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PDV: 4303202550000 ŽR: 154-180-20113132-62



## International industrial fair, construction, engineering and metal industry fair "SARAJEVO INDUSTRY FAIR - SIF"

Dear,

We are pleased to invite you to the **3rd Sarajevo Industry Fair - SIF**, an important event in the industrial calendar that will take place from **28.05. to 30.05.2024.** at the **Hills Hotel** in Sarajevo.

The SIF brings together exhibitors and visitors from various sectors, including construction, mechanical engineering, and the metal industry. This fair serves as a platform to showcase the latest technologies, products, and innovations that are shaping the future of our industries.

A key feature of SIF is the networking opportunities it offers. Exhibitors can connect with potential clients, partners, and investors, making it a perfect venue for businesses looking to expand or enter new markets. Visitors will have the chance to explore the latest industry trends and find solutions to their business challenges.

In addition to the exhibition, SIF will feature a range of accompanying programs, including conferences, workshops, and panel discussions addressing crucial industry topics. These activities will provide participants with insights from industry experts, foster idea exchange, and discuss future development directions.

Events like SIF also contribute to strengthening the local economy and promoting innovation. By supporting local firms and encouraging collaboration across sectors, we aim to create new business opportunities and drive innovation.

We believe your presence would greatly enrich the event, and we would be delighted to see you there. For more information about the fair, exhibitors, or the program, please feel free to reach out. Looking forward to welcoming you to the **Sarajevo Industry Fair - SIF!**

Warm regards,

*Organization Team "SIF"*

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## International industrial fair, construction, engineering and metal industry fair "SARAJEVO INDUSTRY FAIR - SIF"

It is our pleasure to announce that the 3rd International Industrial fair, building and metal industries fair called „SIF“ will be organized in the organization of PROFIT TEAM.  
Fair will be organized in the period from 28. until 30.05.2025. at the conference hall of the Hills Hotel.

On an area of 5,000 m<sup>2</sup> of closed space, which was designed according to the model of world fairs, and over 2,000 m<sup>2</sup> of open space, you will have a unique opportunity to present and promote your production potential and novelties, collections and trends, and to connect with business partners and improve your sales to the end to customers. The fair, as a place where supply and demand meet directly and a significant marketing factor, will enable you to get to know the competition, make direct business contacts, exchange experiences and ideas, that is, to learn about your own capabilities and qualities, and thereby certainly contribute to your increased competitiveness. At the Fair, you will also have the opportunity to directly sell your products to visitors.

From the moment of its establishment, the fair "SIF" strives to become a place of gathering and promotion of all significant producers from the region and Europe. We enable you to make your appearance at the Fair a kind of forum for the presentation of your products and services, as well as an environment in which visitors will feel comfortable.

In 2025, you will have the opportunity to achieve good sales results for three (3) fair days, both to end customers and to legal entities (business entities). We will definitely be at your disposal for any kind of help in the preparation and realization of your fair performance. The fair is the only sales and marketing medium that secures in advance qualified visitors to your company's stand in a direct (face to face) sales environment, who invest their valuable time and expenses to be at the fair. It is precisely for this reason that the fair truly represents an extraordinary marketing opportunity.

We also offer great conditions for the fair's marketing activity for the company's presentation, as a large number of media, distinguished personalities, but also professional buyers, directors, traders, company owners, managers, marketing managers, and potential investors will appear at the fair.

We, as organizers, want you as an exhibitor to set specific goals for your fair presentation that we can help you with. In order to set goals, you need to define exactly what you want from our fair, but we can help you with the following:

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1. Increase sales through new orders
2. Introducing new products and services
3. Improving relationships with current customers
4. Market Research
5. Opening new markets or areas
6. Getting media attention
7. Competition verification
8. Improving the image of the company or brand
9. Conducting (organisation) of sales meetings in relation to exhibits

By organizing this fair, we made a step forward in conceptual and organizational terms when it comes to fairs held in neighboring countries, of course, all with the support of exhibitors who believed in this project.

The largest recommendation and reference behind the organization is the organization of the INTERNATIONAL FURNITURE FAIR "SARAJEVO4WALLS".

