

# D3.2.5 ANALYSIS OF B2B FAIRS

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**Work package 3**  
**Testing**

**Final Version**  
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## 1.Introduction

### a. The Green mind project

The Green mind project transnational challenge is the development of economic competitiveness and innovation in the green and smart mobility industry, by strengthening regional and transnational cooperation between businesses, research bodies and authorities.

More in detail, Green mind aims at:

- testing new market intelligence, public funding screening, B2B matchmaking services for SMEs
- building a transferable model of the tested services for clusters and agencies
- setting up a transnational innovation network involving authorities, business and research
- implementing a transfer-programme targeted to clusters and agencies to foster their transnational activities
- delivering a policy support programme to mainstream the project results based on the Smart Specialization Strategies of the involved regions

Being active in a context of fast technological advancements and stricter environmental policies, Green mind has the objective of strengthening the transnational activities of clusters and agencies to support SMEs systems in exploiting the market opportunities and tapping the raising demand for green and smart mobility products and services in key mobility sectors such as transport and logistics, automotive, energy, and IT.

More specifically, Green mind focuses in the following products and services: clean fuels and infrastructures, green and automated vehicles, Mobility as a Service, new business models for green & smart mobility.

Green mind's transnational approach lies in a joint learning, knowledge sharing and capacity building process for innovation in the MED area and involves eight partners from eight different regions in the Mediterranean, these are– Emilia Romagna, Central Macedonia, Andalucía, Occitanie, Jadranska Hrvatska, County of Istria, Sarajevo, and Vzhonda Slovenija.

### b. Purpose of the Testing Work Package

The Testing Work Package (WP3) has the aim of shaping and demonstrating new services for SMEs active in the green and smart mobility industry in the MED area. These services will benefit SMEs in multiple levels, as they intend to support their competitiveness, innovation capacities, and international visibility at the same time.

Alongside with the Transferring Work Package (WP4), WP3 lies at the centre of Green-mind's operations in terms of importance, and allocated time and budget. More specifically, WP3 is responsible for the conceptualization, development, implementation, and evaluation of Green-mind's most important outputs, the service pilots, the model, and the transnational network.

WP3 consists of five distinct activities. These are:

- A.3.1** Methodology for Pilots Implementation
- A.3.2** Pilots Preparation and Planning
- A.3.3** Testing SMEs Services
- A.3.4** Pilots Evaluation and Service Model
- A.3.5** Green-mind Transnational Innovation Network

More in detail, A.3.1 refers to developing structured guidelines for the set-up, running, and coordination of the pilot activities. In A.3.2 the partners formulate the necessary knowledge background upon which Green-mind will develop its processes. Here, the partners exchange information about their experience, identify the needs of their beneficiaries, the SMEs, analyse the market, identify existing public funding and matching opportunities, and start involving the necessary stakeholders. This preparation stage is crucial for the optimal and unhindered development of A.3.3, the testing of the services, as its final outcome is a transnational pilots plan. In A.3.3, the plan is tested in the form of three pilot services in each country and in close collaboration with selected green and smart mobility SMEs and a transnational innovation networked is formulated. As stated before, these pilot services are the following: Market Intelligence pilot service, B2B Matching pilot service, and Public Funding Screening pilot service. A.3.4 is responsible for evaluating A.3.3's produced results and constructing a transferable model for general use in the MED and EU areas. Finally, A.3.5 refers to online and physical events in regards to the transnational network and the exchange of information between project partners and stakeholders.

Upon the completion of WP3, three main outputs should be delivered. These outputs are:

- Output 3.1** the delivery of three types of services to 200 hundred MED SMEs
- Output 3.2** the development of a transferable model of transnational services for SMEs
- Output 3.3** the creation of a transnational innovation network for SMEs

#### c. [Scope of the Analysis of B2B fairs](#)

The scope of this document is to offer a preliminary mapping of existent fairs in the MED area on the theme of the smart and green mobility.

In this document the relevant fairs, in automotive area, transport and logistics and other important and relevant fairs in partnering project countries are listed: Italy, Greece, Spain, France, Croatia, Bosnia and Herzegovina and Slovenia. The following information is gathered: name of the fair, organizer, address, telephone, web site, email, date, defined if the fair is periodical or not, number of visitors where known, if it is national, regional or international, a short description is given where relevant and sometimes also the relevance of the fair.

#### d. [Document's targeted audience](#)

The Analysis of B2B fairs document is aimed at the following audiences and the accomplishment of the respective relevant objectives:

- Green-mind consortium partners: as a tool for the optimal dissemination of relevant knowledge and the proper development of all pilot related activities in each Green-mind region on the basis of that knowledge
- Stakeholders and more specifically the SMEs: for the diffusion of the partner expertise to the stakeholders and as a basis upon which the collaboration between all involved parties will be developed.

#### e. [Document structure](#)

Section 2 provides a clarification and review of B2B Marketing and B2B Matching terms and after that in Section 3, a list of the most important fairs, that are organized in participating countries, are presented.

