**Post Show Report 2012**

**"Towards a win-win partnership" - The Ministry of Energy and Mines strongly supports electro, automation & energy**

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| “Within 20 years our target is to produce 40% of our electricity through solar and wind. To reach this, Algeria needs partners with technological know-how in these fields, and partners who are ready to transfer their know-how. Like this the question of partnership becomes inevitable”, underlines the director of renewable energies and the control of energy at the Ministry of Energy and Mines, Mr Lakhdar Benmazouz, in his opening speech of electro, automation & energy 2012 on May 05, 2012.After four days of intense work and promising meetings, Kahina Behloul, manager fairtrade Algeria, sums up: “With 1,948 registered visitors from 18 countries discussing business with numerous exhibitors from 12 countries, electro, automation & energy has confirmed its status of the most important event in Algeria on renewable energies and on energy efficiency.” The exhibitors came from Algeria, Austria, China, France, Germany, India, Korea, Morocco, Russia, Spain, Tunisia and Turkey.A valuable program of conferences on renewables and on energy efficiency ran alongside the exhibition. The Algerian Ministry of Energy and Mines had strongly supported the event. This support also made possible the participation of Sonelgaz, CDER, CEEG, CREDEG, NEAL-New Energy Algeria and APRUE-The Algerian National Agency for the Promotion and Rationalisation of the Use of Energy as exhibitors, as well as their active participation at the conferences alongside electro, automation & energy 2012. |  |  |

**Read what they said:**

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|  | **Lakhdar Benmazouz,** Director of renewable energies and the control of energy with the Ministry of Energy and Mines:*“The exhibition addresses very much to the Algerian interests concerning the energy*  *question, especially in increasing the renewables.”* |
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|  | **M. Farouk Ben Abdoun,** Managing Director of Siemens Algeria: *“Siemens is also thinking about the future, in particular of the upcoming importance* *of renewable energies for Algeria."* |
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|  | **Luclo Torrisi,** Business Development & Sales Manager of Asea Brown Boveri Group, ABB:*“With a very positive development the Algerian market evolved as one of the most promising markets in the whole region.”* |
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|  | **Nilesh Patil,** General Manager with Rishabh Instruments PVT.LTD.*:**“We participate for the second time at international exhibition for renewable energies. And we are very happy to be here!”*  |
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|  | **Guillaume Lafont,** Managing Director with Piller Power Systems:*“We are very happy, that we exhibited in this trade show. We have been warmly welcomed and we put high hopes in the Algerian market.”* |
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|  | **Nicolas Perl,** Managing Director with Centrotherm:*“Together with Rouiba lighting we are engaged in a project of a fully-integrated factory, which produces at a first step crystalline silicon ingots, thereafter solar cells and finally solar modules. The production capacity of this factory will be 116 megawatts. This underlines the importance of this project! Last year we signed the contract amounting 260 million Euros.”* |
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|  | **See all testimonials: [www.electro-automation.info](http://www.electro-automation.info/uploads/media/electro2012_daily.pdf)** |

**Online Market Place**

For the first time in Algeria, an Online Market Place has been established for an international exhibition. The electro, automation & energy interactive online community allows exhibitors and visitors to connect before, during and after the event. [www.visit.electro-automation.info](http://www.visit.electro-automation.info) .

**Evaluation of the visitor statistics of electro, automation & energy 2012**

All 1,948 visitors were required to register and fill in a questionnaire.

The following data is based on this survey, conducted by fairtrade.

**Visitors by day:**

**The organisers succeeded to attract 1869 Algerian and 79 international visitors!**

**Visitors by country (without Algeria):**

**Visitors by size of company (number employees):**

**Visitors by function:**

56% of the visitors at electro, automation & energy were **decision-makers**, managing directors (23%), technical managers (11%), project managers (8%), sales and marketing directors (7%), purchasing managers (3%), finance managers (2%), IT production managers (1%) and IT managers (1%). Another 14% were maintenance engineers.

**Visitors by sector of activity:**

**Evaluation of the exhibitor survey of electro, automation & energy 2012**

Exhibitors were required to fill in a questionnaire on the last day of the event.

The following evaluation is based on this survey.

**Achievement of main targets for participating**

(multiple responses possible)

**Would you recommend electro, automation & energy to other companies?**

**Satisfaction rate of the exhibitors concerning the following parameter…**

**Satisfaction rate with the exhibition services concerning the following parameter…**