#### CONCEPT OF THE FAIR

The "SIF" fair has a concept to be a place where companies from the building industry and metal industry will be presented. Companies will present their existing and future projects. Also on the fair we will have a presentation of architectural and design studies.

Fair "SIF" offers the opportunity for exhibitors to promote and sell their products at fair prices and discounts, in accordance with fair politics. Fair discounts are from 5% to 50%.

The "SIF" fair will consist of the following thematic units:

- *Equipment for building,*
- *Scaffolding and Ladders,*
- *Porches and formwork,*
- *Partition walls and ceilings,*
- *Hydro, thermal and sound insulation,*
- *The material for final works – Paints and sprays,*
- *Project design*
- *Engineering*
- *Construction and reconstruction,*
- *Equipment for workshops,*
- *Construction mechanization, machinery and devices,*
- *Corrosive and anti-fire protection,*
- *Protective HTZ equipment,*

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- *Concrete, cement, armature,*
- *Concrete Products,*
- *Marble, granite, stone, ceramic and granite tiles,*
- *Bricks and blocks,*
- *Crip, Tegola and other roof coverers,*
- *Glass and glass facades,*
- *Sanitary equipment and sanitary armature,*
- *Pipes, installations and drain equipment,*
- *Building constructions and profiles,*
- *Floor and Wall wraps,*
- *Prefabricated objects,*
- *Doors and windows,*
- *Gates and fences,*
- *Wooden staircase, parquet, Lamperia,*
- *Elevators and escalators,*
- *Construction tool,*
- *Machinery for building materials industries and other accompanying industries,*
- *Computer software in construction,*
- *Real estate and Investments,*
- *Architecture and Urbanism,*
- *Facades and facade systems,*
- *Machines and equipment for metalworking,*
- *Metal Constructions,*
- *Metal goods of consumer consumption,*
- *Professional, measuring, manual, pneumatic and hobby tools,*
- *Special Industrial Machines,*
- *Machines for processing stone, metal and plastics,*
- *Welding and protection equipment,*
- *Hydraulic machines and tools,*
- *Compressors*
- *Power Tools,*
- *Metal products and semi-manufactured products,*
- *Corrosion protection equipment and products*
- *Mining mechanization, machinery and appliances*

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Depending on the size of the exhibition space, the participation fee is:

<b>LEASE OF EXHIBITION SPACE</b>	
<b>THE EXHIBITION SPACE IS RENTED UNORGANIZED, AS A FLAT SURFACE</b>	
DISORDERED EXHIBITION SPACE (COUNTER)	PRICE: 259,00 Eur/day 500,00 BAM/day
UNORGANIZED EXHIBITION SPACE >15 m2	PRICE: 46,50 Eur/m2 90,00 BAM /m2
UNORGANIZED EXHIBITION SPACE (OUTSIDE)	PRICE: 26,00 Eur/m2 50,00 BAM /m2

<b>ARRANGEMENT OF THE EXHIBITION SPACE</b>	
<b>THE EXHIBITION SPACE IS RENTED UNORGANIZED, THE ARRANGEMENT OPTIONS ARE OPTIONAL AS FOLLOWS:</b>	
BASICLY FURNISHED EXHIBITION SPACE IN A CLOSED SPACE (HALL HILLS) (peripheral walls, board with the name of the exhibitor, 1m x 1m clearance)	PRICE: 15,00 Eur/m2 30,00 BAM /m2
STANDARDLY FURNISHED EXHIBITION SPACE IN A CLOSED SPACE (HALL HILLS) (peripheral walls, board with the name of the exhibitor, 1m x 1m display, info desk, table + 4 chairs)	PRICE: 20,00 Eur/m2 38,00 BAM/m2

*Smallest available indoor space is 20m2; The prices shown are without included VAT*

