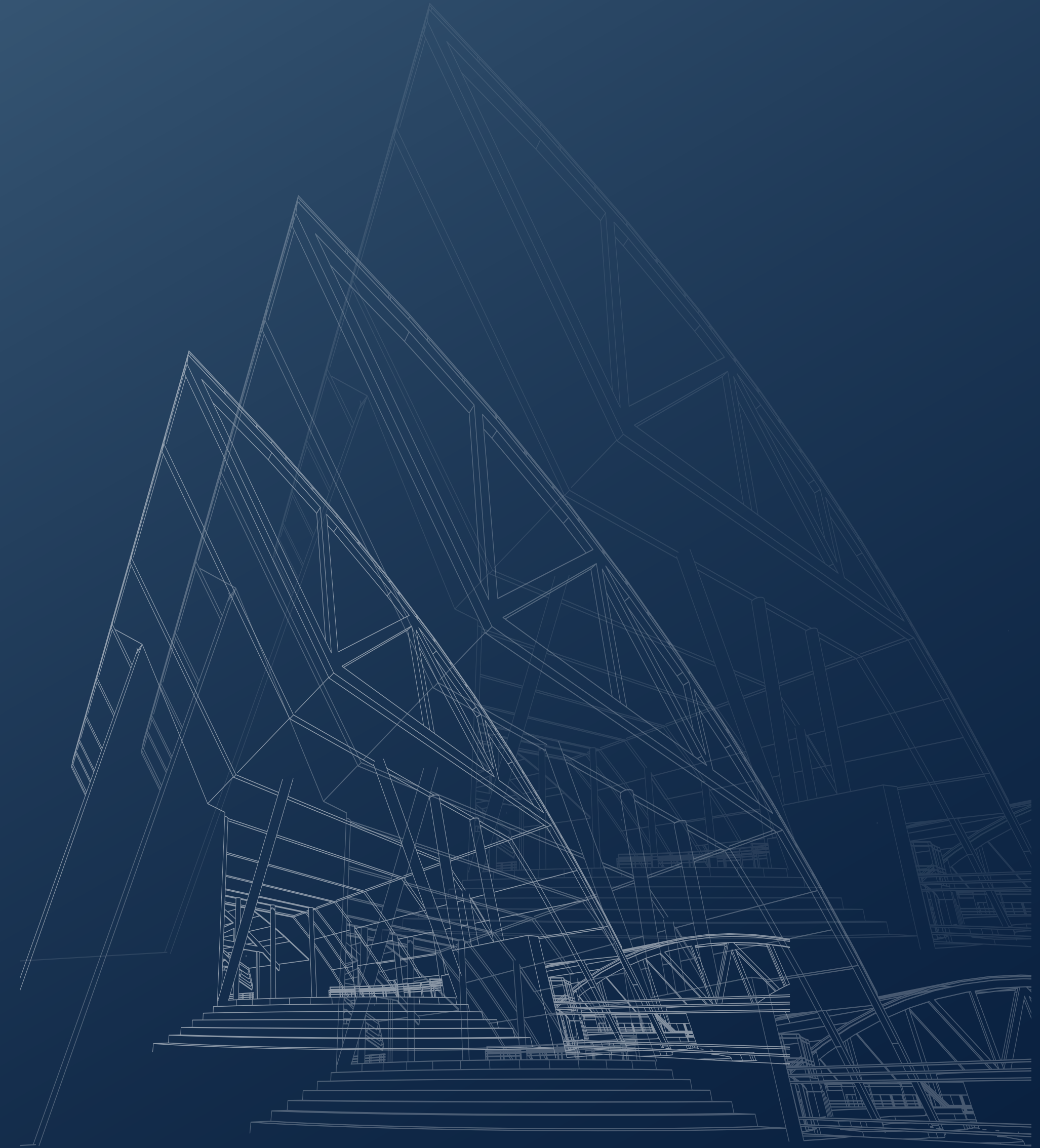




# EXPOS

# MANAGEMENT

**EXPOS - M** provides you with a full range of services for your business to participate in exhibition events worldwide.



