



INCHEBA
EXPO BRATISLAVA



30. CONECO
JUBILEJNÝ VEĽTRH STAVEBNÍCTVA



RACIOENERGIA
19. VEĽTRH VYUŽITIA ENERGIE

CLIMATHERM
CONECOINVEST
SLOVREALINVEST

FINAL REPORT OF THE FAIR

I. BACKGROUND INFORMATION

The 30th year of the international construction fair 'CONECO' which was held from 31 March to 4 April 2009, was again a significant meeting place of companies, innovative solutions and knowledge of producers, sellers, investors, designers and architects. It brought together the strongest players to look for ways out of the recession – both in construction and the real-estate market. The fair thus represents an ideal platform for business negotiations, business opportunities, for finding new challenges and presenting the latest products that are yet to appear on the market.

The construction fair CONECO and the fair of energy efficiency RACIOENERGIA were accompanied by the CLIMATHERM, CONECOINVEST and SLOVREALINVEST exhibitions. The 30th year of the CONECO fair was also characterized by the fact that it was held during the economic crisis which affected several industries of the Slovak economy, including construction sector. It did not, however, influence the atmosphere of the fair. Exhibitors presented at their expositions the latest and the most interesting trends in construction and related industries. Tens of thousands of visitors proved that the interest in construction as such does not decrease, however, new trends and approaches take a lead. Solutions aimed at the minimization of energy costs are brought to the centre of attention and the issue of ecology is also becoming important.

The significance and prestige of this exhibition event is also highlighted by the fact that the fair was held under the auspices of the Slovak Ministry of Construction and Regional Development, Slovak Ministry of Economy and Slovak Ministry of the Environment.

Exhibition event statistics:

- Number of visitors 179 688
- Number of exhibitors 821
- Number of countries directly represented 13
(the Slovak Republic, the Czech Republic, Austria, Belgium, Germany, Spain, France, Hungary, Italy, Poland, Russia, Turkey, Finland)
- Exhibition area in m² 57 750
- Number of exhibition halls 10
- Number of accredited journalists 437

This year, Turkey participated in the fair with 10 exhibitors and the Lower Austria Community also presented itself with the group of ten exhibitors from Austria. The Czech Republic was yet again represented by the highest number of exhibitors.

Exhibitors' opinions of the fair:

The Coneco fair truly is a "Grand Market" of the construction and all that comes with it. Coneco is a venue where business contacts take the form of informal meetings and current topics are discussed. We are happy that the Slovak Association of Construction Companies can be a part of it!

Ján Majerský, President, **ZSPS**

Creation of opportunities for the Slovak companies through the support for export is our tool for the stabilisation and creation of jobs. We improve the employment in regions affected by a high unemployment rate. Therefore it is positive that the 30th year of Coneco provided a room for the discussion of entrepreneurs, representatives of self-governing regions as well as investors.

Peter Hajaš, Director General, **SARIO**

It was once again confirmed that a direct contact with experts as well as regular visitors brings to exhibitors new ideas, inspirations and, last but not least, an opportunity to achieve an interesting commercial success.

Pavel Egri, Executive Director, **B.E.N. s.r.o.**

Financial crisis? No! Coneco is a financial opportunity and future for those who are ready.

Zuzana Juríková, Director, **JJJ STAV-BUILD s.r.o.**

Our regular participation at the CONECO fair enables us to present possibilities of financing the housing in an attractive way. Thanks to a permanently high attendance rate we consider the CONECO fair a unique opportunity for us to make a contact with our clients.

Ing. Miloš Blanárik, Communication Department Director, **Prvá stavebná sporiteľňa, a.s. Bratislava**

As a result of a massive promotion campaign by Incheba a.s. we registered an increase in the number of visitors at this year's CONECO fair. Our exposition was visited by many individual contractors, investors and developers. It was also a pleasant opportunity to meet experts active in the area of construction.

Ing. Albert Priehoda, Marketing Director CZ/SK, **XELLA Slovensko, s.r.o.**

For many years, Coneco has been one of our best opportunities to present our company to experts as well as general public. Even with products adequately awarded by experts at the fair, we aim even higher. We also consider the organisation of the entire fair by Incheba to be excellent and highly professional. And now it is only in our hands to transfer the success achieved at Coneco to our day to day work.

Igor Borgula, Director and Executive Director, **Rehau, s.r.o**

We are glad that, despite the worldwide crisis which has also affected Slovakia, we can declare this year's CONECO to be one of the most successful. The high number of visitors and their keen interest in the presented

companies and their products proves that, year by year, the CONECO construction fair is strengthening its position and remains an important communication tool for many companies.

