

XVI International Exhibition of Beauty Industry

20-22 September 2017 POST SHOW REPORT

**General Partner:** 

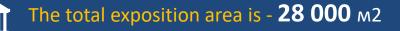


Organisers:









Number of participants - 574



13 countries: Hungary, Israel, Iraq, Italy, China, Korea,

Latvia, Lithuania, Poland, Russia, the USA, Turkey, Ukraine



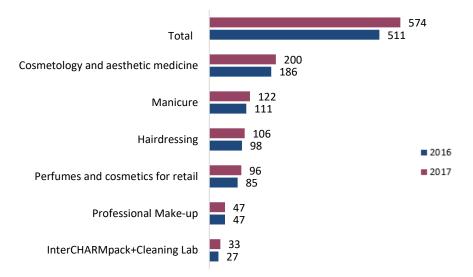
The number of brands represented at the exhibition – more than 2500





Number of visitors - 40 889

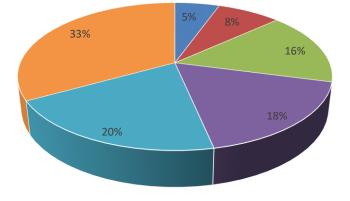
#### Breakdown of exhibitors by sectors :





#### Structure of exhibitors by directions:

- InterCHARMpack+Cleaning Lab
- Professional Make-up
- Perfumes and cosmetics for retail
- Hairdressing
- Manicure
- Cosmetology and aesthetic medicine



### New at the exhibition



#### **Parade of Nail Art Aesthetics**

Leading specialists of more than 20 nail service schools shared their knowledge and trends with everyone and invited their graduates to the exhibition

#### **Lounge Areas**

For visitors there were equipped comfortable lounge areas where everyone could recharge the phone and relax, which was positively noted by the visitors

Project allowed visitors to learn more about presented furniture at the exhibition

**Project Salon Furniture** 

еремония вручения премии

EAU

#### **Stella Beauty Awards**

For the first time this year, the exhibition hosted the STELLA INTERNATIONAL BEAUTY AWARD ceremony, at which the best masters of the beauty industry, capable of providing the level and quality of service in accordance with world standards, were awarded.

### Buyer Program

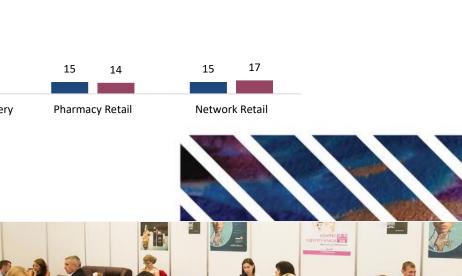


2016

2017

#### Buyers' field of activity (in number of companies)





Meetings – 225 agreed meetings, 193 of which were organized independently through MatchMaking



### **Buyer Program**

#### **International Buyer Program**

- 655 buyers from 332 companies took part in the program
- 4% of buyers were foreign from Romania, Czech Republic, Moldova, Belarus, Austria, Georgia, South Korea and Israel
- 225 meetings were held in Buyer Café

#### **Testimonials:**

I would like to express our gratitude to the organizers of the fair and buyer program particularly.

We found large number of companies with raw materials and packaging for cosmetics and perfumes!

Hopefully we will see even more new companies from France, Germany and the US next year.

Buyer Alisa from FOP Belova

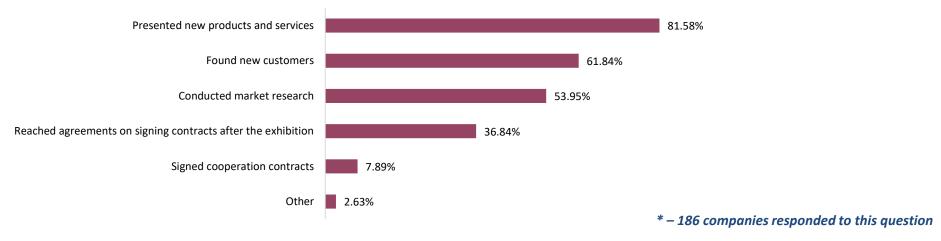
Organizers did a wonderful job. This is the best edition of InterCHARM Ukraine.