E X H I B I T I O N   A N D   E V E N T   M A N A G E M E N T





“ In the era of digitalisation we hold the tradition of real-time communication accountable for greater business opportunities.

Event industry is a lucrative tool to advance your business by the means of being closer to your potential clients.

We are here to adjust your Services and Products to customers’ needs in a real-time mode ”

**ADEL NAGUMANOV**  
FOUNDER, CEO

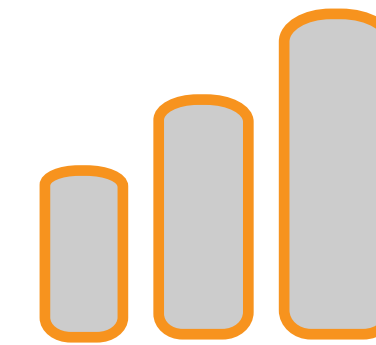
E X H I B I T I O N   A N D   E V E N T   M A N A G E M E N T

# WHAT CAN WE OFFER

IN EXHIBITION INDUSTRY SINCE 2011

**30 COUNTRIES**

WORLDWIDE  
EXHIBITION  
SERVICE PROVIDER



**8 YEARS**

STABLE GROWTH  
IN EXPO INDUSTRY

**OVER 80 CLIENTS**

WHO BUILT  
PARTNERSHIP WITH US

## EXHIBITION STANDS

With your brand identity we attract **real clients** and give opportunity to **engage with your Service or Product** by the means of our **Interactive Solutions**.

## BUSINESS MATCHMAKING

We create the **architecture of your B2B programme** drawing the strategy from market analysis. We profile exhibitions that accommodate your business needs and **create strategy** for a successful market entry.



# BUSINESS MATCHMAKING

## BUSINESS MATCHMAKING

**Business contacts** is a matter of a precise strategy - not a chance. Partnership begins when you meet and shake each others hands.



### FROM IDEA TO IMPLEMENTATION

- Smart external communication
- B2B planning
- Foreign market expansion
- Networking and partnership
- Enhancing company's potential



### OUR HELP

- We search business partners
- We plan your business missions
- We help with your presentation
- We plan the venues
- We provide multilingual service





