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Związek Gmin Wiejskich Rzeczypospolitej Polskiej



Targi Kielce
exhibition & congress centre



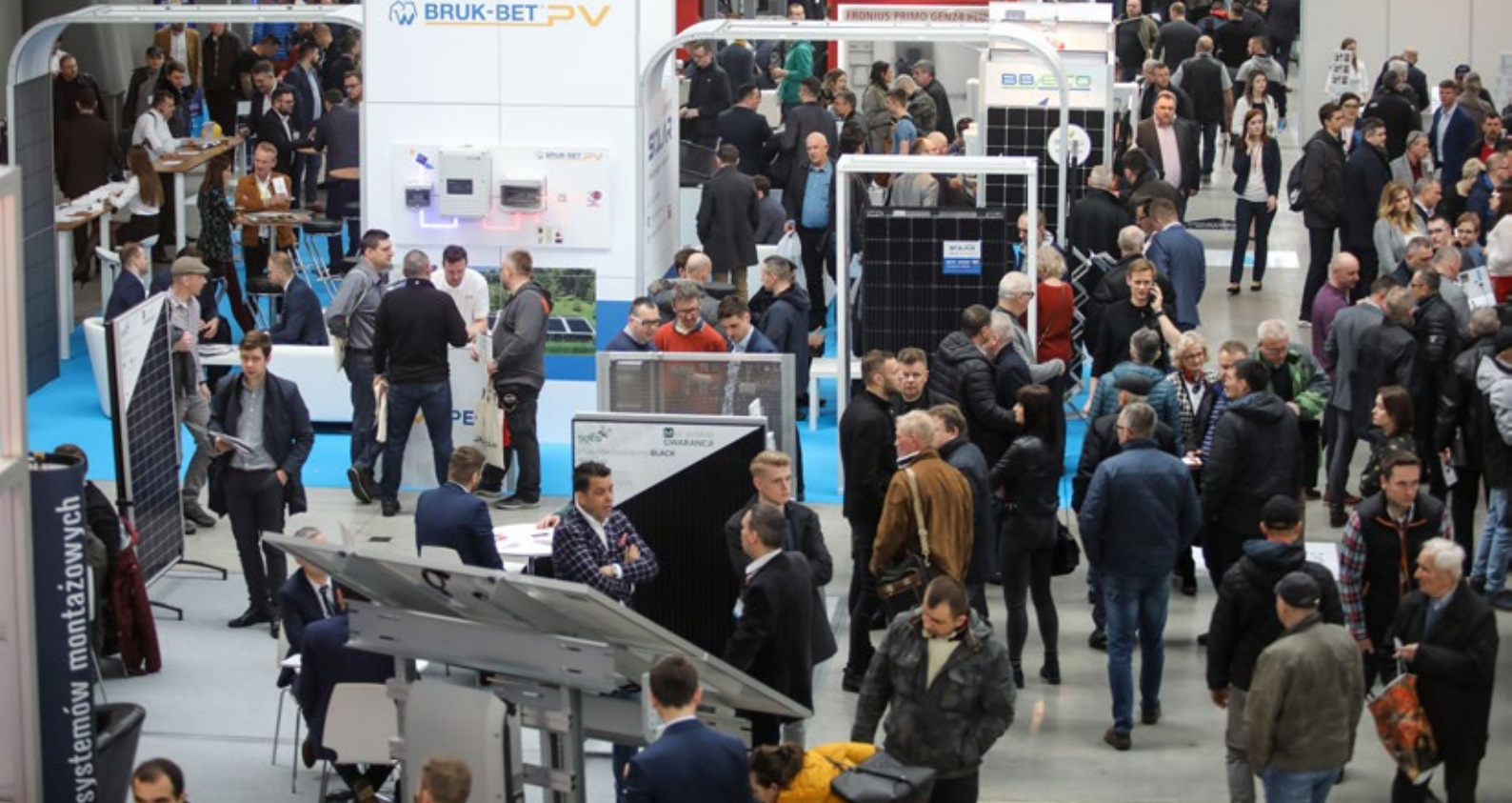
THE EXPO REPORT

**Poland's Largest Trade Fair of
Renewable Sources of Energy**

enex
2020



www.enex.pl



WE HAVE ESTABLISHED a new record!