Looking forward to successful business cooperation

**Organization Team "SIF"**

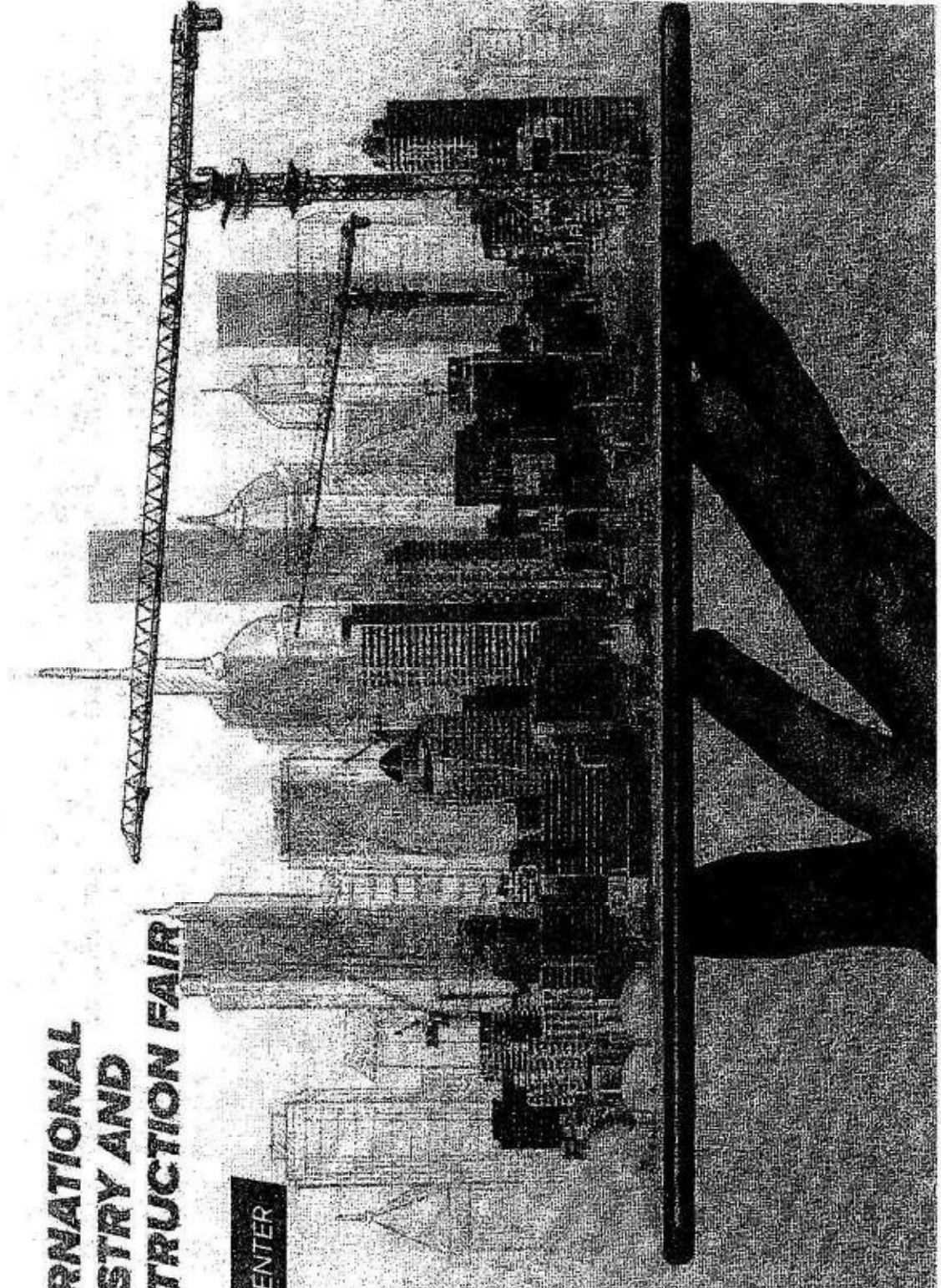
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# 3rd INTERNATIONAL INDUSTRY AND CONSTRUCTION FAIR