## OUR SERVICE

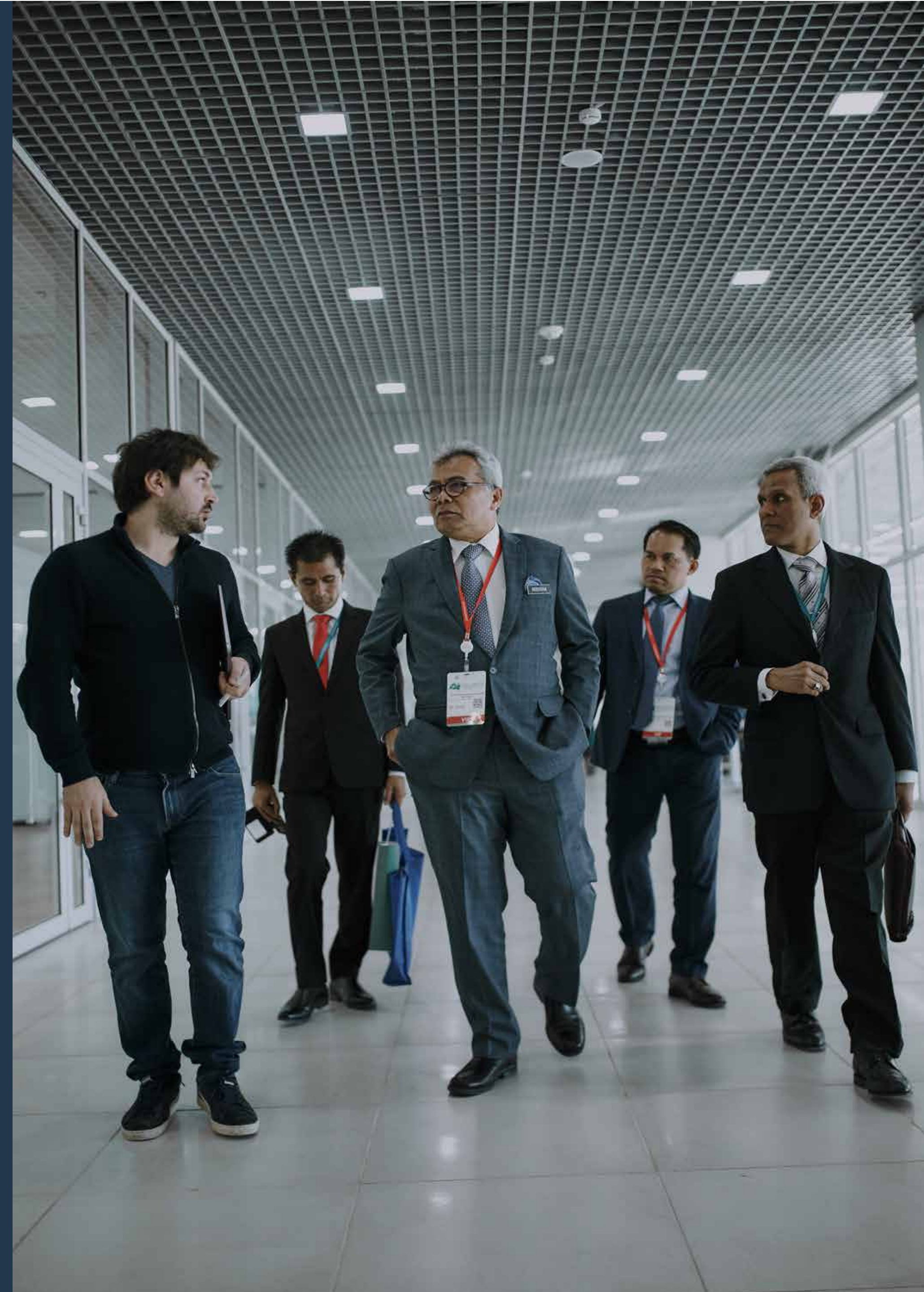
### What can we do for you:

- ▶ Event programme profiling
- ▶ Formation of the business programme
- ▶ Alignment and appointment of B2B meetings
- ▶ Preparation of the meeting venue
- ▶ Personal assistance during the meeting
- ▶ Contribution to the long-term business relations