ENEX / ENEX New Energy goes down in history as a real success. What is more - the expo has strengthened its market position of Poland's greatest event dedicated for the renewable industry and business-sector. On 26 and 27 February, the Kielce exhibition and congress centre was the showcase for 176 exhibitors from 14 countries. ENEX hosted 8,000 visitors.

One stop shop for cutting-edge machines and devices! RES business insiders find Kielce the most important point on Poland's map.

Every year, even more companies and visitors join the trade show; a great diversity of conferences, forums and training sessions plethora offer the best possible opportunity to reach the greatest number of prospective partners and clients. The Solar + Forum - all-in-one event devoted solar industry and energy storage, the Heat Pump Forum, the Electromobility Forum and VIII Port PC Congres - the most important event for Poland's heat pump industry. The sessions were attended by over 600 participants - the meeting was designed to integrate the whole industry. The objective is to be the knowledge and experience exchange platform for specialists. There were many specialist conferences, and among them Energia PL, Heat Not Lost, „Supreme air quality - a challenge for the 21st century”, RESCity. The agenda was also expanded to include the new topic - passive constructions. All events proved to be hugely popular. Another important industry event will take place at next year's expo - the 5th Industrial Insulation Fairs 4INSULATION, the event organised every other year.

ENEX Expo is Poland's largest renewable energy event. The expos are getting bigger and bigger every year, they keep growing. The trade show has proven to be a perfect match for us because both installation and contracting companies were present here - Mirosław Lewicki of the GALMET company emphasized the event's wide and diversified product and service range.

In addition to business meetings, special, featured guests graced the event with their presence. Outstanding world of sport personages appeared on the Energy Arena and among them Polish Olympian Weronika Nowakowska, former Polish handball player Mariusz Jurasik and PGE Vive Kielce players - Dani Dujšebaev and Branko Vujović.

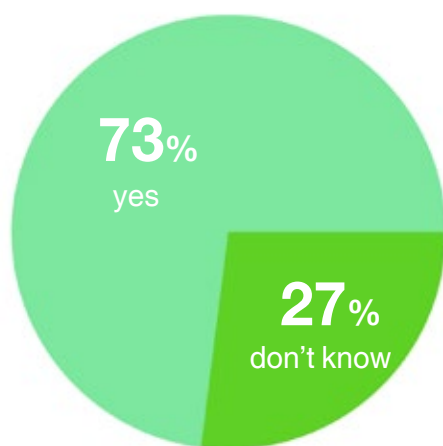
**Upcoming
ENEX / ENEX New Energy
expos 24 and 25 February
2021! Save the date.**

Poland's largest Trade Fair of Renewable Sources of Energy -
we walk the talk.

... THIS EXPO IS HELD HERE!

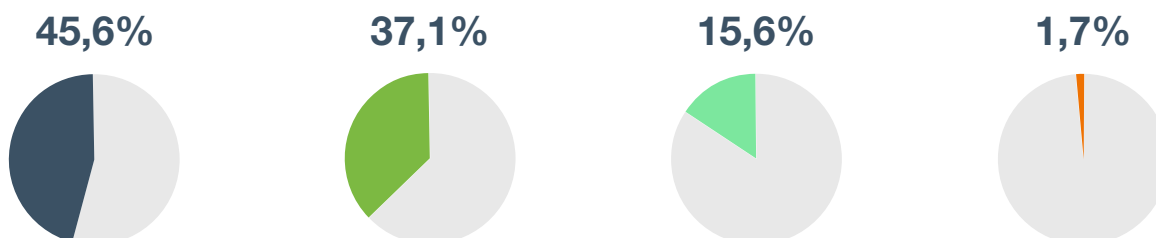
ENEX 2020 - THE INDUSTRY'S LARGEST MEETING

Will you visit ENEX again?