## 2.B2B Matching Overview

### a. B2B Marketing

Business-to-Business marketing (B2B) generally refers to the marketing of products from a business to other businesses, enterprises, and organizations. The aforesaid products will either be used in the production and daily business operations, or will be sold to consumers.

It is apparent that B2B is a generic term as it is practically about every product (and service) that can be sold from one business entity to another. Also, in most of the cases, firms in B2B cooperation offer products/services of extreme customization (Konhäuser, 2008). Consequently, developing lasting B2B relationships is subject to various constraints and considerations regarding resources need and availability, and partner suitability.

Regarding the required resources, Konhäuser (2008) highlighted the following: financial, physical, human, legal, organizational, relational, and informational. The latter three, especially, can be responsible for lasting outcomes and sustainable competitive advantages (Morgan and Hunt, 1999, in Konhäuser, 2008).

As for partner suitability, Caspar et al. (2002, in Kotler and Pfoertsch, 2007) identified that the most usual reasons for businesses to employ B2B are relevant to information efficiency, risk reduction, and added value. For a relationship to begin and last though, finding a partner with similar value expectations is crucial (Konhäuser, 2008).

Therefore, the proper matching or matchmaking of buyers and sellers is core.

### b. B2B Matching

Business-to-Business Matching is a usual marketing tactic that matches companies together on a basis of their needs, strategies, and organizational philosophy.

Tomaz et al. (2003, first page) defined B2B matching as *“the process in which agents, representing traders that are interested in having exchange of economic value are put in contact with potential counterparts to negotiate”*.

There are several forms of B2B matching that range from employing intermediaries and agents, to large gatherings, and online applications/services. Based on the literature, two important forms of B2B matching are: B2B trade fairs and online B2B matching services.

B2B trade fairs is the focus of this text, but the importance of new technologies renders a discussion about online B2B matching services almost equally important.

#### B2B fairs

B2B fairs are, probably, the most traditional B2B matching form in the business world. Firms usually find it difficult to connect with local partners with matching interests and quality capabilities and therefore, they take part in trade fairs to establish links with international suppliers (Bathelt and Sculdt, 2010).

A trade fair is defined as an *“organized event where companies exhibit and show their (latest) offers (products, services, etc.) and establish contacts with relevant stakeholders”* (Sarmiento, 2015b).

People participate in fairs as exhibitors or visitors based on different motivating factors. Bonoma (1983, in Sarmiento et al., 2015b) identified that exhibitors have both selling (i.e. finding prospects, access to decision makers, information dissemination, selling, contacting current accounts), and non-selling (i.e. branding, market intelligence, product evaluation) objectives. Visitors, on the other hand, visit fairs to see products and new trends, contact current and new suppliers, gather general market and specific product information, and participate in events, workshops, and seminars (various in Sarmiento et al., 2015b).

According to Bathelt and Sculdt (2010), the importance of B2B fairs rests to the face-to-face interactions that facilitates through the co-location of the interested partners at the same physical space for a short, but dense, period of time. Within this limited space and time, they argued, extreme amounts of knowledge and information about markets, firms, products are created and transferred.

In B2B fairs, people meet with and observe agents and experts of the industry (i.e. firm representatives, scientists, and practitioners) (Bathelt and Sculdt, 2010) and establish links and networks to new markets, technologies, and innovations, and access new market and problem solving trends (Sculdt and Bathelt, 2011). In other words, the participants from both sides are taking advantage of the fair's "global buzz", as Bathelt and Sculdt put it.

Actually, Sarmiento et al. (2015a) identified that this buzz that B2B fairs have boosts the socialization activities of the participants and helps creating bonds of commitment that improve the quality of the relationship between the parts. The quality in turn, they added, influences future interaction expectations.

#### B2B online services

Online B2B matching services capitalize on the advances of technology and, more specifically the information and communication technological (ICT) developments, to reach and connect stakeholders globally.

On the one hand, the participants in this virtual process reach information and knowledge about new markets, trends, and innovations, and on the other, advertise their own developments to a wider customer pool (Deeter-Schmelz and Kennedy, 2002, in Schuldt and Bathelt, 2011).

These types of virtual matching applications act as mobile agents (no human agent) increasing the efficiency (from one-to-one to many-to-many) and reducing the costs of the matchmaking process (Tomaz et al., 2003).

In plain words, this process consists of databases and algorithms: a customer searches for a product/service, the algorithm 'runs' their prerequisites, and finds a supplier match from a supplier database. In that sense, Mehrbod et al. (2017) proposed a model where the e-catalogues of both product buyers and product suppliers are analyzed to produce buyer-supplier compatibility.

In a more general approach to the concept of B2B, Wang et al. (2016) researched the importance of social media applications to SME B2B communication processes. They identified that all social media capabilities (transmission velocity, parallelism, symbol sets, rehearshability, and reprocessability) add to communication and business performance, with the exception of online security which is a liability to both performance indicators.