2016-2025

HOTEL HILLS - CONGRESS CENTER

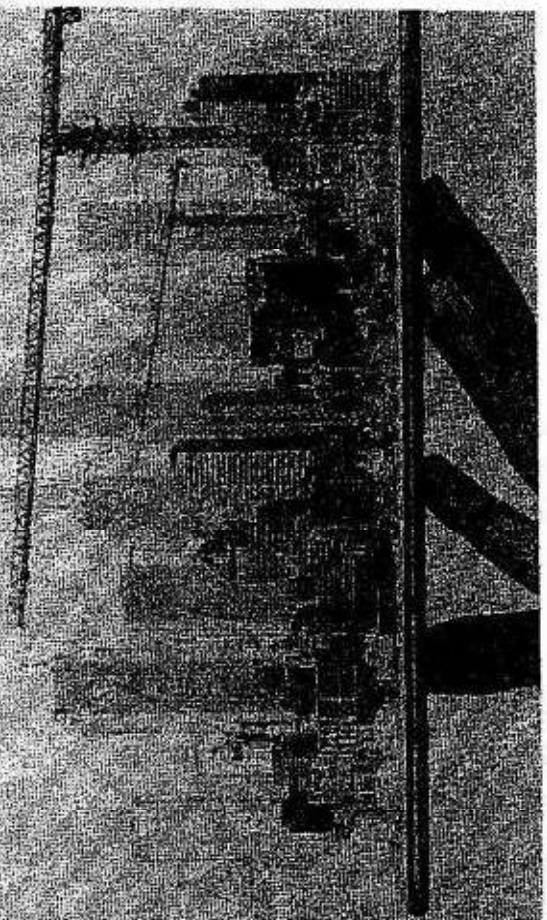


# ABOUT THE FAIR

The International Industrial Fair "SARAJEVO INDUSTRY FAIR - SIF" is a significant event in the industrial calendar, bringing together exhibitors and visitors from various sectors, including construction, machinery, and the metal industry. This fair is held in Sarajevo and serves as a platform for showcasing the latest technologies, products, and innovations that are shaping the future of the industry.

**SIF** INTERNATIONAL  
INDUSTRY AND  
CONSTRUCTION FAIR

HOTEL MILLS - CONGRESS CENTER





# ABOUT THE FAIR



3rd INTERNATIONAL  
INDUSTRY AND  
CONSTRUCTION FAIR

One of the key features of SIF is the networking opportunity. Exhibitors have the chance to connect with potential customers, partners, and investors. This aspect of the fair is especially important for companies looking to expand their business or enter new markets. Visitors, on the other hand, can explore the latest industry trends and find solutions to their business challenges.

SIF also offers a variety of accompanying programs, including conferences, workshops, and panel discussions that address key topics in the industry. These activities allow participants to hear from experts in the field, exchange ideas, and discuss future development directions.

Furthermore, fairs like SIF contribute to strengthening the local economy and promoting innovation. They provide support to domestic companies and encourage collaboration between different sectors, which can lead to the creation of new business opportunities and innovations.

Overall, the SARAJEVO INDUSTRY FAIR - SIF is not just a marketplace for goods and services, but one that contributes to the development of the industry in the region. It fosters innovation, and creates a platform for future growth and success for businesses.

