarded for the design of heat exchanger and innovative radiation burner technology.

Exhibit: Selective flat solar collector TS310H

Exhibitor: THERMO/SOLAR Žiar s.r.o., Žiar nad Hronom

For increasing the efficiency of solar equipment with higher parameters of output medium.

Exhibit: Stationary stainless condensing boiler MODUMAX 120

Exhibitor: PROCOM s.r.o. Bratislava

Manufacturer: HAMWORTHY HEATING Ltd. Dorset, United Kingdom

Awarded for a wide-range output modulation while minimizing installation area.

Exhibit: Heat pump VESNA TC 2.2

Exhibitor: FIVING s.r.o. Liptovský Mikuláš

Awarded for high-efficiency output rate in operation, the minimizing of energy intensity of heating, cooling and ventilation.

GOLDEN LEONARDO 2007 award

Exposition: Wavin Ekoplastik s.r.o. Kostelec nad Labem, ČR A0 302

Architectonic design by: Marek Singer

Implemented by: EXPOSALE – CZ s.r.o. Šestajovice

Exposition: Rehau s.r.o. Bratislava B0 500

Architectonic design by: Akad. arch. Juraj Žilinčár

Implemented by: G.A.D. Studio – akad. arch. Juraj Žilinčár

Exposition: Xella Slovensko spol. s r.o. Bratislava – „Máme plán“

Architectonic design by: František Sejpka

Implemented by: Aetna spol. s r.o. Brno Sun Drive spol. s r.o. Brno

Exposition: Kollár & Jurík & Gombarčík spol. s r.o. Čachtice

Architectonic design by: Progress Promotion Bratislava s.r.o.

Exposition: Hörmann Slovenská republika s.r.o. Bratislava D2 303

Exposition: Saint-Gobain Weber Terranova spol. s r.o. Bratislava E 306

Architectonic design by: Ing. Arch. Barbara Kršková

Implemented by: Incheba a.s. Bratislava

Competition results

“The best 2007 energy sector project”

1st place

ISENG-MONT, s.r.o., Levice

Heat supply to the city of Púchov

2nd place

TEHOS, s.r.o., Dolný Kubín

Reconstruction of boiler-room for biomass combustion, distribution of heat and MaR CZT in Dolný Kubín.

3rd place

RADEN s.r.o., Košice

Use of local biofuels in five eastern Slovak low-income municipalities connected to the gas network.

Honorable mention

Nestlé Slovensko s.r.o., Prievidza

Energy system optimisation of Nestlé Prievidza

Exceptional price

“for an innovative approach to above-standard housing design with the aim of using renewable energy sources”

BaSys Czech&Slovak s.r.o., Bratislava

Intelligent low-energy house iDOM



V. PROMOTION

The good quality of media campaign was reflected in a record-breaking attendance rate. As much as 95% of exhibitors rated the promotion of the fair as positive.

The fair enjoyed extraordinary attention of the Slovak as well as foreign media. 449 journalists were accredited in the press centre.

Media partners of the fair included TA3 all-news TV channel and print media such as EUROSTAV Bratislava, Hospodárske noviny daily, TZB Technické zariadenia budov, Stavebníctvo a bývanie, Dom a byt, Klimatizace.

Information about the fair was broadcasted in radio Expres, Slovenský rozhlas (Slovak radio) and Fun radio. The latest news along with the fair's message were presented in print media such as Nový Čas, SME, Pravda, Šport, Hospodárske noviny, Eurotelevízia, Nový čas Víkend, Bratislavské noviny, Istropolitan.

Promotion activities were supported by the use of advertisement carriers – bigboards, billboards – displayed all around Slovakia. In HM Tesco and Polus City Center Bratislava backlights and floor advertisement were widely used. So called moving boards in Bratislava represented a great break-through in promoting exhibitions in the Slovak Republic. Organiser's website – www.incheba.sk – as well as Slovakia's largest internet portal, www.zoznam.sk, were used for the web advertisement.