### 3. B2B fairs listing

#### ITALY

##### B2B Fairs

n°	FAIR	ORGANIZER	ADDRESS	TEL	WEBSITE	EMAIL	DATE	PERIODICAL/N ON- PERIODICAL	NUMBER OF VISITORS	NATIONAL/IN TERNATIONAL	DESCRIPTION
	OTHER										
1	ECOMONDO	ITALIAN EXHIBITION GROUP (IEG)	Via Emilia, 155, 47900 Rimini	Tel: +39 0541/74411 1	<a href="https://en.ecomondo.com/">https://en.ecomondo.com/</a>		6. - 9. 11. 2018	P	116100	INT	An international event with an innovative format that brings together all sectors of the circular economy in a single platform: from material and energy recovery to sustainable development
2	KEY ENERGY	Italian Exhibition Group - IEG	Via Emilia, 155, 47900 Rimini	Tel: +39 0541/74411 1	<a href="http://www.riminifiera.it/">http://www.riminifiera.it/</a>	centralino@riminifiera.it	6. - 9. 11. 2018	P		INT	International expo for sustainable energy and mobility. Key Energy today fulfils a central role in Italy among events dedicated to the theme of energy and together with Ecomondo constitutes the only all-encompassing platform for the environmental energy sector able to provide a global perspective, from a strategic and technological standpoint.

3	R2B - Research to Business	Emilia-Romagna Regio, BolognaFiere, ASTER, SMAU	Viale della Fiera, 20 - 40127 Bologna	(+39) 051.282.111	<a href="https://www.rdueb.it/rdueb18/pages/home/">https://www.rdueb.it/rdueb18/pages/home/</a>	marketing@smau.it	jun.19	P (every year)	6300	N	#R2B2018 brings to Bologna ideas and opportunities for companies and people whose growth is driven by innovation. #R2B2018 offers innovation and services in a wide range of topics in which exhibitors present technologies and expertise that stimulate growth and competitiveness. #R2B2018 uses storytelling to present several best cases, matching between innovation supply and demand, work between businesses and research centres, in order to build the bases for agreements and relations with European and international partners. One-to-one meetings lay the foundation for the development of international projects; conferences, thematic workshops and the exhibition area highlight new technologies and topics of national and international importance. In this spirit, #R2B2018 will discuss innovation in Italy, ability of infrastructures to renew themselves and generate new centres of knowledge, excellence in research and new technologies to serve companies and citizens.
	<b>SPECIAL TO TRANSPORT</b>										
4	Modena Motor Gallery		Via Marcantonio Parenti 47/E - 41122, Modena, Italy	Tel: +39 059.492479 4	<a href="http://www.motorgallery.it">www.motorgallery.it</a>	commerciale@motorgallery.it	22. - 23. 9. 2018	P	14000	INT	EXHIBITION AND SALE of classic cars & motorcycles + future cars (electric)
5	Autopromotec	Segreteria Organizzativa AUTOPROMOTEC ŠRP, PTEC Srl	Bologna	Tel. +39/051.64 24000	<a href="http://www.autopromotec.com">www.autopromotec.com</a>	info@autopromotec.it	22. - 26. 5. 2019	P	113500	INT	The most specialized international exhibition of automotive equipment and aftermarket products. a specialized, representative and professional event for highly qualified exhibitors (only manufacturers and authorized dealers).



6	Motor Show Bologna	Uffici BolognaFiere Spa	Viale della Fiera, 20 – 40127 Bologna	(telefono): 051/282111	www.motorshow.it	segreteria@motorshow.it	6. -9. 12. 2018	P	280000	INT	Car and motorcycle show - open to the leading international car and motorbike companies , to aftermarket and car components' manufacturers and to the main players in the automotive field, including accessories, sport clothing and design, teams, tuning, trade associations and institutions
7	Genova Boat Show		I Saloni Nautici Srl – Via S. Nazaro 11, 16145 Genova	Tel +39 010 5769811	http://salonenautico.com/en/	info@isaloninautici.com	20. -25. 9. 2018	P	148200	INT	Boat show
8	Logistica		Via di Corticella, 181/3, 40128 Bologna, Italy	tel. +39(051) 325511	http://www.senaf.it/senaf/en/	info.bo@senaf.it	28. - 30. 3. 2019	P	53500	INT	MECSPE 2019 will be facing the themes of industrial logistics with a wide range of solutions presented in a context totally focused on automation (supply chain).
9	International Bus Expo		Rimini Fiera S.p.A.	Tel: 39-541-744111/744206	https://www.internationalbusexpo.it/	sandra.schneider@iegexpo.it; roberta.masini@iegexpo.it	24. - 26. 10. 2018	P (every 2 yrs)	6800	INT	IBE, International Bus Expo, is the only fair dedicated to the whole world of coach, bus and public local transport in the Mediterranean area. The tradeshow takes place every two years
10	Ruotando	Cesena Fiera S.p.A.	Via Dismano, 3845, 47023 Pievesestina di Cesena (FC)	+39 0547 317435	http://www.ruotando.com/	info@cesenafiera.com; segreteria.espositori@cesenafiera.com	24. - 25. 11. 2018	P	no data	no data	Car, cycle, motorcycle and accessories Expo
11	EICMA - ESPOSIZIONE INTERNAZIONALE DEL CICLO E MOTOCICLO 2018	Fiera Milano S.p.A.	Piazzale Giulio Cesare, 20145 Milano	+39 (02) 4997 1	https://www.eicma.it/	eicma@eicma.it	6. - 11. 11. 2018	P	no data	INT	International Bicycle & Motorcycle Exhibition
12	MOTOR GALLERY	Modena Esposizioni S.r.l.	Viale Virgilio, 58/B, 41100 Modena	+39 (0)059 848380	http://www.motorgallery.it/	segreteria@modenafiere.it	22. - 23. 9. 2018	P	no data	no data	Motor Gallery Italian Classic Cars and Motorcycles Exhibit/Exchange