## OUR CLIENTS

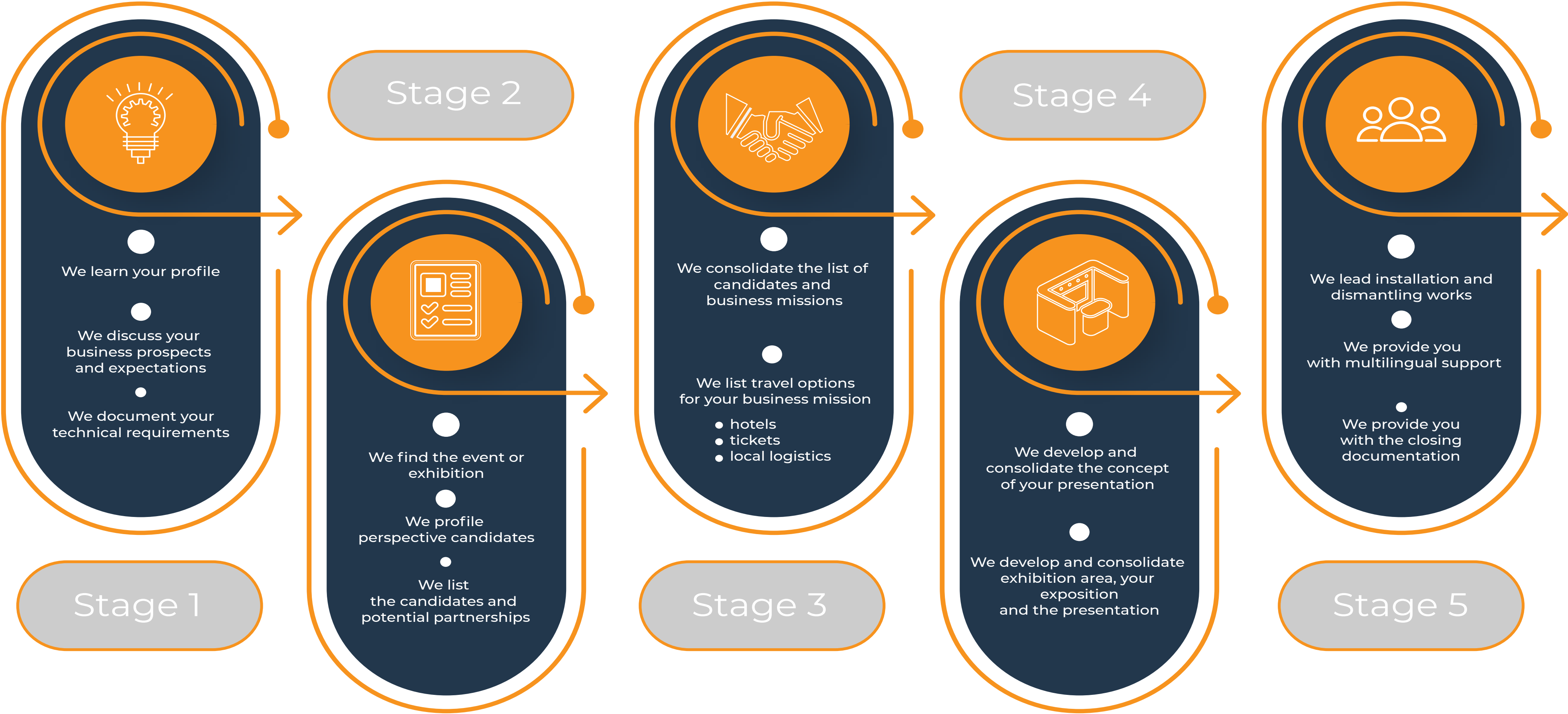
### Who we work with:

- ▶ Industrial corporations
- ▶ Event management companies
- ▶ Governmental organisations
- ▶ Start-ups and entrepreneurs
- ▶ Business accelerators
- ▶ Investors





# Stages of communication B2B



# OUR GEOGRAPHY 2020

**02** | The largest exhibition and industrial centers of Western and Northern Europe  
DUSSELDORF, HANNOVER, BERLIN, LONDON, PARIS etc.