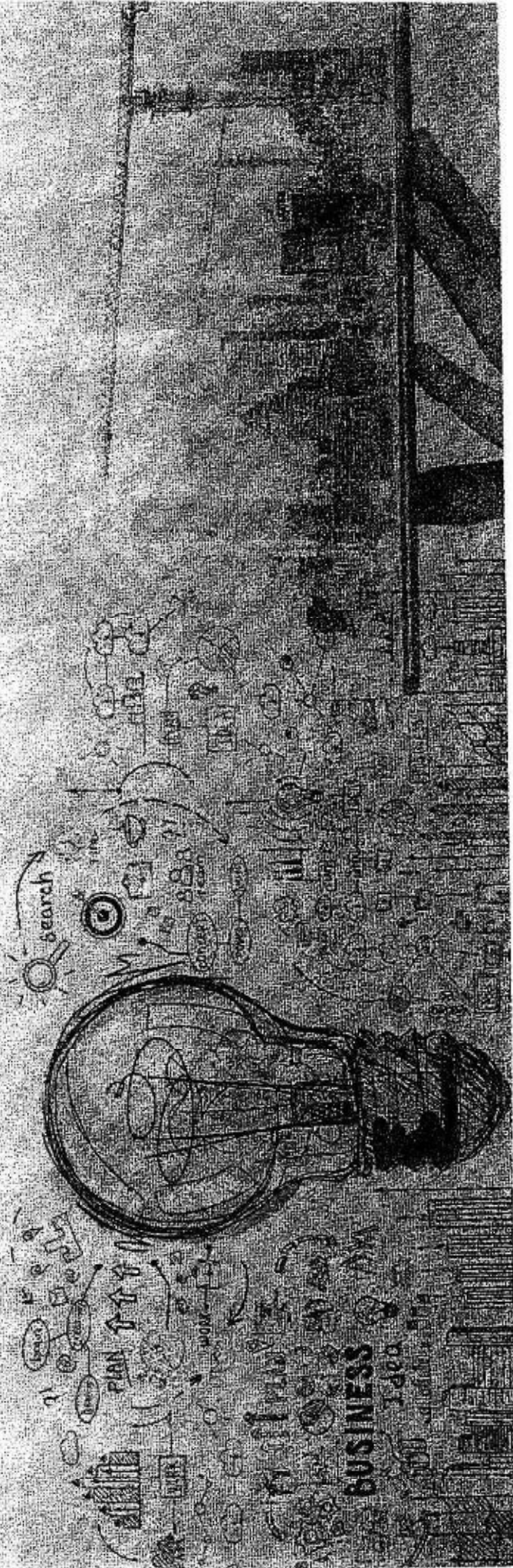


# ABOUT THE FAIR



3rd INTERNATIONAL  
INDUSTRY AND  
CONSTRUCTION FAIR

We also offer excellent conditions for trade show marketing activities for company presentations, as the fair will attract a large number of media, prominent figures, as well as professional buyers, directors, merchants, company owners, managers, marketing managers, and potential investors.



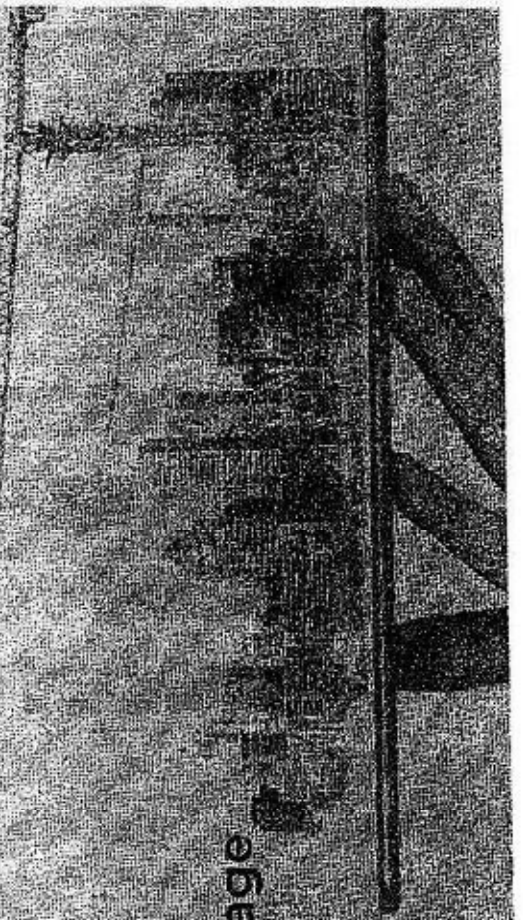
# FAIR GOALS



3rd INTERNATIONAL  
INDUSTRY AND  
CONSTRUCTION FAIR

As organizers, we would like you, as an exhibitor, to set specific goals for your trade show participation, and we are here to assist you. In order to set these goals, you need to define what exactly you want from our fair, and we can help you with the following:

1. Increasing sales through new orders
2. Introducing new products and services
3. Improving relationships with current customers
4. Market research
5. Opening new markets or areas
6. Gaining media attention
7. Checking the competition
8. Improving the company or brand image
9. Conducting (organizing) sales meetings related to exhibits





# FAIR GOALS



3rd INTERNATIONAL  
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CONSTRUCTION FAIR

## GOALS

Setting goals is the first step in any successful trade show marketing activity.