13	AUTO E MOTO D'EPOCA	PadovaFiere Spa	Viale del Lavoro, 8, 37100 Verona	+39 045 8298111	<a href="https://autoemotodepoca.com/">https://autoemotodepoca.com/</a>	info@autoemotodepoca.com	25. - 28. 10. 2018	P	no data	INT	International Exhibition of Vintage Cars and Motorcycles
14	Bike Experience PADUA	PadovaFiere Spa	Viale del Lavoro, 8, 37100 Verona	+39 045 8298111	<a href="https://bikeexperience.com/">https://bikeexperience.com/</a>	info@padofiere.it	7. - 9. 9. 2018	P		N	Italian Cycling Exhibition
15	MOTOBIKEEXPO VERONA	Veronafiere	Viale del Lavoro, 8, 37100 Verona	+39 045 8298111	<a href="http://www.motorbikeexpo.it/">http://www.motorbikeexpo.it/</a>	info@motorbikeexpo.it	17. - 20. 1. 2019	p	167000	INT	Motor Bike Expo is an event recognized as the most important and prestigious in the world for customized motorcycles. It is a point of reference for the most important brands in the motorcycle industry spanning from Special to Sport, also including the worlds of Off-Road and Touring.
16	MONDO MOTORI SHOW	Fiera di Vicenza S.p.A.	Via dell'Oreficeria, 16, 36100 Vicenza	+39 04 44 969 111	<a href="http://www.mondomotorishow.it/">http://www.mondomotorishow.it/</a>	info@mondomotorishow.it	March 2019	P (twice a year)	20000	no data	Car and motorcycle Expo (+electric space)
17	IL SALONE DEL CAMPER	Fiere di Parma	Via Rizzi 67/a, 43031 Baganzola Parma	+39 0521 9961	<a href="http://www.salonedelcamper.it/">http://www.salonedelcamper.it/</a>	pws@fiereparma.it; salonedelcamper@fiereparma.it	8. - 16. 9. 2018	P	132000	INT	Camping Show
18	UIC GLOBAL RAIL FREIGHT CONFERENCE	UIC	Genova		<a href="http://www.grfc2018.com/">http://www.grfc2018.com/</a>	grfc@uic.org	27. - 29. 6. 2018	P (every 2 yrs)	1940	INT	Global Rail Freight Conference. GRFC conference emphasizes on strategic issues of rail freight development, focusing on the management & harmonisation framework, new products & multimodal partnerships, international corridors, new technological trends
19	Urban Transit and Sustainable Networks	IEREK Egypt	Palermo	+2 03 5763828	<a href="https://www.ierek.com/events/urban-transit-and-sustainable-networks#introduction">https://www.ierek.com/events/urban-transit-and-sustainable-networks#introduction</a>	utsn@ierek.com	5. - 7. 12. 2019	P	no data	INT	UTSN 2nd Edition is about the importance of urban transit and networking system and how can it affect the environment either positively or adversely. This conference will be aimed to solve and provide technical solutions that will help the non-Eco-friendly cities to change into eco-friendly ones. Transportation is defined as a vehicle which moves people or tools to another place. The issue is how to be environment-friendly while using them.