Daniel Baláž, Director General, **Saint Gobain Construction Products, s.r.o**

II. OPENING CEREMONY

Director General of Incheba, a.s. **Alexander Rozin** thanked all exhibitors, partners and professional supervisors for a high-quality organisation of the 30th Coneco.

In her speech, the First Lady of the Slovak Republic, Mrs **Silvia Gašparovičová**, summarised the development in the Slovak construction sector and concluded that, thanks to this progressive industry, Slovakia turned into an attractive destination to live and conduct business in.

Ján Majerský, President of the Slovak Association of Construction Companies, said that Coneco was a place where the image of the Slovak construction sector is enhanced and the competitiveness of the Slovak constructors within the context of the EU construction market is supported. **Anton Novotný**, Executive Director of the Association for Thermal Insulation of Buildings, considers the construction to be a service to the society. Due to the crisis, the construction of shopping malls or modern business centres decreases, however, there are still reserves in unused construction funds. They should be spent for the construction of motorway infrastructure, schools, hospitals and apartment buildings for the middle class.

Dušan Petráš, Chairman of the Slovak Association for Environmental Technology and Vice-rector of the Faculty of Civil Engineering of the Slovak University of Technology, appreciated that the CONECO fair is an event which houses exhibitions with a wide range of specialized topics. The Slovak University of Technology in Bratislava takes part in side events. The fair enables the University teachers to establish contacts with exhibitors and their students are the fair's regular visitors.

Peter Brázda, Chief of Staff at the Slovak Ministry of Construction and Regional Development stays that based on experience from the previous economic crisis domestic entrepreneurs could be supported and more people employed through a right promotion of the construction sector.

III. SIDE EVENTS

What will be the focus of the Slovak construction sector and what are the new challenges in the real estate market? These topics were also discussed within the fair's side events which were held for experts every day of the fair.

The first day was dedicated to the Slovak Association of Construction Companies (ZSPS), which organised the **ZSPS Partnership Day – the third discussion forum of partners in construction on the topic 'Economic context of the development of the Slovak construction sector'**. Ing. Ivan Šramko – Governor of the National Bank of Slovakia, Ing. Miroslav Kašuba, Director of the State Housing Development Fund, Ing. Milan Mojžiš, State Secretary of the Slovak Ministry of Transport, Posts and Telecommunications, RNDr. Jaroslav Novotný, CSc. – Head of the Department of Industry Strategies of the Slovak Ministry of Economy and Ing. Ján Majerský, PhD. – President of ZSPS took part in the discussion.

According to ZSPS, with respect to the economic context in the development of Slovakia's construction sector and social responsibility in the mitigation of impacts of the financial and economic crisis, the best investment for the state at present is to make investments in the restoration of apartment buildings and construction of municipal apartments with a focus on thermal insulation.

On the second day, the **16th international conference** was held **on topics: Theory and structures in civil engineering, Energy savings in buildings**. The conference was organised by the Building Testing and

Research Institute, Research and Development Institute for Construction (VVUPS-NOVA), Ministry of Construction and Regional Development of the Slovak Republic, Ministry of Environment, Energy, Sustainable Development and Regional Development of France. The conference discussed the comparison of practices in the adoption and application of the EC Directive on the energy performance of buildings.

Among other conferences of the third day, the “**SARIO day**” was held under the auspices of the Slovak Investment and Trade Development Agency, SK8 Association and Incheba a.s. It was dedicated to entrepreneurs, developers, investors and exporters. The main topic was the real estate in Slovakia, industrial and investment plans in particular.

The 11th Slovak championship of students in roofing crafts was organised by the Slovak Roofers Guild in cooperation with its partner members and Incheba a.s.. The future experts in this craft had a chance to present their skills here.

Free consulting services were provided by almost 20 expert institutions and companies in the fair’s **Information and Consultancy Centre**.

Side events with the participation of experts have a significant social dimension. Therefore they are a natural part of the fair and increase its professional value. It is also proved by an ever growing interest of general public as well as experts.

Therefore we are grateful to all the following professional partners: ASPEK – Association of Industrial Ecology in Slovakia, Slovak Floor Manufacturers Guild, Slovak Roofers Guild, Heating and Thermal Technology Guild, National Association of Real Estate Agencies, Slovak Investment and Trade Development Agency, Slovak Innovation and Energy Agency, Slovak Chamber of Architects, Slovak Chamber of Civil Engineers, Slovak Association of Refrigeration and Air Conditioning Engineers, Slovak Association for Environmental Technology, Slovak University of Technology in Bratislava – Faculty of Architecture and Faculty of Civil Engineering, Slovak District Heating Association, Building Testing and Research Institute, Research and Development Institute for Construction (VVUPS-NOVA), Publishing house Eurostav s r.o., Association for Thermal Insulation of Buildings, Slovak Association of Towns and Municipalities, Slovak Association of Construction Companies.