98,3%
Satisfied
participants

The degree the event has met visitors' expectations



Excellent

Good

Enough

Insufficient

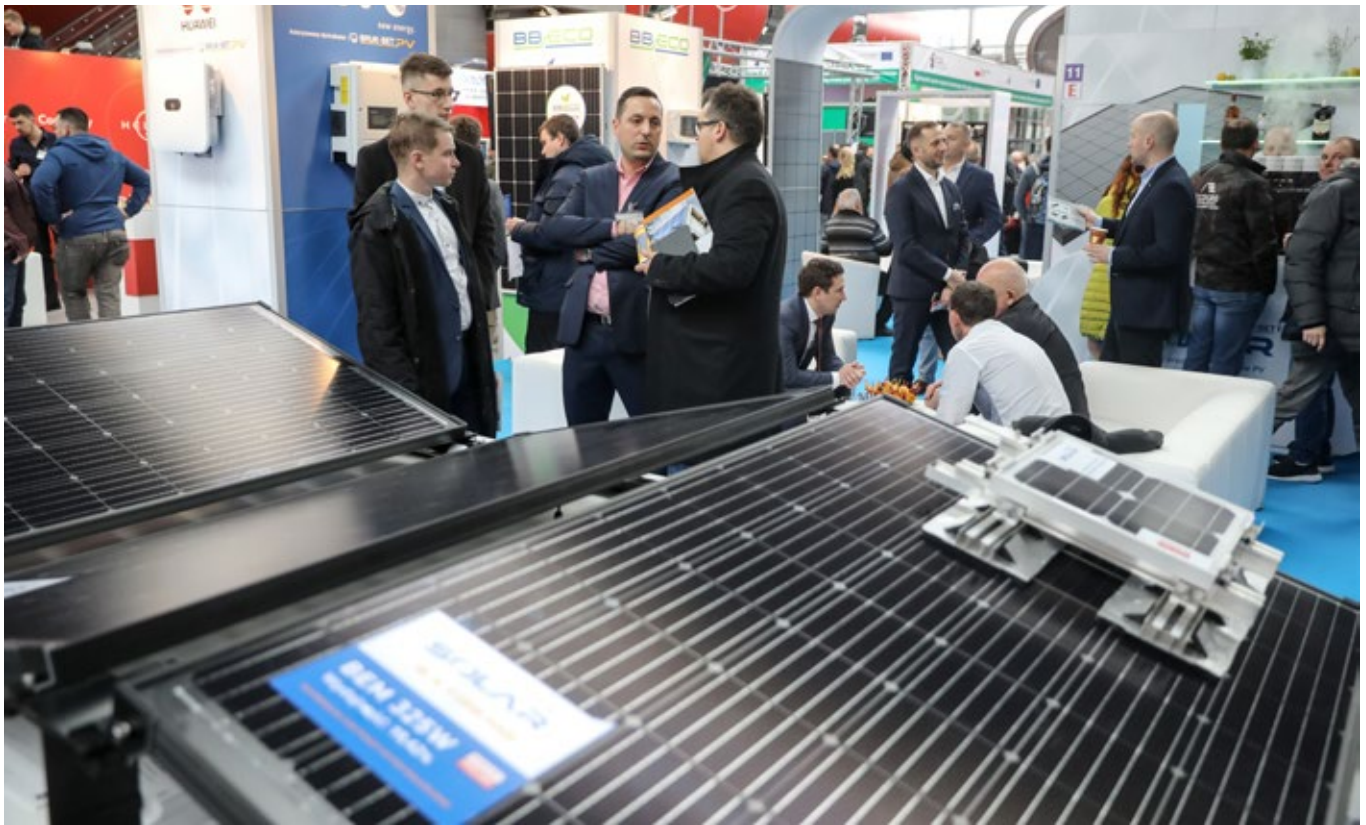
FACTS AND FIGURES SPEAK FOR THEMSELVES

14
countries

176
companies

8000+
business-insider
visitors

6800m²
of the exhibition
space



PANDEMIC IMPACT on the industry

We are all thinking about the solar market's situation unveiling after the epidemic. Will we return to the dynamic growth path again? I am a moderate optimist in this matter. Our own, home solar farm no longer is an expensive, luxurious commodity. On the other hand, it is a saving tool, thus consumers are also looking for this type of investment in crisis and uncertainty times - explains the president of SBF POLSKA PV.

First-hand enterprises' observations

We asked partner companies to share their market observations. Solar inverter manufacturers all maintain that no significant changes have been observed in recent months. The demand is as high as it used to be before, in some cases has even slightly increased. They also agree that production levels have been maintained. The supply security remains unchanged.

Partner companies' observations

We requested the opinion of Poland's two leading distribution companies regarding the coronavirus impact on distributors' situation. According to one of them, supply security has been maintained, there are as many orders as before. Courier and forwarding companies, in some

cases may be responsible for delivery delays, may cause problems in today's situation.

The other of the two distributors has recently reported a double-digit increase in orders. Yet, the delivery delays of some components have increased up to 3-4 weeks.