20	EXPO Ferroviaria Rho and Milano	Mack Brooks Exhibitions Ltd	Via Falcone, 7, 20123 Milano Italy	Tel: +39 02 8639 1459	<a href="http://www.expoferrroviaria.com/">http://www.expoferrroviaria.com/</a>	expoferroviaria@macbkrooks.com	1. - 3. 10. 2019	P	7900	INT	Expo Ferroviaria is a 3-day event being held from 1st October to 3rd October 2019 at the Fiera Milano in Rho, Italy. This event is a showcase of railway technology, products, and systems.
21	Logistics - Parma	Senaf Mestiere Fiere	Via Eritrea, 21/A, 20157 Milan, Italy		<a href="http://www.mecspe.com">www.mecspe.com</a>	mecspe@senaf.it	28. - 30. 3. 2019	P	53440	INT	Logistics systems, machines and equipment exhibition
22	Transpotec, Verona	TL.TI Expo Spa	Via Guizza, 53, 35125 Padova	+39 049 8792745	<a href="http://www.transpotec.com/">http://www.transpotec.com/</a>	info@transpotec.com	21. - 24. 2. 2019	P	84000	INT	International Road Transport, Intermodal Services and Logistics Trade Exhibition
23	Maritime Reconnaissance and Surveillance Technology Conference (Maritime Reconnaissance and Surveillance Technolog)		Rome				6. - 7. 2. 2019				The Maritime Reconnaissance and Surveillance Technology Conference will focus on outside of the Mediterranean where challenges are also persistent, features high ranking military officials involved with the enhancement of maritime surveillance platforms and systems
24	Safety & Electric Mobility Expo (SEM Expo)		La Massimina-Casal Lumbroso		<a href="http://www.semexpo.it/en/">http://www.semexpo.it/en/</a>		27. - 29. 9. 2018				The Safety & Electric Mobility Expo is the meeting point for the public, market players, media, institutions, associations with the world of electrical mobility, which is on its way to becoming the biggest industrial revolution of our time and, with the new Road Safety technologies, another fundamental challenge of today's mobility.
25	Bike Festival Parma	Fiere di Parma	Viale delle Esposizioni 393A, Parma	+39 0521 996 285	<a href="http://bikesummerfestival.com/">http://bikesummerfestival.com/</a>	s.garante@fiereparma.it	9. 9. 2018 and 15- 17. 2. 2019	P (every 2 yrs)	do data	N	Bike Festival display products like bikes, bicycles, latest bicycles accessories, headgears, gloves, overshoes, tools and much more etc. It is a unique event for all fans and sportsmen, in the splendid setting of Salsomaggiore Terme

26	Cosmobike Show Verona	Veronafiore S.p.A.	Viale del Lavoro 8, 37135 Verona	Tel. 045 8298111	<a href="http://cosmobikeshow.com/">http://cosmobikeshow.com/</a>	info@cosmobikeshow.it	8. - 10. 9. 2018	P	60.000	no data	This event showcases products like mountain bikes, cycles, racing bikes, to that of bicycles associated with this field etc. In the Bicycles, Rickshaw & Spares industry etc. in the Bicycles, Rickshaw industry.
27	Piacenza Auto & Moto		Piacenza Expo, Piacenza, Italy	tel. 848-888088	<a href="http://www.piacenza-autoemoto.com/">http://www.piacenza-autoemoto.com/</a>		15. - 16. 9. 2018	P	no data	no data	Cars & Motorcycles exhibition of vintage cars and vehicles with two and four wheels in Piacenza.
28	Mercanti Per un Giorno	Farmacia Torino Esposizioni S.n.c., Turin, Italy	S.C.E. S.r.l., Lungo Dora Colletta, 85/a, 10153 Torino	Tel. +39 011 8128830	<a href="http://www.mercantiperungiorno.it">www.mercantiperungiorno.it</a>	info@mercantiperungiorno.it	23.9.2018	2 per year	15.000	no data	Mercanti Per un Giorno will feature products like a wide range of products and services such as automobile collections, auto products and many more related products and services.
29	Exchange Exhibition Of Cars, Motorcycles And spare parts	Parco Esposizioni Novegro, Milan, Italy					9. - 11. 11. 2018	P	no data	no data	Exchange Exhibition Of Cars, Motorcycles And Spare Parts is one of the major Reviews which take place in the Exhibition Park Novegro and is firmly placed on the top position of events of this kind at the national level. It will display product from Bicycles, Rickshaw & Spares, and Industrial Products.
30	Motodays Roma	Fiera Roma Srl con Socio Unico	Via Portuense 1645-1647, 00148 Roma		<a href="http://www.motodays.it/">http://www.motodays.it/</a>	r.corradini@fieraroma.it	7. - 10. 3. 2019	P	20.000	INT	International trade exhibition for automotive industry. Motodays provides the opportunity to the motor companies, vehicles manufacturers and owners of cars and motorbikes to exchange their new ideas, thoughts, and views with each other.
31	Brianza Motorshow	LARIOFIERE	Viale Resegone, 22036 Erba	+39 347 149 59 71	<a href="http://www.bmotorshow.it/">http://www.bmotorshow.it/</a>	bms@dgtime.ch	16. - 17. 3. 2019	P	25.000	INT	The Brianza Motorshow is an international trade show which will illustrate the main news of the sector with the national previews of the biggest car and motorcycle brands. It will mainly focus on hybrid propulsion and technology that unites and simplifies the relationship between driver and vehicle.