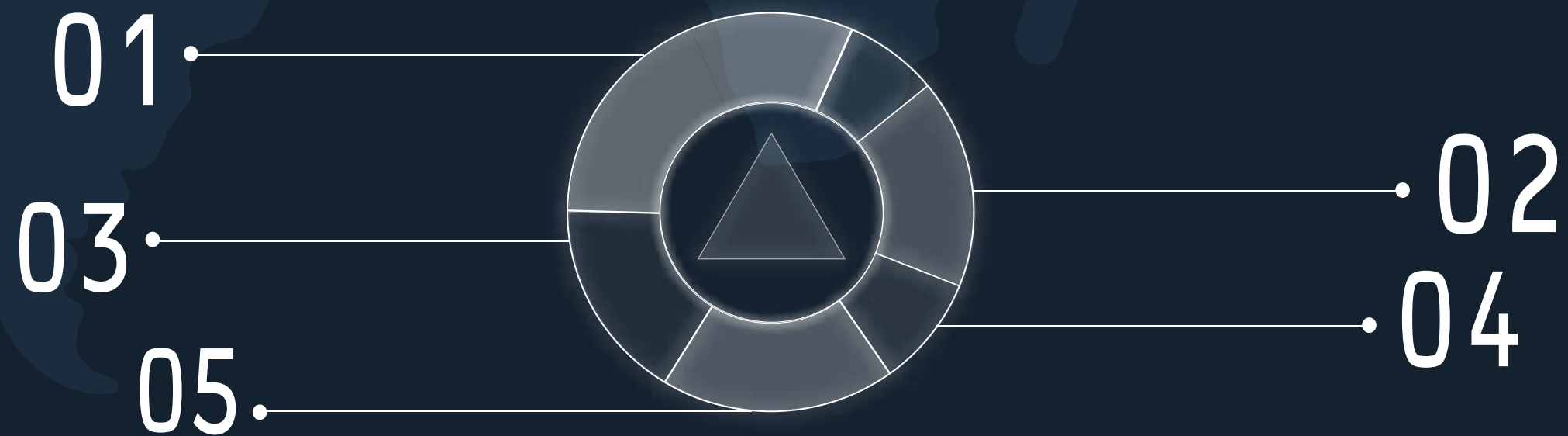
**Russian Federation** | **01**  
MOSCOW, ST. PETERSBURG, SOCHI  
REPUBLIC OF TATARSTAN etc.

**03** | CIS countries  
AZERBAIJAN, KAZAKHSTAN, TAJIKISTAN etc.

**05** | Middle East  
IRAN, UAE, QATAR etc.

**04** | Cooperation with representatives of the Asian business centres  
SHANGHAI, HONG-KONG, SINGAPORE, DELI etc.

**We operate globally.** Our experience allows us to build exhibition stands and lead B2B events in any part of the world.







## Business matchmaking on foreign languages

Our managers speak:

● English

● Arabic

● German

● French

● Chinese

● Turkish



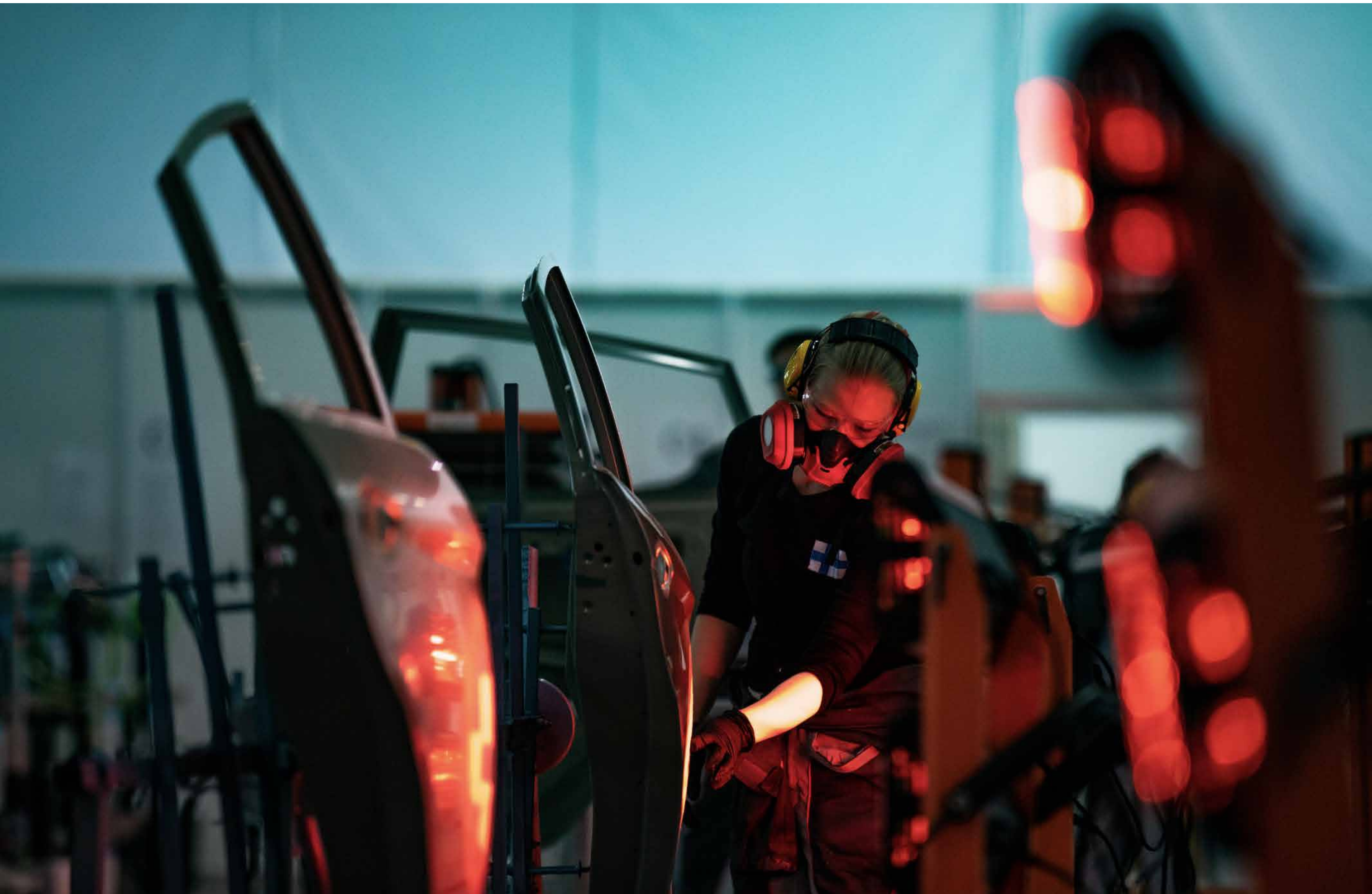
# THE VENUE : IEC KAZAN EXPO

## World Skills Kazan 2019 BUILD-UP CASE



**Year 2019 case :** our company was appointed as a licensed build-up contractor held accountable for the construction of an international event World Skills Kazan 2019.





worldskills

## WORLD SKILLS INTERNATIONAL

A major event organised every two years in different member countries to raise the profile and recognition of skilled generation.

Prone to inspire young people to develop a passion for skills and pursuing excellence, through competitions and promotions.

\*\*\*



# BRIEF INFORMATION:

## WHO?

- ▶ Expos-M LLC - licensed general build-up contractor

## WHAT?

- ▶ Finales of the 47th National Championship World Skills Kazan 2019
  - 20 - 24 May 2019
- ▶ World Skills Kazan 2019
  - 23 - 26 August 2019

## WHERE?

- ▶ Venue: IEC Kazan Expo
  - 197 648 m2 - competition zones build-up area
  - 57 custom-made exclusive stands







