



2019 III GLOBAL FISHERY FORUM  
& SEAFOOD EXPO

# SEAFOOD EXPO RUSSIA

10 – 12 JULY 2019

EXPOFORUM EC, SAINT-PETERSBURG

THE MAJOR MARKETPLACE SERVING THE GLOBAL SEAFOOD, PROCESSING & EQUIPMENT  
AS WELL AS SHIP BUILDING & REPAIR INDUSTRY & SERVICE COMPANIES.

IT IS YOUR ENTRY POINT TO ENTER THE HUGE RUSSIAN MARKET!

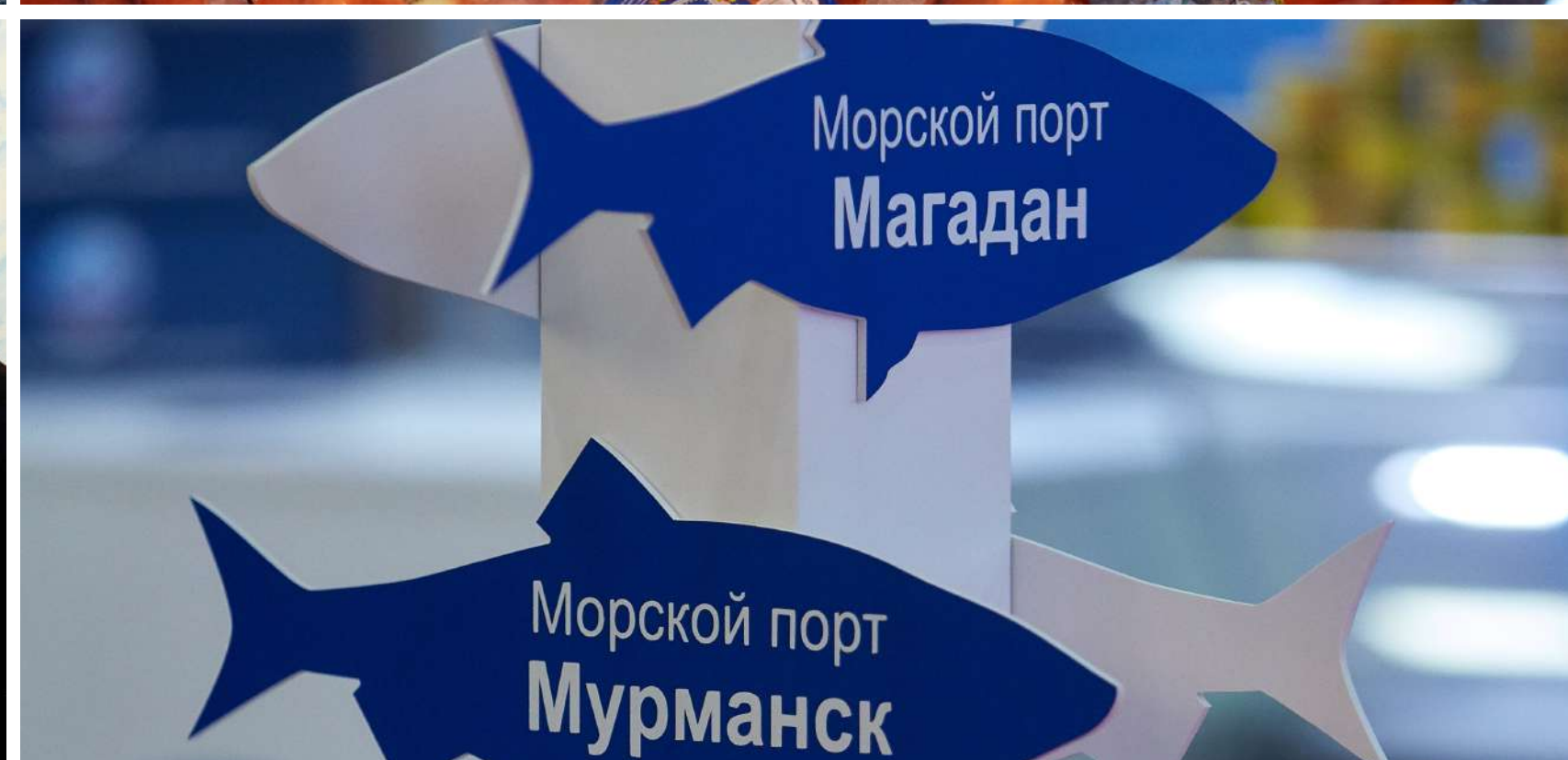
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FEDERAL AGENCY  
FOR FISHERIES