32	Mondo Motori Show	ITALIAN EXHIBITION GROUP SpA	Viale della Oreficeria, 16, Vicenza	T. 333 6064312	<a href="http://www.mondomotorishow.it/">http://www.mondomotorishow.it/</a>	info@mondomotorishow.it	30. - 31. 3. 2019	P	20.000	no data	Moto and bike show. This event will be dedicated to the world of cars, motorcycles and bicycles. The conference will feature more than 200 exhibitors offer more than 1000 different brands, including a wide range of car accessories, but also clothing and technical accessories for the two wheels and finally stands for custom customizations, racing, tuning and car audio.
33	Automotive Dealer Day	Veronafiere	Viale del Lavoro 8, 37135 Verona	Tel: +39 (0)45 8298111	<a href="http://www.dealerday.it">www.dealerday.it</a>	info@quintegia.it	14. - 16. 5. 2019	P	no data	INT	Automotive Dealer Day event has a twofold objective, on one hand to provide practical contents and solutions that can be immediately spent in the company, on the other hand to present the evolution of the automotive ecosystem and to stimulate innovation, through the transition from an orientation to product to the service one, a focus on the customer experience and the relationship and integration between physical and digital dimensions.
34	SAVE	EIOM Ente Italiano Organizzazione Mostre	Centro Direzionale Milanofiori - Strada 1, Palazzo F1, 20090 Assago	Tel. +39 0255181842	<a href="http://www.exposave.com/">http://www.exposave.com/</a>		17. - 18. 10. 2018	P	no data	N	International Conference and Fair of Vertical Solutions and Applications of Automation, Instrumentation, Sensors
35	Smau Milano	Smau Servizi Srl	Via della Posta, 8, 20123 Milano	T: +39 02 283131	<a href="https://www.smau.it/">https://www.smau.it/</a>	info@smau.it	23. - 25. 10. 2018	P	no data	INT	International Exhibition of Information & Communications Technology
36	International Wheelset Congress				<a href="https://www.iwc2019.com/">https://www.iwc2019.com/</a>		16. - 20. 6. 2019	P (every 3 yrs)	100	INT	The International Wheelset Congress is among the most influential and attractive worldwide conferences in the railway sector. The Congress, which is held every three years in different Countries in the five Continents, is owned and managed by UNIFE (Union of European Railway Industries) on behalf of ERWA (European Railway Wheels Association).

All the above fairs are relevant to the project since they specify on the transport or on SME's innovation. In Italy there are 36 such fairs. The fairs colloured in yellow are the most relevant to the project.

The biggest fair in the category of fairs special to transport is according to the available data: international Motor Show Bologna since it has the most visitors (280.000) and it's recommended for the Green mind project to be present at the fair.

In the category of other fairs the biggest fair is international fair ECOMODNO in Rimini with 116.100 visitors and it's recommended for the Green mind project to be present at the fair.

## GREECE

### B2B Fairs

n°	FAIR	ORGANIZER	ADDRESS	TEL	WEBSITE	EMAIL	DATE	PERIODIC AL/NON- PERIODIC AL	NUMBER OF VISITORS	NATIONAL/ INTERNATI ONAL	DESCRIPTION	B2B MATCHIN G	RELEVAN CE
	SPECIAL TO TRANSPORT												
1	Supply Chain & Logistics Athens	o.mind creatives	187, Syngrou avenue, 171 21 Nea Smyrni, 11631 Athens, Greece	Tel: +30 (2)10 9010040	<a href="http://www.supplychainexpo.gr">http://www.supplychainexpo.gr</a>	<a href="mailto:info@omind.gr">info@omind.gr</a>	2. - 4. 11. 2018	P	no data	INT	It is a reference point for all the companies which do business in the broader sector of the Supply Chain services. The fair is trusted on a permanent basis by companies in the area of Logistics, Cargo & Freight Services, businesses involved in Material Handling, companies dealing with Professional Vehicles, Packaging, Transport and Handling		Good relevance
2	Transport Show	AGRIMANA KI PUBLICATIO NS SA	91 Ippokratoys st - 10680 - Athens - Greece	Tel.: +30 210 3602326	<a href="http://www.transportshow.gr">www.transports how.gr</a>	<a href="mailto:info@troxoikaitir.gr">info@troxoikai tir.gr</a>	18. -. 21. 10. 2018	P	21000	INT	International Exhibition of Commercial VehicleTransport Technology & Logistics -the biggest in Southeastern Europe- has rapidly become the benchmark of showcasing of the technological developments of the European Transport Industry in Greece and an efficient information platform for new vehicles of all categories, mobility and for any freight or passenger transport applications	Y (but not organized in advance)	Good relevance