IV. RESULTS OF THE COMPETITIONS

EXHIBITS AWARDED AT THE CONECO 2009 FAIR WITH

Honourable mention - CONECO

1. Solar collector Bramac – BSK 4, BSK 6, BSK 8, BSK 10

Bramac – strešné systémy spol. s r.o., Ivanka pri Nitre
Bramac Dachsysteme International GmbH, Pöchlarn, Austria

For the design of a collector in the form of cladding and its attachment to concrete tiles.

2. varion 4

Internorm s.r.o., Malacky
Internorm Bauelemente GmbH, Traun, Austria

For the optimal combination of design and technical properties of windows.

3. Knauf Multifinish M + Knauf PFT Ritmo Powercoat

KNAUF Bratislava s.r.o.
Knauf Gips KG, Iphofen, Germany + Knauf PFT GmbH&Co. KG, Iphofen, Germany

For an integrated and powerful system of mechanized mixing and application of gypsum plaster to all types of interior undercoat.

4. Composite swimming pool RIVERINA 106

POOL & HOME s.r.o. Senec

Compass Ceramic Pools Slovensko, Senec

For the maximum comfort and environmental operation to be enjoyed by the final user along with elegant design and 20 years of warranty.

5. Paving stones POLIGONO

Premac spol. s r.o., Bratislava

For innovative enhancement of the qualities and the appearance of concrete and concrete blocks with a sophisticated polygonal geometry of elements.

6. weber.therm plus ultra

Saint-Gobain Construction Products s.r.o., Division Weber-Terranova, Bratislava

Saint-Gobain Weber GmbH, Kolin, Germany

For the application of a new thermal insulation material providing, at smaller thickness, better thermal insulation properties of the contact insulation system.

7. SEMMELROCK PREMIUM PROTECT

Semmelrock Stein+Design Dlažby s.r.o., Sered'

For the finishing of shaped pieces - pavings exposed to specific types of pollution.

8. Balcony system PROFI

Stomix, spol. s r.o. Žulová, the Czech Republic

For the systemic solution in the use of components and accessories in the reconstruction of balconies.

9. YTONG Multipor

Xella Slovensko, spol. s r.o., Šaštín - Stráže

Xella International GmbH Duisburg, Germany

For thermal insulation properties of mineral insulation boards which are light in weight and meet the requirements for fire protection and simple manipulation.

10. Interior door MONOPLAN-DUOPLAN-TRIPLAN

Wippro GmbH & Co. KG Vorderweißenbach, Austria

For a clever design of a simple and safe opening of interior door which saves internal space of buildings.

Golden plaque - CONECO

1. ventilated ceiling GIF

Darma s.r.o. Bratislava

Hidria GIF GmbH Freiburg, Germany

For a high quality and variability of the GIF ventilated ceiling construction meeting sanitary, filter and fire protection requirements.

2. FINEPARKETT – wooden parquets made of exotic wood

Finewood s.r.o. Prešov-Haniska

Landmax Wooden Products Co. Ltd. China

For original technical properties and features of floor parts with untraditional structure of layers and finishing of the wear layer made of exotic wood.

3. SUPERTHERM 49 STI SB

HELUZ cihlářský průmysl v.o.s. Dolní Bukovsko, the Czech Republic

For achieving excellent thermal technical properties of ceramic bricks for one-layer outer walls at calculated stability of the brickwork.

4. JJJ Clima Life

JJJ Stav Build s.r.o. Bratislava

Dachziegelwerke Nelskamp GmbH Schermbeck, Germany

For the design of the roof tile finishing which neutralizes harmful substances in the air.

5. PVC window system REHAU GENE0® (System 980)

Rehau s.r.o. Bratislava

Rehau AG + CO Wittmund, Germany

For a new generation of PVC armoured window profiles in terms of quality.

6. Ceramic roof tiles TWIST

TONDACH Slovensko spol. s r.o. Stupava

TONDACH Mad'arsko Zrt. Békéscsaba, Hungary

For the design of the geometrical shape of a ceramic tile with the option of a movable mounting for battening

Honourable mention - Racioenergia

1. Compact heat pump AWX 10E

PZP KOMPLET, a.s., Dobruška, the Czech Republic

For a balanced and innovative technical solution.

2. Cast iron radiator Bohémia

ŽDB GROUP a.s., VIADRUS Bohumín, the Czech Republic

For the innovative composition of cast iron parts and an exceptional design of cast iron radiators Bohémia.