Solar module manufacturers

One of the world's leading solar modules producers, when asked about the market situation did not report any significant changes. Customers' supply security has been maintained, too.

Teleworking, however may be seen as an obstacle nowadays. However this challenge is easy to overcome with today's technology.

Contractors

Contractors see the biggest problem in coronavirus-pandemic times - some of them have noticed a significant drop in interest and demand. This has resulted in a reduced number of orders. Some other run out of the stocks. Contracting companies may also suffer from a disturbance related to transport companies' shortage of drivers. There are not enough capacities to deliver components.

Conclusion

The future of the solar market in Poland is hard to describe. Coronavirus may affect the renewable energy industry, but today's industry situation is not as bad as it might have seemed before. It is worth emphasizing the fact that energy-saving products and renewable energy sources will be in great demand in the era of a possible economic downturn when we all still have to pay for electricity and heating. We all need clean air and comfortable living conditions, too. The savings that solar solutions bring about may prove beneficial for many.



EXHIBITORS

about the expo



T-WERK has exhibited here for the first time. We think ENEX is a great event. Quality customers and the number of inquiries - the exhibition really they does the job. Direct contact with people is very important, especially for us, a foreign company which cannot invite everyone to our headquarters on regular basis.

Such expo is thus the only way for us to put the best foot forward and directly talk to people. One should never give up on this form of contact.

T-WERK Natalia Morzyc

The Kielce ENEX is one of the largest events in the eastern part of Poland. Meetings with clients who are interested in the products - this is the essence of the event. This year is amazing, the PV sector goes from strength to strength - the interest is amazing. We will continue exhibiting every year. The expo organisation and the show are very well arranged and prepared.

SOLUXTEC
Andrzej Zyber, sales director -
Poland and international



We are pleased with this year's ENEX - this trade show offers us the opportunity to meet today's customers and prosper for new clients. We plan to mark our presence at next year's trade show.

SOLARITY
Agnieszka Čížková
Sales representative



This is really good. We have been here for the first time. We enjoy excellent market reactions. Solar power generation business sector in Poland has been going from strength to strength. We are pleased to be a part of this event. The results are also very good.

Thomas Verneresson – SOLARITY



We have been here for the first time - we are truly satisfied with ENEX. This meeting makes it possible for us to find new leads and establish contacts with various companies which results in future cooperation. Many companies' representatives and also individual clients who are interested in the products, who want to cooperate.

GK SOLAR
Patryk Jakóbczyk – Sales
Specialist

We are very pleased to be a part of this year's ENEX expo. A lot of prospective customers for our products have visited the expo. This gives us a clear picture of this industry's potential. We have also had the chance to meet our regular customers, large companies with whom we cooperate on day-to-day basis. A great opportunity to develop even closer relations and make the best of the friendly atmosphere the expo offers, meet and talk shop. This is a great opportunity to establish new business contacts. Actually we have not expected such a great customers' interest. The number of prospective clients and customers who have called into our expo stand - the number of visitors has exceeded our expectations.

ABAKOSTEEL S.C.
Adam Dobrzewiński –
Management Board Member



We are pleased with the business relation that have been established here. The number of people who have visited the expo also makes us content. Time will tell what the conversion rate will be - how many leads will translate into paid orders. We haven't been here for four years. Previous expos were smaller, and now we have seen a significant improvement.

SLAVITECH LLC
Dariusz Gawel – Regional Director





PGE Dystrybucja has been ENEX lead partner for the fourth time. Skarżysko-Kamienna branch, a part of PGE Dystrybucja S.A. has its information expo stand for customers. You can obtain all necessary information regarding our business activities. The expo stand is manned by professionals who respond to customers' questions about various energy-related issues. Our stand is visited by all groups interested in solar farms: consumers as well as installers, producers of photovoltaic equipment. They all come in order to obtain information on grid connection rules, micro-installations and large photovoltaic farms associated costs, grid connection deadlines and about contracts that should be signed after installing the generation equipment. Most of those interested also want to get information on the rules regarding settlements with distribution companies. We observe an increased number of people who contact us every year - they seek technical information and advice.

**PGE Dystrybucja, Skarżysko
Kamienna branch**



This is our first time at the Kielce ENEX trade show. Everything has been buttoned up organisation-wise. Our sales representatives fill in customer data forms after each meeting. The number of these forms clearly demonstrates that at the trade show we have met a group of customers truly interested in heat-pumps portfolio offered by in Elektronika SA. There were those interested in homes solutions (Electa-ECO by Rhoss, Hydrolution by Mitsubishi Heavy Industries) as well as industrial applications - Q-ton heat pumps which utilises eco-friendly natural refrigerants from Mitsubishi Heavy Industries.