# EXPOS-M LLC

## THE REASON TO CHOOSE US

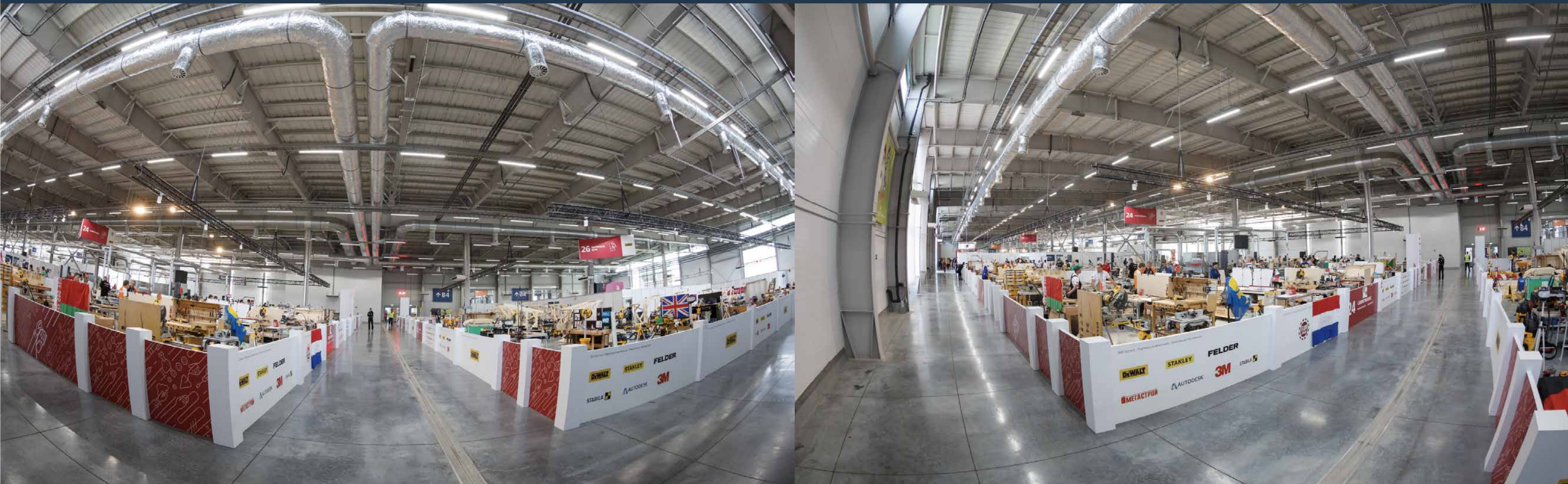
Expos-M LLC is an exhibition and event management company with a long history of projects with high profile clients choosing us as an official contractor.

Our experienced multilingual management board allows us to monitor quality of the construction process globally, promptly and coherently.



# World Skills Kazan 2019

## Build-up of competition zones for World Skills Kazan 2019



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## DESIGN BUREAU

Our expertise is what your brand needs for an effective communication.

