





27 - 29 March 2019

POST SHOW REPORT















ABOUT THE EXHIBITION



VISITORS

Albania, American Samoa, Anguilla, Armenia, Aruba, Australia, Austria, Belarus, Bulgaria, Canada, Cuba, Cyprus, Dominican Republic, Egypt, Estonia, Finland, Georgia, Germany, Greece, Czech Republic, India, Israel, Italy, Kazakhstan, Lithuania, Maldives, Moldova, Montenegro, Mozambique, Portugal, Russia, Slovakia, Spain, Switzerland, Turkey, Tuvalu, UAE, Ukraine, United Kingdom.

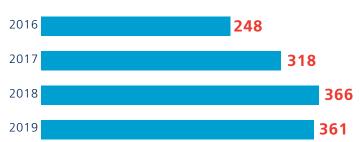
18 533 visiting40 countries

Republic

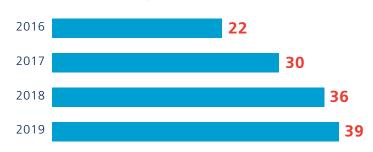


EXHIBITORS

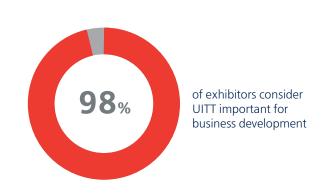
Number of exhibitors



Number of regions and cities of Ukraine







Reason for exhibiting

Search for new partners

87%

Increasing brand awareness

79%

Presenting new product or service

57₉

Maintaining existing business relationships

529

Staying up to date on market demands

46

Reach agreements about signing contracts after the exhibition

41%

Sign contracts during the exhibition

30%

Results of exhibiting

Found new partners

80%

Increased brand awareness

70%

Presented new products or services

52%

Maintained existing business relationships

57%

Obtain information about the state of the market

52%

Reached agreements on contracts

20%

Signed contracts at the exhibition

16%

* Respondents could select more than one answer

Exhibitor profile

International hotels	27.0
International tour operators	27,9%
Ukrainian regional representative offices	18%
International representative offices	15%
Ukrainian tour operators	12,9%
	10,2%
Ukrainian hotels	6,3%
Tourist press	2,7%
Online tourism services	2,4%
Airlines	1,9%
Spa and treatment resorts	1,9%
•	-



VISITORS

Breakdown of visitors by seniority

Sales manger	
	36,38%
Owner	
	19,78%
Director	40.00
	18,27%
Head of department	40.44
	10,44%
Deputy director	9,19%
N. d. a. ul. a. t. i. a. u. a.	9,19%
Marketing manager	5,94%
	 3,34%



Reason for visiting

Obtain general industry information

58%

Find new tourism destinations

49%

Find products and services for business

46%

Find new business partners

46%

Attend business programme

41%

Promote products and services

16%

Results of visiting

Obtained general industry

information

Found new tourism destinations

66%

71%

Found products and services for business 1,66

0,94

Found new business partners

56%

Attended business programme

Promoted products and services

56%

Breakdown of visitors by business area



Geography of Ukrainian visitors, %



^{*} Respondents could select more than one answer



BUSINESS PROGRAMME

102

hours of seminars. conferences, presentations and workshops from the leading travel companies.







































Public talk: "European future of hotel business in Ukraine. Taxes, tariffs, government regulation".

Tourist tax. Who? Whom? How much?

Will the reduction of VAT rate decrease hotels' price?

STAR WAY of Ukrainian hotels.

EBRD tools for hotel business. Automatization and rooms management systems, marketing and promotion of the business. Advantages of the HACCP system implementation at restaurants.

Legal nature of the hostel through the prism of the housing right.

Tariff policy of housing and communal services. How can Ukrainian hotels survive in European tariffs?

Roundtable discussion: "Development of cruise tourism in Ukraine".

Panel discussion 1. Development of inbound cruise tourism.

Panel discussion 2. Popularization of cruise tourism on Ukrainian domestic market. Presentation of the training project "Cruise University"





Conference: "Domestic tourism: what is direction of our development (discussion of market experts)".

The issues of development of domestic tourism were discussed: transport links between regions, development of tourist infrastructure, promotion of regions and cities. As well as legislative changes for the development of domestic and inbound tourism.





Conference Visit Ukraine.

Workshop Visit Azerbaijan. Meeting with Azerbaijani travel companies.





Ministry of agrarian policy and food of Ukraine

Seminar: "United territorial communities and tourism".



UKRAINIAN HOSPITALITY DAYS



Ukrainian Hospitality Days – new exposition format for Ukraine at the exhibition, where exhibitors meet with guides and tour operators for profitable cooperation in the future





Exhibitors:

- regional and city state administrations
- conceptual hotels
- local cuisine
- gastronomic souvenirs
- restaurants with their own unique atmosphere
- coffee shops
- breweries
- wine and organic farms
- special local entertainments
- profile associations
- airports
- local tour operators

Visitors of exposition

Tour operators and guides – are market players, who form tourist routes and make decisions about including your restaurant, hotel, farm, entertainment facility, etc. to the tourist route for the reception of groups of tourists.



LOOKING FORWARD TO SEE YOU!



2-4 October 2019



25-27 March 2020



Alla Kalio, Deputy Director, ALER Travel, Albania

During three days of the exhibition, our stand was visited by a large number of visitors, and not just visitors, but real professionals of the tourism business. It was very impressive. We participated in UITT before (it is not our first year) and we plan to come with a stand in 2020, because Ukraine is a strategic area for us to cooperate. We are very grateful for the opportunity to be at this exhibition and present our country — Albania.





Pavel Golovnenko, Executive Director, Travel Company Piligrim. ua, Ukraine

It was the first time we participated at the UITT exhibition. Especially for this event we finalized our brand Piligrim. We really like the organization of the exhibition and our stand. And the quantity and quality of visitors and participants, personally, impressed me very much. Participation in the exhibition turned out very useful for us — there are many contacts and agreements for further cooperation.



Fidan Akhundzade, Regional Manager, Azerbaijan Tourism Board, Azerbaijan

We represented Azerbaijan at UITT for the first time after a long break. We are very pleased with the exhibition, primarily with the level of organization and flows of visitors. There were a lot of interested representatives of the tourist business of Ukraine at the exhibition, which want to cooperate. There were a lot of productive meetings, which ended with a cooperation agreement. Thanks to the organisers, and see you all next year.

Organizers:



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