3	Posidonia (shipping fair)	Posidonia Exhibitions SA	8537 Piraeus, Greece	Tel : +30 210 4283608	<a href="http://posidonia-events.com/">http://posidonia-events.com/</a>	posidonia@posidonia-events.com	4. - 8. 6. 2018 (taking place every 2 yrs)		23000	INT	Posidonia provides direct access to Greek shipping and the owners of the largest fleet under the control of any one national group, dominating the newbuilding orderbook and S&P market.	N	Good relevance
GENERAL													
4	Thessaloniki International Fair	TIF HELEXPO SA	154 Egnatias Street, 546 36 THESSALONIKI	Tel: 0030 2310 291 548	<a href="https://tif.helexpo.gr/en/">https://tif.helexpo.gr/en/</a>	tif@helexpo.gr	8. -. 16. 9. 2018	P	263000	INT	The most important exhibition event in Greece, and one of the most important events in Southeastern Europe, the TIF. The individual sections of the Fair covered a broad range of interests, from education, vehicles and energy to beauty, gastronomy and e-gaming, with numerous actions and events.	N	Good relevance
ONLINE B2B SERVICES													
5	Knowledge Bridges				<a href="https://www.knowledgebridges.gr/el">https://www.knowledgebridges.gr/el</a>						Gives the opportunity to contact partners and develop collaborations		
SPECIAL TO TRANSPORT													
6	Auto Festival Thessaloniki		Avgis 81, N. Heraklion, Athens	+30) 210-6533880	<a href="http://www.autofestival.gr/">http://www.autofestival.gr/</a>	<a href="mailto:info@autofestival.gr">info@autofestival.gr</a>	16. - 18. 3. 2018 in 23. - 25. 3. 2018	P	no data	INT	Car festival and exhibition	N	Low relevance
7	Athens International Motor Show		Athens, Greece		<a href="http://www.sea.gr/en/content/9463">http://www.sea.gr/en/content/9463</a>			P (every 2 yrs)	200000	INT	Is the largest and most significant trade event in Greece in terms of consumers participation, quality of exhibits and booths and facilities size. The basic categories of products and services exhibited at the show are the following: passenger cars, electric and hybrid cars, parts, accessories, maintenance equipment and products, tires, fuel and lubricants, car audio and hi-fi, specialized computer systems, professional associations, companies related to after sales car service, banks, finance companies, insurance companies etc.	N	Low relevance

8	Cargo Truck & Van Expo	o.mind creatives	187, Syngrou avenue, 171 21 Nea Smyrni, 11631 Athens, Greece	Tel: +30 (2)10 9010040	<a href="http://www.supplychainexpo.gr">http://www.supplychainexpo.gr</a>	<a href="mailto:info@omind.gr">info@omind.gr</a>	2019 (no precise date yet)	P		INT	International transportation haulers, distribution trucks, public transportation vans and pickups will impress visitors to the Metropolitan expo and Hall 4. Also, bodywork, superstructure, refrigerated storage rooms, tachographs, telematics and truck parts and supplies will be included in CARGO Truck & Van	N	Low relevance
9	Digital Ship Athens			Tel: +44 20 7017 3409	<a href="http://www.events.thedigitalship.com/">http://www.events.thedigitalship.com/</a>	<a href="mailto:young@thedigitalship.com">young@thedigitalship.com</a>	7. - 8. 11. 2018	P	5000	INT	This event showcases products like airbus based products, world link communication services, maritime connection services, to that of aviation based products and services associated with this field etc. in the Railway, Shipping & Aviation Products industry.	N	Low relevance
	GENERAL												
10	Hellenic Forum for Science, Technology & Innovation	National Centre of Scientific Research "Democritus"	Patriarchou Gregoriou E and Neapoleos str 27, 15341	Tel: 30 210 650 3000	<a href="http://www.demokritos.gr">http://www.demokritos.gr</a>		10.-13.6.2018	P(every year)	no data	N	The Forum covers a broad range of topics including Nanotechnology, Energy & Environment, Life Sciences, ICT, Particle Physics, Green Mobility - Alternative Fuels, Cultural Heritage with emphasis to converging technologies.		

All the above fairs are relevant to the project since they specify on the transport or on SME's innovation. In Greece there are 10 such fairs and/or on-line B2B services. The most important fairs to the project are colloured in yellow.

The biggest fair is according to the available data: Athens International motor Show in the category of fairs special to transport. It has the most visitors (200.000) and it's recommended for the Green mind project to be present at the fair. In the category of general fairs the biggest is Thessaloniki International Fair since it has 263.000 visitors and is classified as good relevance to the project and is also recommended for the Green mind project to be present at the fair. Other very relevant fairs are: Supply Chain & Logistics Athens, Transport Show in Athens and Posidonia (shipping fair in Piraeus where is also recommended that Green mind project is present).