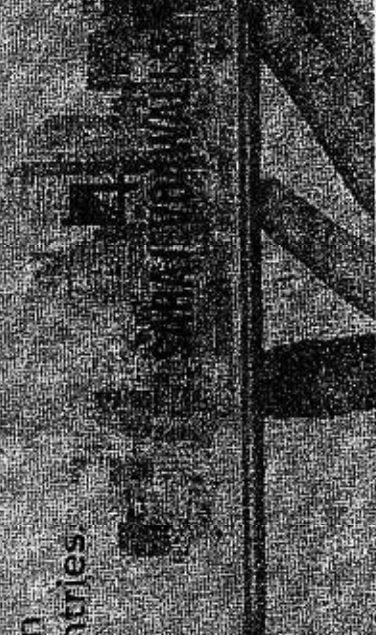
As marketing guru Lawrence J. Peter once wrote: "If you don't know where you're going, you'll probably end up somewhere else."

## ORGANIZATION

With the organization of this trade show, we have made a step forward in both conceptual and organizational terms compared to trade shows held in neighboring countries

## REFERENCES

The greatest recommendation and reference behind the organization is the INTERNATIONAL FURNITURE FAIR "SARAJEVO4WALLS"

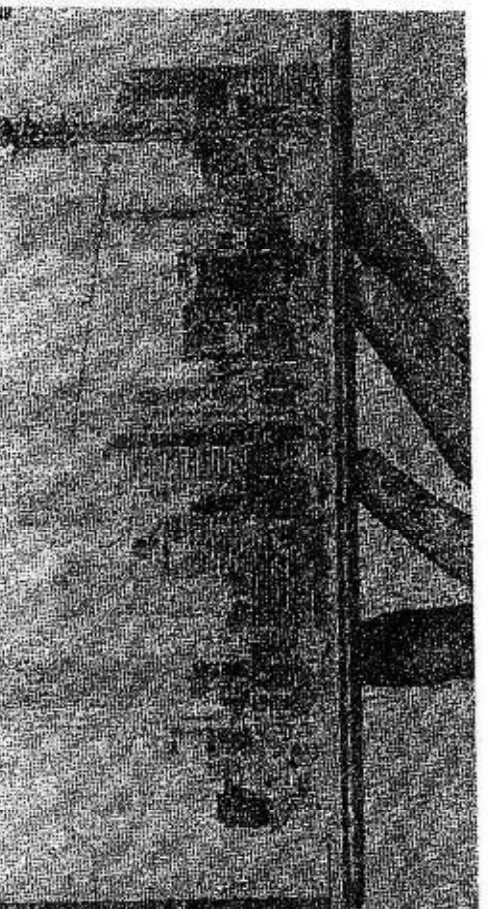
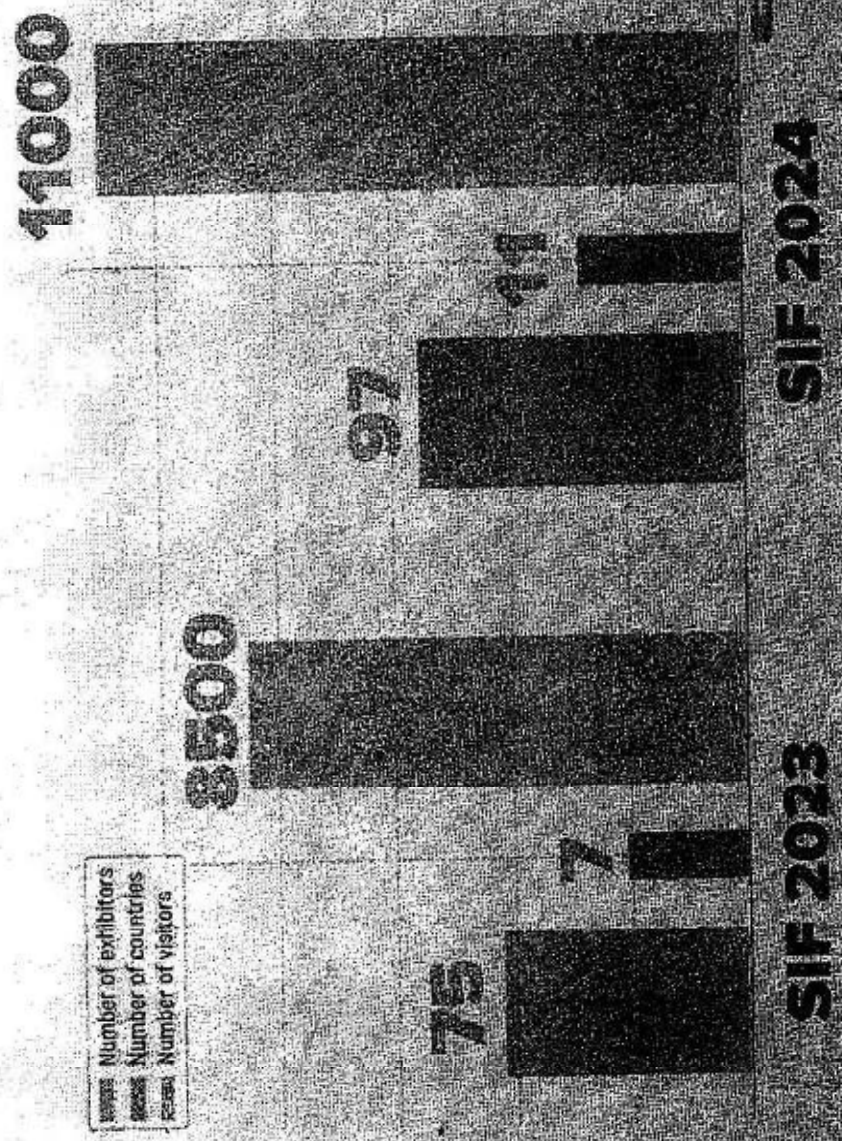