Elektronika S.A.

**Adriana Ernst - marketing
specialist**



We are positively surprised by the fair. A great number of visitors who know what they came for: lots of professionals, business-insiders, installers, designers. We have received two awards for two different products: i.e. for the Thermia ground inverter heat pump called Atlas and for the Tayton anti-smog filter. ENEX - a professional, reliable meeting platform for and with professionals. We can already promise that we will be joining the next year's ENEX expo.

**Nowatermia – the exclusive
distributor of Thermia and Titon
brands**

**Marcin Nowak - President of the
Nowatermia**



”

ENEX has been the fulfilment of my expectations. We have exhibited here with the expo stand which was tailored to my company's needs. I met many competitors, companies we cooperate with and clients we supply for. The expo has offered us the chance to meet them face to face, we have never met some of our partners in person before.

ALTER POWER

Szymon Stepaniuk - President of the Board



Every year the expo has been growing bigger, both in terms of the number of exhibitors and visitors. We have observed an increased interest in our products and charging stations. We are on the right track to exhibit next year too. There are a lot of specific products we will be working on in order to showcase next year.

RELPOL

Mariusz Kuliński - Regional Manager for Central and Southern Poland



It was much busier than we expected. Right now ENEX is the biggest event in Poland. We're happy. A lot of people coming in, a lot of interests, potential new customers. We find it very positive.

SOLIS



We have been a permanent exhibitor at Enex for 5 years. Every year we have invested in a bigger and larger expo stand - this has been triggered with the increasing popularity - not only has the renewable energy industry itself but also Kielce expos have proven to be more popular. The number of visitors this year came as a real surprise despite our many-year experience. Still, we have been prepared for a large number of customers visiting us. This has been a very intense time for us, packed with meetings and interesting conversations. We believe that the contacts we have established at the trade fair will convert into future business relations, clients and real cooperation.

KENO LLC

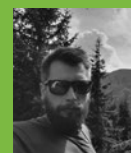
Katarzyna Matera - Manager



We are very pleasantly surprised with the number of visitors and the show organisation. We have met our existing and new customer. We believe this is Poland's best trade show now.

AFORE

Bartosz Malawski



We have been a part of ENEX for several years now. Every consecutive year we have seen the event growing. There are more and more visitors. We are pleased because a lot of people came to visit ENEX and to learn about our company, its business line. A lot of contractors and investors who use the expo as the knowledge pool to learn about boreholes and heat pumps. This is a great opportunity to develop business contacts network. We even had the first customer who ordered from us just after the trade fair.

STUDNIE.BIZ
Klaudia Wasik



A positive surprise seeing so many people interested in electromobility who have come here. I think we could have had a bigger stand. Next year we will use 100 sq m and have a really nice stand.

Ekoenergetyka-Polska LLC
Patryk Dąbrowski - Sales Office
Director



I has come as a truly positive surprise to see the trade fair, especially when it comes to the number of participants, visitors and the number of exhibitors. I see that the event has been developing, getting bigger every year. We are a solar warehouse thus we find the expos a very important business event.

JANUSZ PV
Wojciech Kwaśnik - Director
for Sales



EXPO

accompanying events



PORT PC Congress - the most important event for Poland's heat pump industry. This edition brought together over 600 people. The meeting has been designed to integrate the whole industry. Its objective is also to be the knowledge and experience exchange platform for specialists. The Congress offered a practical tool designed to help in photovoltaic installations design, and much more. The effective heating electrification was the main topic. This has been the main climate neutrality direction for European Union's heating and cooling industry.



Solar+ Forum is the all-Poland event targeted at representatives of solar energy and collectors business-sector, investors, local governments and Renewable Energy Sources aficionados. The meeting was a discussion platform for Poland's PV market related issues and the market prospects for the coming years. The Mój Prąd [My Micro Generation] programme has been analysed, too. The lectures and discussion panels on technology, safety and quality related topics were a part of the event. The GlobEnergia editorial team conference brought together a whole array of experts.