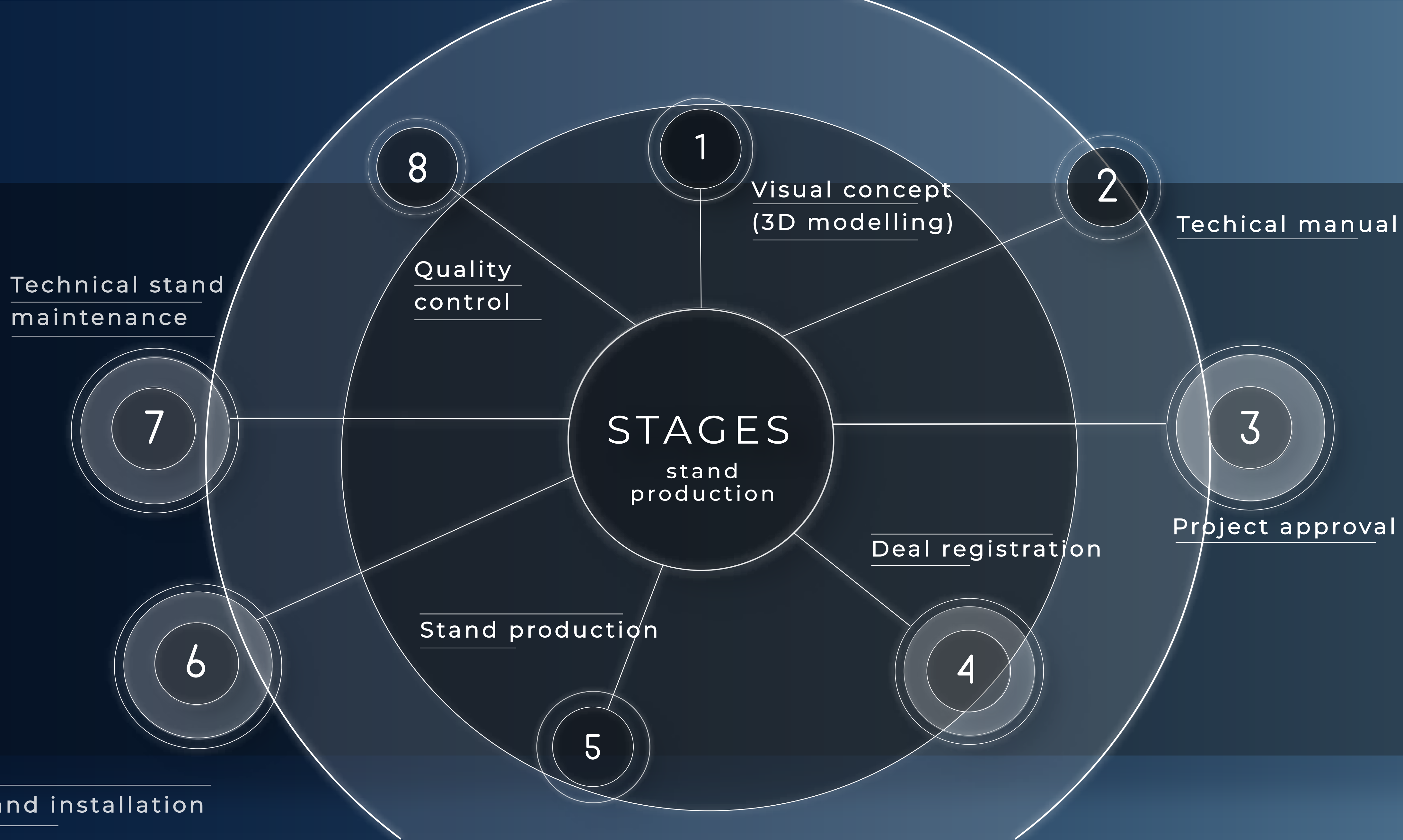
We analyse the format of an event and your target audience for a better outcome. As a result, we offer bargaining design solutions and exhibition strategy reflecting your identity that respond to your specific goals.















## OWN PRODUCTION

Our production capacity is ready for any technical requirements. We offer customised exhibition stands that reflect your brand identity. With our bargaining cost policy and realisation of projects in a limited time frame, we bring your moment to live.





## STANDS AND EXHIBITIONS:

- ▶ Your company participation in exhibition event or trade fair in any part of the world
- ▶ Event Concept and Style development
- ▶ Technical manual creation, 3D modeling, production and installation of the exhibition stands, spaces and conference zones
- ▶ Logistic services during the preparation and holding of the event





## BUSINESS MATCHMAKING:

- ▶ Creating conditions for business decision making and building partnerships
- ▶ Profiling event attendees
- ▶ Alignment and appointment of b2b meetings
- ▶ Formation of the meeting agenda
- ▶ Preparation of the venue
- ▶ Personal assistance during the event



# OUR SERVICE 0.3



## SUPPORT SERVICE :

- ▶ Furniture, technical and multimedia equipment rental
- ▶ Linguistic support
- ▶ Production of promotional clothing, printing, souvenirs
- ▶ Catering, hotel accommodation
- ▶ Florist services





## EVENT SERVICES :

- ▶ Organizing and conducting commercial and promotional activities
- ▶ Organization of business missions
- ▶ Acting as a technical operator
- ▶ Quality control of the project implementation



WE ARE TRUSTED







# ONE STEP AHEAD WITH US

## OUR PROFILE

Global export marketing specialised in preparation of companies for exhibition events in any part of the world. Expand opportunities since 2011.

## SERVICES

Exhibition events and trade fairs  
Stand construction  
B2B meetings and business missions  
Export marketing  
Global event management

## CONTACTS

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Russian Federation

