

POST SHOW REPORT

2-4 October 2019

IEC, 15, Brovarskiy ave., Kyiv, Ukraine







ABOUT EXHIBITION

6PUM TYPUD



VISITORS FROM:

Albania, Armenia, Azerbaijan, Belarus, Bulgaria, Cyprus, Egypt, Estonia, Finland, Georgia, Germany, Indonesia, Israel, Italy, Lithuania, Malta, Moldova, the Netherlands, Norway, Poland, Qatar, Slovakia, Spain, Sweden, Turkey, UAE, Ukraine.



EXHIBITORS



Reasons for exhibiting* Find new clients 80.0% Increase brand awareness 67,5% Present new products/services 62,5% Meet existing clients 47.5% Reach agreements about signing contracts after the exhibition 45,0% Identify demand in the market 37,5% Sign contracts during the exhibition 30,0%

Exhibitor profile





95%

of exhibitors consider the exhibition to be a significant event for developing their business

92% of exhibitors are satisfied with quality and quantity of visitors



Results of exhibiting*

Presented new products/services

62,5%		
Found new clients		
57,5%		
Increased brand awar	eness	
55,0%		
Met existing clients		
52,5%	-	
Identified demand in t	he mark	et
32,5%		
Reached agreements	on sign	ing contr
27,5%		
Signed contracts duri	ng the e	xhibition
17.5%	-	

*Respondents could select more than one answer.



VISITORS





Visitors by seniority

Sales manger		
34,3%		
Owner		
18,0%		
Director		
15,0%		
Head of depar	tment	
13,0%		
Marketing mar	nager	
11,2%		
Deputy directo	r	
7,5%		
Other		
0 11 01		

Visitors by business area %, people Tour operator / Travel agency

1	0 ,	
		72%
Hotels / Resorts / F	Restaurants	(3540)
		6,6%
Media		(325)
		3%
National Tourism C	Irganizations	(148)
	rganizations	2,7%
Airlines / Airports /	Transfer	(133)
	Transfor	2,6%
Polotod convisoo (i	nauranaa	(128)
Related services (i banking, financial,		
barnang, manolal,	icgui)	2,5%
T in tourism		(123)
		2,3%
Organizers of business events		(113)
	1633 6761 113	2,2%
.		(108)
Education abroad		1,5%
		(74)
Entertainment indu	stry	
		1,4% (69)
Medical tourism		~ /
		1,2% (59)
End consumer		· · · · ·
		1,2% (59)
Real estate abroad	ł	0,8%
		(39)
		(00)



Reason for visiting* Obtain general industry information 69,7% Find new tourism destinations 53,4% Find new business partners 45,7% Find products and services for business 41,5% Attend business programme 29,9% Promote products and services 15%



Results of visiting* Obtained general industry information

internation	
	63,5%
Found new business	
partners	
	22,4%
Attended business programme	·
	15,5%
Promoted products and services	,
	9,8%
Found new tourism destinations	
	9.5%
Found products and services for busin	,
	8,3%

* Respondents could select more than one answer.

91%

visitors are satisfied with qualitative and quantitative composition of the participants

Geography of Ukrainian visitors, %



BUSINESS PROGRAMME





National Tourism Organization of Ukraine

Networking of tourist cities and regions

The new role of Destination Management Organizations (DMOs) in the process of sustainable development of territories:

- Branding and marketing of territories
- Quality and international standards
- Professional training

Organisers

Investments in tourism
infrastructure



Roads of wine and taste of Ukrainian Bessarabia is a new tourist product of Odessa region Objective: Presentation of the wine and gastronomic route - Roads of Wine and Taste of Ukrainian Bessarabia, created with support of European Commission Project «Supporting the Geographical Indication System in Ukraine» according to the European requirements for quality of services and safety of gastronomic tourists.



www.uitm.com.ua



To**kudy**dali?

PREMEER

So where to go next? - ask themselves our travelers, who have visited a lot of countries. So where to go next? – ask themselves our travel agents to find out which countries to send their demanding tourists to. The answers are on Market talk Tokudvdali?

From the most experienced travel and adventure experts you'll get:

- Positive emotions
- Travel experience in unusual conditions
- Custom cases
- Secrets and life hacks for traveling in different countries





Demonstration of the best travel videos from Ukraine and participating countries of UITM.



Small communities' heritage

GREENWAYS

Всеукраїнська

жа експертів

GREENWAYS

day at UITM The purpose of Heritage Day is to present and discuss practices, approaches, decisions and opportunities for joint efforts of civil society organizations with small communities of Ukraine in the careful conservation and smart use of heritage resources Participants: CSO, representatives of Ukrainian communities, tourism

businesses, green estates, tourism experts, media representatives

Organisers

B2B WORKSHOP 10 x 10.



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10 cities and regions of Ukraine will meet 10 international buyers from: Azerbaijan, Great Britain, Israel, Czech Republic, Latvia, Lithuania, Germany, Poland, Turkey, France.



LOOKING FORWARD TO SEEING YOU!





30 September – 2 October 2020

25 – 27 March 2020



Exhibitors' testimonials about UITM'2019 Krisztina Márfi

Deputy Ambassador of Hungary to Ukraine There were a lot of people interested in our booth at the exhibition. At times, even the handouts of our exhibitors were running out. We have been participating in UITM for many years and will continue to take part. We see a great interest to Hungary among Ukrainians. Last year, a record of visiting our country by Ukrainians was broken.



Juan Carlos Escalona

Representative of the Ministry of Tourism of Cuba We have been involved in UITM for over 10 years. This year we had a very beautiful stand. Many thanks to the organisers. And in general the organization of the exhibition was at a high level, and the exhibition itself is very beautiful. We will definitely attend UITM next year.



Mohammed Ali

Tourist Attache of Egypt in Ukraine

This year we are participating in UITM'2019 with a national stand of 72 square meters. We represent our country at the travel exhibitions UITT&UITM for many years. UITM is an important event in the market for us, because it is the starting point for the beginning of tourist season in our country. We are very satisfied of our stand visiting and plan to exhibit next year.



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