The Electromobility Forum has expanded the Enex New Energy expo's scope the first time. The event prepared by industry professionals associated in the Forum attracted a lot of trade fair visitors. There was a real treat, too - the opportunity to have an electric car test-drive on a specially arranged, indoor race track inside the expo halls. Visitors had the chance to choose between the two Tesla and BMW i3 models, Nissan Leaf, Land Rover Defender EV converted from the regular, combustion version, as well as Eidola - the world's smallest electric and at the same time the cheapest on the Polish market.



ENERGIA PL – the conference enhances the Enex New Energy Expo. ENERGIA PL is ranked among Poland's best conferences. This is a must-attend event for energy storage sector. This year's meeting, apart from energy storage, was expanded to include energy storage in micro networks and energy clusters. The legal status of the industry on the domestic market, battery technologies review and benchmark, critical components, financing projects possibilities - these and much more were discussed at the event.



Heat not lost – the fifth conference edition was held under the National Fund for Environmental Protection and Water Management auspices. The technical solutions designed to improve devices and installations energy efficiency used for industrial processes was the conference leitmotif. For years the seminar has been experiences and opinions exchange platform which is a touch-point for theoreticians and practitioners. Industrial installations insulation, electricity and heat generation in high-efficiency co-generation installations were also discussed at length.



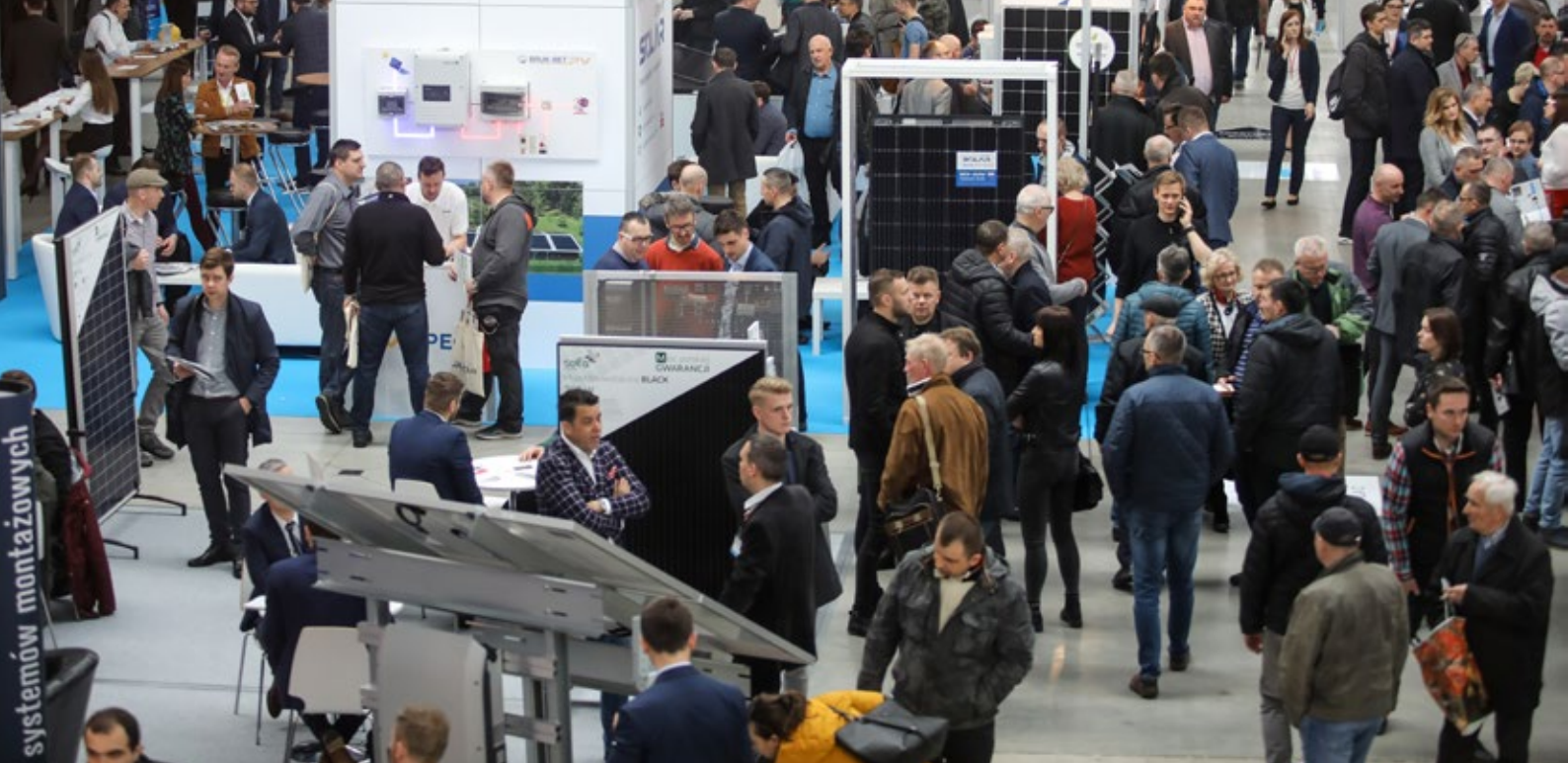
Passive constructions – in the recent years it has been a real attention catcher for the general public. For the first time this issue was discussed at the Enex New Energy expo - the Passive Construction Showroom was the dedicated event. The event targeted at professionals and companies which are a part of the power engineering industry as well as producers and distributors interested in finding business partners on the Polish and European market. The event objective has been to create a meeting platform where to establish and cultivate business and trade relations. The showroom is much more than products and technologies on show. The expo agenda offers a plethora of conferences, seminars and forums organised in cooperation with the most important industry organizations and associations from Poland and abroad.