VI. MARKET POSITION

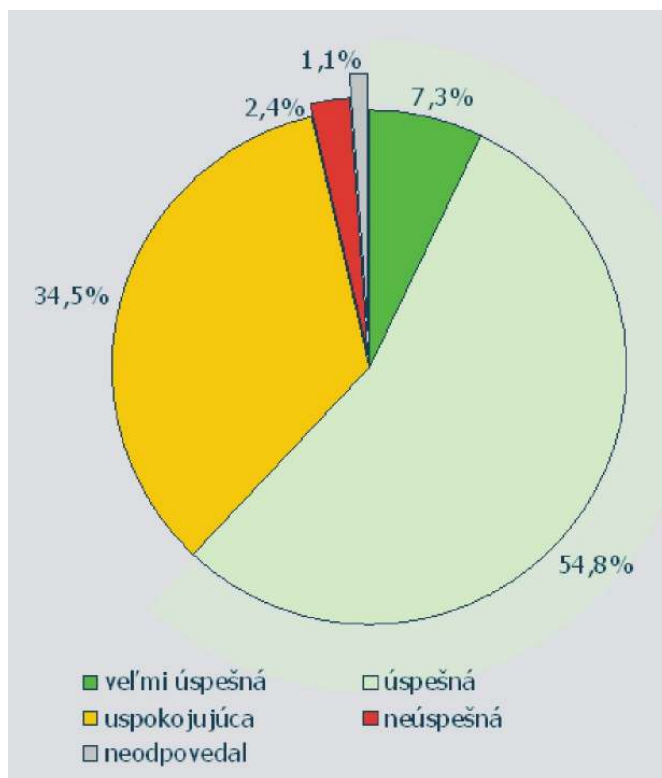
The CONECO and RACIOENERGIA fairs along with other thematic exhibitions have strengthened their significant positions on the Slovak and Central European market in the area of construction industry and use of energy.

VII. EVALUATION OF THE FAIR

Success of the fair is proven by a high attendance rate of both exhibitors and visitors. Based on the survey conducted by the GFK agency, as much as 80% of exhibitors expressed their total satisfaction with the fair. Major positives of the fair mentioned by the exhibitors include:

- high professional level of the fair,
- high number of exhibitors from Slovakia as well as from other countries, which created an opportunity to establish contacts necessary for the future cooperation,
- small and medium companies had a similar chance to present their products as major exhibitors, which made their presentation here more efficient in business terms,
- attendance of professionals and, at the same time, a direct contact with final customers.

Chart 1 – Evaluation of attendance rate at Coneco 2007



Legend:
veľmi úspešná - very successful
úspešná - successful
uspokojivá - satisfactory
neúspešná - unsuccessful
neodpovedal - no answer

Source: GFK

We are pleased to say that the CONECO and RACIOENERGIA fairs, along with parallel exhibitions, rate among the most attractive exhibition events in Slovakia.



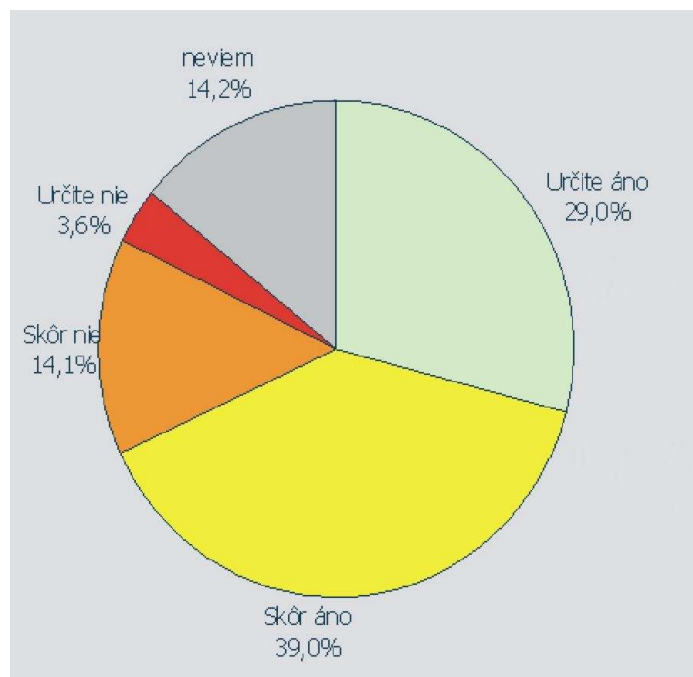


VIII. INFORMATION ON THE NEXT YEAR'S EXHIBITION

The entire organising team is already looking forward to the next year's exhibition which will take place from 1 to 5 April 2008. We all believe that the next year will be even better and the number of potential exhibiting domestic and foreign companies will increase.

Many exhibitors (more than 17%) took the chance to book the exhibition premises for the next year directly at this year's fair, which gave them a preferential right to choose the exhibition space at a better price. 68% of exhibitors plan to attend the fair next year as well.

Chart 2 – Planned attendance at Coneco 2008



Legend:

14.2% - I do not know

29% - sure yes

39% - rather yes

14.1% - rather no

3.6% - sure no

zdroj: GFK

We are looking forward to our mutual cooperation.

Ing. Mária Vašíčková
RNDr. Ľubica Nagyová
Bc. Martin Hraška
Ing. Michaela Pažmová
Máριο Klimek
Ing. Beata Michalíková
Sladina Národová
Ing. Juraj Chylo
Miroslav Kolenička
Branislav Šípka

organising team

tel. +421/2/6727 2205, 6727 2209, 6727 2271

fax. +421/2/6727 2055, 6727 2143

e-mail: coneco@incheba.sk

www.incheba.sk