BRUNCH  
EXHIBITION OPERATOR



# SEAFOOD EXPO RUSSIA

IS THE PERFECT PLATFORM TO PROMOTE NEW PRODUCTS, EQUIPMENT AND SERVICES IN RUSSIA. THE EVENT CONNECTS THOUSANDS OF BUSINESSES FROM AROUND THE WORLD WITH RUSSIA'S KEY FISHERY AND SEAFOOD PROCESSING & MANUFACTURERS BUYERS, FISH FARMS & SHIP OWNERS.

SEAFOOD EXPO RUSSIA IS AMONG THE WORLD'S TOP 5 SEAFOOD & PROCESSING EXHIBITIONS:

SEAFOOD EXPO NORTH AMERICA (BOSTON, USA)

SEAFOOD EXPO GLOBAL / SEAFOOD PROCESSING GLOBAL (BRUSSELS, BELGIUM)

CHINA FISHERIES & SEAFOOD EXPO (QINGDAO, CHINA)

**VISITORS:** 7 000+ BUYERS FROM 30 REGIONS OF RUSSIA AND 50 OTHER COUNTRIES

**EXHIBITORS:** 300+ COMPANIES FROM 42 COUNTRIES AND REGIONS OF THE WORLD

**VENUE:** 13 000+ SQM OF EXHIBITION SPACE



## WHY EXHIBIT AT SEAFOOD EXPO RUSSIA?

- **TOP QUALITY ATTENDEES:** The exclusive professional event in the seafood industry in Russia, only open to qualified seafood professionals and buyers.
- **PURCHASING AUTHORITY:** Our attendees represent the decision makers of the Russian Fishery & Fish processing companies and they WANT TO BUY your products!
- **SEAFOOD EXPO RUSSIA:** Last year event featured more than 300 exhibiting seafood companies, equipment, packaging, service exhibitors, and 7,000+ attendees.
- **ATTENDING SEAFOOD EXPO RUSSIA RESULTS** in contracts with Russian companies worth millions of euros.



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# EXHIBITORS

## FISH & SEAFOOD:

- catching & processing
- aquaculture
- feeds & additives
- fish & seafood retail

## EQUIPMENT:

- seafood processing equipment
- fishing gear
- packaging
- logistics & storage
- financial services & insurance

# VISITORS

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- Fishing companies
- Fish farms
- Fish processing companies
- Ship owners
- Retail representatives from Russia's leading supermarket chains, wholesalers, HoReCa sector members



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## SHIP BUILDING & EQUIPMENT:

- ship building & repair
- engines
- ship equipment & navigation systems

## ADVERTISING & SPONSORSHIP:

Advertising and sponsorship at SEAFOOD EXPO RUSSIA provides unique opportunities to:

- Raise your brand awareness and create a preference for your service/product
- Directly drive sales activity
- Create a positive image of your products and services on the Russian market
- Build your brand positioning
- Increase your company's credibility

We offer opportunities to take full advantage of the commercial potential of SEAFOOD EXPO RUSSIA and create a memorable image of a strong brand.