The “Supreme air quality - a challenge for the 21st century” conference organized by the Voivodeship Fund for Environmental Protection and Water Management in Kielce. The “Supreme air quality - a challenge for the 21st century” brought together representatives of institutions from all over Poland, including the Minister of Climate Mr. Michał Kurtyka, presidents of the National Fund for Environmental Protection and Water Management in Warsaw, Provincial Funds for Environmental Protection and Water Management from all over Poland, Funds’ advisory services, as well as representatives of local governments from the Świętokrzyskie Voivodships. The event was open to the public, which means all those interested had the opportunity to take part. The conference was also the occasion to announce the winners of the “Eco Laurels of Świętokrzyskie” competition - the Eco Laurels of Świętokrzyskie has been designed to promote the most environmentally friendly attitudes of residents, institutions or companies in the Świętokrzyskie Province.

The Heat Pump Forum held within the scope of Enex - a real magnet. The conferences, presentations and integration of the renewable energy industry’s representatives were a vital part of the event. All experts agree - heat pumps are the future as heat sources for buildings. They are environmentally friendly and energy-saving. New solutions appear every year. The forum participants exchanged their insights in experts groups. The heat pump market, installation prices quotation and the heat pumps boom, contractors offers benchmark and many other issues were discussed.





RES Cities – the platform which brings together industry insiders, investors, contractors and practitioners. The exhibition zone featured many producers and main distributors. The offer showcase on the expo stands was designed to reflect visitors' needs - those who look for specific devices and want to meet experts who offer professional assistance. The best specialists were ready for discussions, conversations and offer presentations. They also offered advice and hands-on experience. Interesting workshops and demonstrations were also on the agenda. Walking down the ENEX EXPO RES city streets and seeing the latest modules, inverters and solar installations support structures offered the possibility to learn about the latest heat pumps models which had just hit the market. Traffic is an important element of every city's life! Thus there were displays and presentations of charging stations for city cars.



AWARD WINNERS

The first expo day culminated in medals and distinctions awarding ceremony - the best products and expo stands of ENEX 2020 were recognised.

Distinctions:

- **Kielce University of Technology** - Small wind farms generators
- **Nowatermia Nowak** - for the THERMIA inverter ground heat pump THERMIA ATLAS 18 (4-18 KW)
- **Nowatermia Nowak** - for TRIMBOX NO2 Anti-Smog Filter by TITON
- **Fronius Polska** - for the FRONIUS TAURO (ECO) inverter
- **Soluxtec from Germany** - for The monocrystalline FR ACTIVE photovoltaic module
- **Elektrotermia** - for an Electric, Central Heating Storage Boiler equipped with Energy Storage - STEFFES COMFORT PLUS (E5100 SERIES)



Medals:

- **NEST from Slovakia** - for Flexit EcoNordic WH 4
- **SOLGEN** - for the MWT PHONOSOLAR NOVA PERC 340 Wp module based technology transferred onto the Polish market
- **ZMK SAS** - for the VESTA heat pump
- **BRUK-BET** - for BEM 340W Nivo OPTI (Type) Glass-Glass



After awards and medals for the best products were handed out, the most beautiful expo stands were recognised with distinctions.