**3rd** INTERNATIONAL  
INDUSTRY AND  
CONSTRUCTION FAIR

# ABOUT THE EXHIBITORS

The Sarajevo Industry Fair made significant progress in 2024, increasing the number of exhibitors from 75 to 97, as well as the number of participating countries from 7 to 11. Additionally, the number of visitors grew from 8,500 in 2023 to 11,000 in 2024, demonstrating a growing interest in the event.





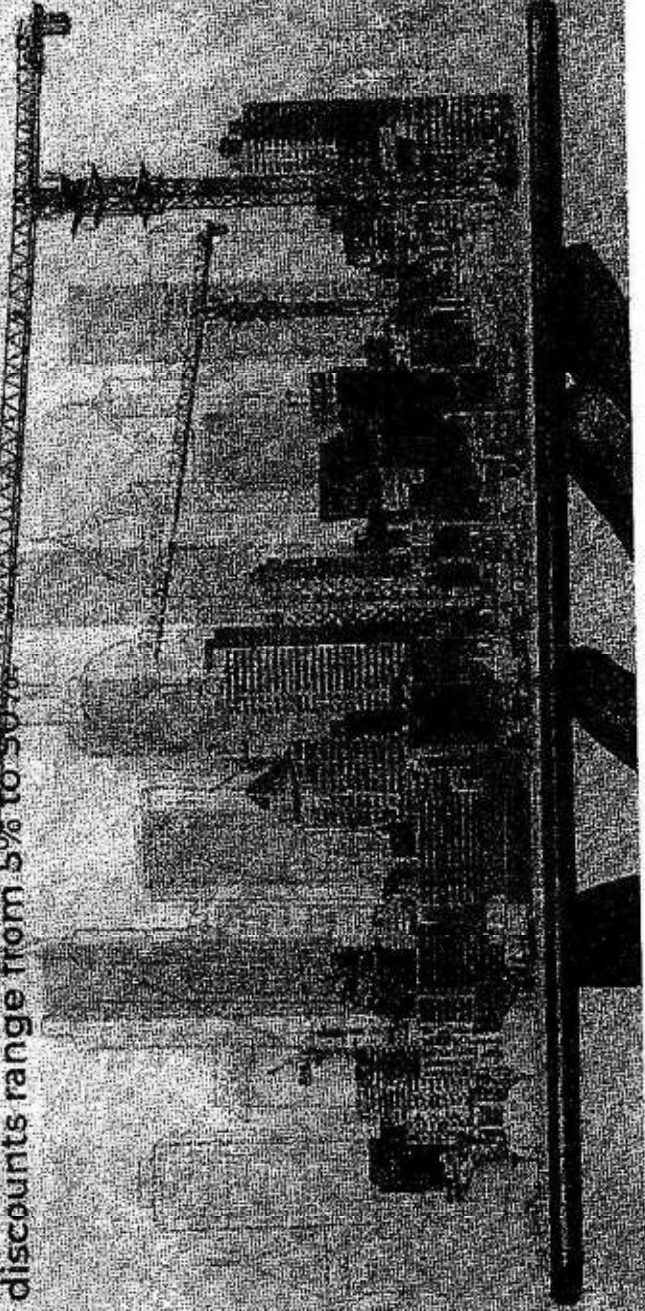
## EXHIBITION CONCEPT OF THE FAIR

SARASOTA  
INDUSTRY  
FAIR

3<sup>rd</sup> INTERNATIONAL  
INDUSTRY AND  
CONSTRUCTION FAIR

The "SIF" Fair is designed as a space where companies from the construction industry, as well as companies engaged in all related branches of construction, will be presented.