Golden plaque - Racioenergia

1. Compact gas boiler HOVAL CompactGas 1400

HOVAL Slovakia s.r.o., Košice

HOVAL Werk AG Vaduz, Lichtenstein

For a compact design and optimal use of energy released from fuel by a ribbed structure of an aluminium/steel exchanger.

2. Probe RAUGEO PE-Xa

REHAU s.r.o., Bratislava

REHAU AG + CO, Werk Viechtach, Germany

For an exceptional operational safety preventing leakage through welds and joints. For an optimal safety during the insertion into a borehole as the material and structure used are resistant.

3. FURANFLEX – lining material for chimneys

SLOVCOMPOSIT Košice s.r.o., Košice

KOMPOZITOR Ltd. Vecsés, Hungary

For progressive technology suitable for the reconstruction of chimney vents.

4. Pellet boiler ATTACK PELLETT 20

Attack s.r.o. Vrútky

For a highly efficient pipe heat exchanger and fully automatic operation of the boiler.

LEONARDO Award – for the best exposition design

Saint-Gobain Construction Products, s.r.o. Division WEBER - TERRANOVA Bratislava

Architectonic design and implementation by Incheba a.s. Bratislava

Keramika GS s.r.o. Prešov

Architectonic design and implementation by Incheba a.s. Bratislava

Rehau s.r.o. Bratislava

Architectonic design and implementation by Incheba a.s. Bratislava

Xella Slovensko spol. s r.o. Šaštín - Stráže

Architectonic design and implementation by Sun Drive s.r.o. Brno – Aetna s.r.o. Brno, the Czech Republic

Polieco Slovakia s.r.o. Gbely

Architectonic design and implementation by GAD Studio s.r.o. Bratislava

Slovenské elektrárne a.s. Bratislava

Architectonic design and implementation by Šembera Vanák/FCB Bratislava

BRAMAC – strešné systémy spol. s r.o. Ivanka pri Nitre

Graphical design and concept by ABW advertising s.r.o. Bratislava

Architectonic design and implementation by Agentúra EVKA s.r.o. Bratislava

Hörmann Slovenská republika s.r.o. Bratislava

Architectonic design and implementation by Hörmann KG VKG, Steinhagen Germany

Rheinzink SK s.r.o. Bratislava

Architectonic design and implementation by Agentúra EVKA s.r.o. Bratislava

V. PROMOTION

All the fairs enjoyed extraordinary attention of the Slovak as well as foreign media. 437 journalists were accredited in the press centre.

Information about the fair was broadcasted in radio Expres, Slovenský rozhlas (Slovak radio) and Fun radio as well as in TA3 all-news TV channel and TV Markíza. The latest news along with the fair's message were presented in print media such as Nový Čas, Nový čas víkend, SME, Pravda, Hospodárske noviny, Šport, Život, Trend, Profit and in the majority of specialized print media. More than hundred billboards and bigboards were placed all across Slovakia. Bratislava was lighted by city lights, LED screen and laser show.

Organiser's website as well as Slovakia's largest internet portal zoznam.sk were used for the web advertisement.

In cooperation with Fun radio a competition for 5 prizes (each worth EUR 3 333) was prepared for visitors.

The good quality of media campaign was reflected in a record-breaking attendance rate. Exhibitors rated the promotion of the fair as very positive.

VI. MARKET POSITION

For almost 30 years, the largest construction fair in Slovakia has been a symbol of the opening of the construction season. It is a meeting place of businessmen, users in the construction sector, architects and designers and presents an aggregated offer of investment plans and implementation capacities and real estate.

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

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 experts and, at the same time, a direct contact with final customers.

VIII. INFORMATION ABOUT THE NEXT YEAR

We will be honoured to welcome you at the 31st Coneco construction fair, the 20th Racioenergia fair and the other concurrent fairs. The fair's high quality, number of visitors and media interest are good reasons for your company not to miss this largest construction event in Slovakia.

More than 15% of exhibitors took the chance to book the exhibition premises for the next year directly at this year's fair, which is a proof of their satisfaction.

The entire team of organisers is already looking forward to the next year of this largest construction fair which will be held from **23 to 27 March 2010**. We believe that the fair will be again a "dignified opening" of the construction season in Slovakia. Thank you for your trust you expressed to us by attending the fair in 2009 and we are looking forward to our mutual cooperation at the next year's fair.

Team of organisers:

Mária Vašíčková

Martin Hraška

Ľubica Nagyová

Juraj Chylo

Mário Klimek

Beáta Michalíková

Sladina Národová

Miroslav Kolenička

Martina Šubová

Martin Paška

Contacts:

T +421 2 6727 2205, 2209, 2140, F +421 2 6727 2055, 2143, E coneco@incheba.sk, W www.incheba.sk