Distinctions:

for elegance and innovative exhibition presentation style:

- **KÄRCHER** - EKOTECH
- **AFORE POLSKA** - ENEX
- **ASTRONERGY** from China - ENEX

Medals:

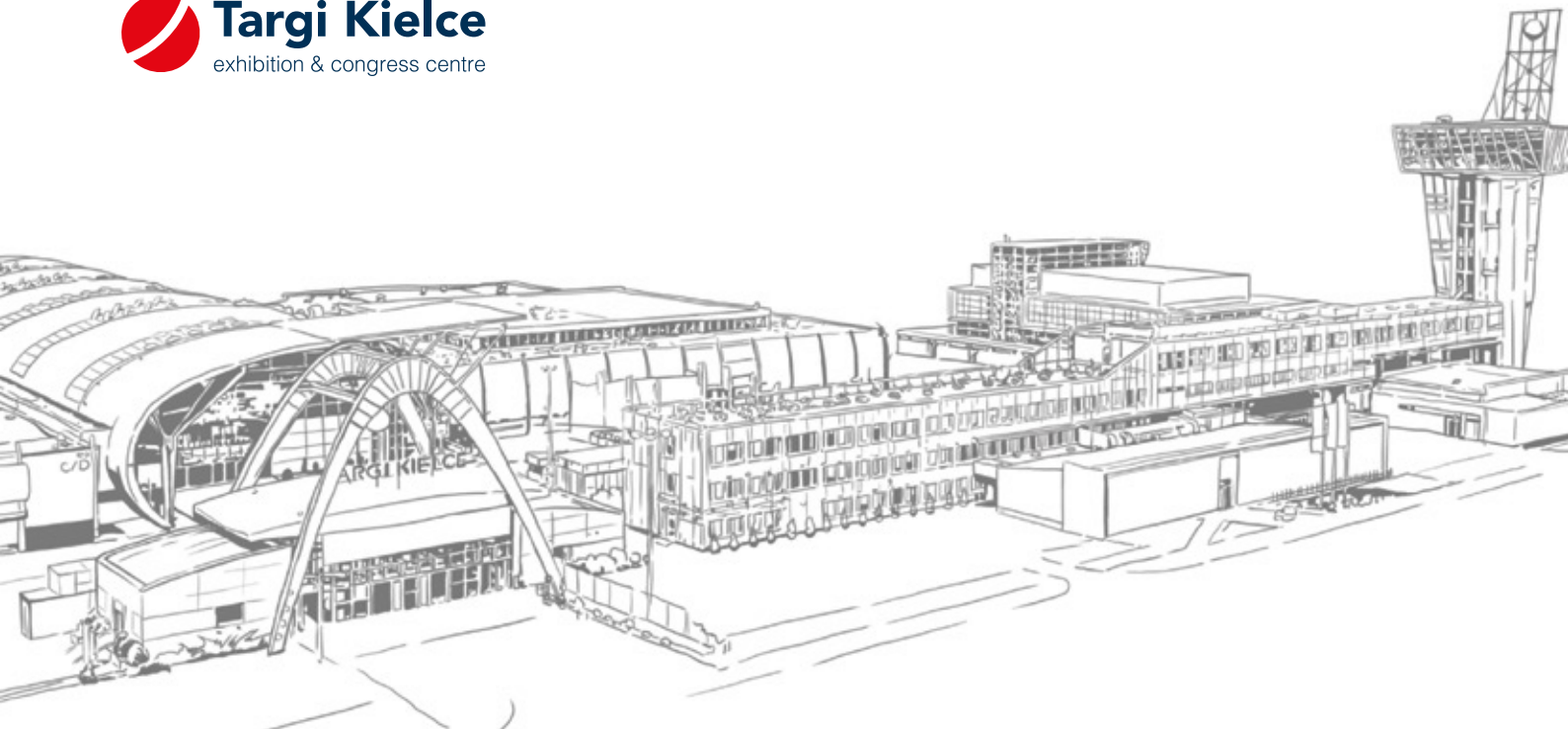
for original, innovative and comprehensive expo presentation:

- **EKO-ZEC Production and Service Company** - EKOTECH
- **SOLIS** from Great Britain - ENEX
- **CORAB** - ENEX
- **SOLAR** from Israel - ENEX
- **FRONIUS** - ENEX



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We look forward to seeing you

24-25.02.2021

Kielce



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