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# FACTS & FIGURES

## SEAFOOD EXPO RUSSIA 2018 VISITORS' AREA OF INTERESTS

- 72% FISH & SEAFOOD
- 38% AQUACULTURE: FEEDS & EQUIPMENT
- 67% SEAFOOD PROCESSING EQUIPMENT
- 69% FISHING GEAR
- 27% PACKAGING
- 31% SHIP BUILDING & REPAIR
- 36% SHIP EQUIPMENT & NAVIGATION SYSTEMS
- 26% LOGISTICS & STORAGE SERVICES

## GET YOURSELF A PART OF THE RUSSIAN SEAFOOD MARKET!



SEAFOOD EXPO RUSSIA EXHIBITORS AND BUYERS REPRESENT ALL RUSSIAN REGIONS, FROM KALININGRAD IN THE WEST TO KAMCHATKA IN THE FAR EAST, FROM MURMANSK IN THE POLAR NORTH TO ASTRAKHAN IN THE SOUTH.

VISITORS WITH TOP DECISION-MAKING AUTHORITY: More than 7 000 representatives of fishing, farms & processing companies as well as ship owners, wholesalers and retailers visited the exhibition – 82% make decisions or influence on making decisions.



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# MEETINGS. CONTACTS. BUSINESS.

ATTENDING SEAFOOD EXPO RUSSIA RESULTS IN CONTRACTS WITH RUSSIAN COMPANIES WORTH MILLIONS OF EUROS:

- Carsoe AS Company has signed an agreement with Russian Fishery Company (RFC) to deliver equipment for vessels.
- DSI AS Company has received an order from Murmanseld-2 LLC to deliver 36 refrigerator units.
- The keels for first two trawlers for Murmanseld-2 were laid down at the Pella Plant in September 2017 during the exhibition. The ceremony was attended by Deputy Chairman of the Russian Government A.Dvorkovich and Deputy Minister of Agriculture of Russia and Head of the Russian Committee for Fishing Industry I.Shestakov.
- Amoff Fjell Company has signed an agreement with PKF South Kuril Fishery Combine LLC to develop and build a fish processing plant.
- Lenta Supermarket Chain has signed an agreement for direct deliveries with FOR GROUP Group of Companies, one of the largest fishing industry enterprises in Russia. The agreement was signed for an indefinite period of time. All the stores of the chain will now sell fresh fish caught in the North-West of Russia: herring, mackerel, sea bass, cod and capelin.
- A series of important agreements were signed in 2018. These include an agreement on cooperation between the FSBE Center for Fishing and Communications Monitoring and SC Trading Technologies LLC, an intergovernmental agreement on cooperation in the sphere of the fishing industry and aquaculture between the Russian Federation and the Republic of Guinea, and a Memorandum of understanding between the Federal Agency Russia for Fisheries and the Administration for Water Resources of the Republic of Panama.



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# PERSONAL ATTENTION TO EACH COMPANY – WE BUILD EXCLUSIVE STANDS



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# GLOBAL FISHERY FORUM

The only venue in Russia, which brings together members of the business community and state bodies of authority in the fishing industry to solve local and international problems.

The International Fisheries Forum is being held as part of the exhibition in cooperation with the Federal Agency Russia for Fisheries.

## BUSINESS PROGRAM

SEAFOOD EXPO RUSSIA business program consists of conferences, presentations and seminars.



## MEDIA PARTNERS



## VENUE

PAVILLON F, EXPOFORUM EC, SAINT-PETERSBURG

SEAFOOD EXPO RUSSIA holds in EXPOFORUM — a new convention-and-exhibition centre that opened in St. Petersburg on October 2014. It is the most cutting-edge venue of its kind anywhere in Russia — or Europe — for holding business and entertainment events of any size and format.



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# EXPO SOLUTIONS GROUP

WE REPRESENT THE RUSSIAN FISH INDUSTRY AT INTERNATIONAL EXHIBITIONS

SEAFOOD EXPO RUSSIA IS ORGANISED BY EXPO SOLUTIONS GROUP, THE ORGANISER OF THE RUSSIAN PAVILION AT:

CHINA FISHERIES & SEAFOOD EXPO  
SEAFOOD EXPO GLOBAL BELGIUM  
SALON HALIEUTIS MAROCCO



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