The "SIF" Fair offers exhibitors the opportunity to not only promote and present their products but also to sell them at trade show prices and discounts, in accordance with the fair's policy. Trade show discounts range from 5% to 50%.

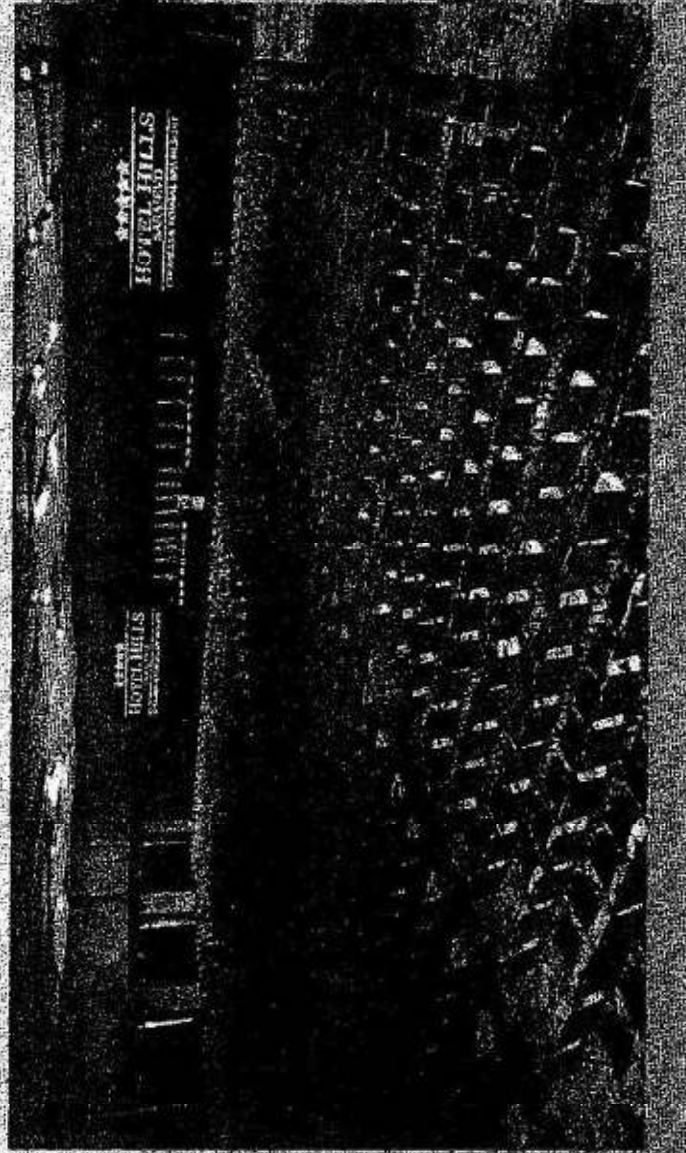


# WHEN AND WHERE



**3rd** INTERNATIONAL  
INDUSTRY AND  
CONSTRUCTION FAIR

In a 4,000 m<sup>2</sup> space designed in the style of world-class trade fairs, along with over 3,000 m<sup>2</sup> of open space, you will have a unique opportunity to present and promote your production capabilities and innovations, collections, and trends. Additionally, you will be able to connect with business partners and enhance your sales to end customers.



28.5.30.5.2025

HOTEL HILLS - CONGRESS CENTER

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