Although, I am expecting more producers from Europe next year. *Buyer Ruslan from BELLEZA* 

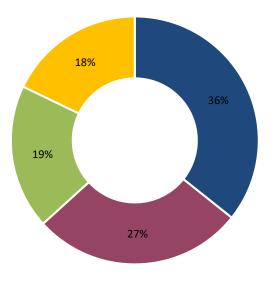
### Exhibitors



#### Results of exhibiting\*



#### Purpose of participation \*



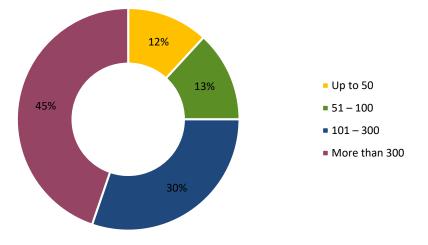
- Identification of new potential customers
- Meeting with existing customers / sales
- Receiving an order on a tender
- Collecting market data

\* – 197 companies responded to this question

### Exhibitors

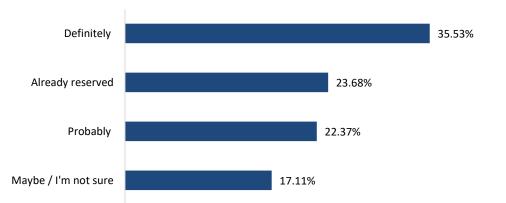


#### Number of professionals attending the stand



of companies consider
93% InterCHARM–Ukraine an important event in the development of their business

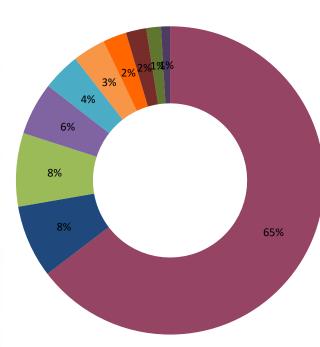
What is the probability that you will become an exhibitor of InterCHARM next year?



92% of companies will recommend InterCHARM–Ukraine exhibition to other companies for participation

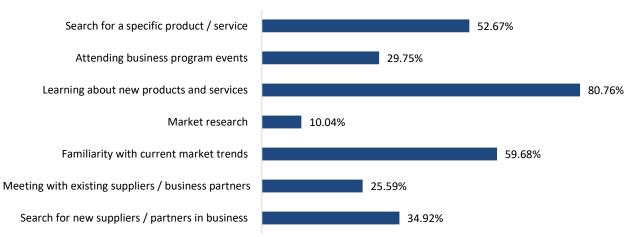


### Activity profile \*



- Beauty salon / Hairdresser
- Other
- Clinic
- Retail trade of professional cosmetics
- SPA-center, fitness-center
- Wholesale of professional cosmetics
- Official distribution of perfumes and cosmetics
- Production and distribution of goods for beauty salons
- Manufacture of perfumery and cosmetics
- Production and distribution of raw materials and packaging

#### Purpose of visiting\*



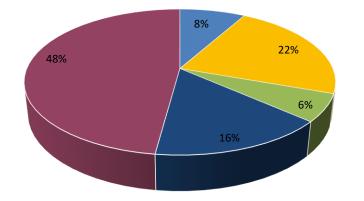


\* - 1684 people answered this question



#### Results of visiting\*





- Found new suppliers
- Saw new products
- Met with existing partners
- Took part in training events
- Made a wholesale purchase

\* – 1684 people answered this question





(\*



**(‡** 

想迎机机

'armal#



93%

of visitors will recommend their colleagues attending InterCHARM–Ukraine

87% of visitors are completely satisfied with the results of the visiting the exhibition



of visitors plan to visit the InterCHARM–Ukraine 2018



# See you in 2018!

**Iuliia Bulgakova** Project Manager - ITE Group

Tel: +380 (44) 496 86 45 (ext. 276) Email: <u>i.bulgakova@pe.com.ua</u>