## SPAIN

### B2B Fairs

n°	FAIR	ORGANIZER	ADDRESS	TEL	WEBSITE	EMAIL	DATE	PERIODIC AL/NON- PERIODIC AL	NUMBER OF VISITORS	NATIO NAL/IN TERNA TIONA L	DESCRIPTION
	SPECIAL TO TRANSPORT										
1	Barcelona Motor Show	Fira de Barcelona	08004 Barcelona, Spain	+34 93 233 20 00	<a href="http://www.automobilebarcelona.com/en/">http://www.automobilebarcelona.com/en/</a>	info@firabarcelona.com; connectedhub.info@firabarcelona.com	11. - 19. 5. 2019	P (every second year)	1.100.000	INT	A major motor showcase coinciding with the Spanish Formula 1 Grand Prix also held near Barcelona on the same dates, putting Barcelona at the centre of the motorised world. A unique experience, both for car lovers and new types of customers looking for innovation, technology and connectivity.
	OTHER										
2	Smart City Expo World Congress	Fira de Barcelona	Av. Reina M. Cristina, s/n 08004 Barcelona	+34 93 233 20 00	smartcityexpo.com	info@firabcn.es	13. -15. 11. 2018	P	50.000	INT	A unique congress at a global level which is spearheading the movement to develop smart communities that will drive forward innovative, sustainable cities
3	Smart Mobility Congress	Fira de Barcelona	Av. Reina Mª Cristina s/n, 08004 Barcelona, Spain	+34 93 233 20 00	www.industrie- expo.com	info@firabarcelona.com	13. -. 15. 11. 2018	NP (this year first time)	no data	INT	is a premiere event that gathers multi-sectorial experts and industry practitioners to develop connections and business, discuss case studies and promote network among peers. Its ultimate goal is to help accelerate development of mobility products, services and projects and shorten their go-to-market time; and help tackle the urban mobility challenges faced by modern cities and economies.
4	Greencities	FYCMA	Avda. Ortega y Gasset 201, 29006 Malaga	34 952 045 500	<a href="http://greencities.malaga.eu/en/">http://greencities.malaga.eu/en/</a>	bgomez@fycma.com	27-28.03.2019	P		INT	International Forum of urban Intelligence and sustainability
	SPECIAL TO TRANSPORT										
5	SALÓN NÁUTICO INTERNACIONAL	Fira de Barcelona	08004 Barcelona, Spain	+34 93 233 20 00	www.salonnautico.com	nautic.ventas@firabarcelona.com	10. - 14. 10. 2018	P	55.000	INT	It brings together the widest offer and the latest nautical and leisure products
6	Ocasión	Fira de Barcelona	08004 Barcelona, Spain	+34 93 233 20 00	www.salonocasion.com	info@firabarcelona.com	30. 11. -9. 12. 2018	P	no data	N/regional	Ocasión is an annual national sales fair for used cars. On it are all great used car dealer from the region present. On the Ocasión cars of all makes and models are for sale. Also show of new cars. The largest display of yachts, boats and accessories for sailing, fishing, surfing and scuba diving

7	Motoh Barcelona (Motoh BCN)	Fira De Barcelona	Av. Reina M. Cristina, s/n 08004 Barcelona	+34 93 233 20 00	www.motohbarcelona.com	info@firabcn.es	4. - 7. 4. 2019	P (every second year)	5.000	INT	Motoh BCN will be a forum where global auto brands compete with each other to offer the latest and best in every category, from an entire new generation of vehicles to state-of-the-art components. Besides personal cars, the outdoor exhibit area will also display commercial, heavy utilities, construction and earthmoving vehicles.
8	Feria Del Automovil	Feria Valencia	Avenida de las Ferias s/n 46035 Valencia	Tel: +(34)-(963)-861100	http://www.feriaautomovil.es/	apita@feriavalencia.com; tperis@feriavalencia.com; automovil@feriavalencia.com	5. - 9. 12. 2018	p	12.600	no data	The Valencia Motor Show has been consolidated in its 20 editions of history as the most profitable and most effective commercial platform for brands and their dealerships, above, even, the great specialized salons of the automobile of our country
9	Retro Auto Moto Valencia	Feria Valencia	Avenida de las Ferias s/n 46035 Valencia	902747330	http://www.feriavalencia.com	feriavalencia@feriavalencia.com	30.11. - 2. 12. 2018	p		N/regional	Retro Valencia is one of the most important classic car and motorcycle fairs in Spain. This event comprises hundred exhibitors on 11,000 m2 of exhibition surface and a wide program of activities. It emphasizes the homage that is realized in each edition to a pilot of reputation, the participation of clubs of the Valencian region in stands, or the concentrations of classics. Free and guarded parking for cars and vintage motorcycles, free sale area for private owners, and shopping area for vehicle parts, gifts, documentation and souvenirs from the world of classic motor.
10	Moto & Bike Andalucia (Salon Moto Bike Málaga)	Eventos del Motor SL	Malaga, Spain	+34 902151225	www.salonmotoandbike.com	info@eventosmotor.com	18. - 20. 5. 2018	p		N/regional	Automobile and bike fair.
11	Retro Moto Barcelona	Eventos del Motor SL	Barcelona, Spain	+34 902151225	www.eventosmotor.com	info@eventosmotor.com	9. - 11. 2. 2018	p	no data	N/regional	RetroMoto Barcelona, the Vintage and Accessories Motorcycle Show, is an unmissable event because it is the only one in the national territory dedicated in a monographic way to classic, neoclassical and collectible motorbikes.
12	Retro Auto Moto Malaga	Eventos del Motor SL	Malaga, SPAIN	+34 902151225	www.salonmotoandbike.com	info@eventosmotor.com	26. - 28. 1. 2018	p	20.000	N/regional	V Classical Vehicle Show, Vintage and Collection.
13	AUTO RETRO Barcelona	ERMEEvents	c/ Aribau, 197 - 199 1ª Planta, 08021 Barcelona	+34 935 159 833	https://autoretro.es/	info@ermevents.es	18. - 21. 10. 2018	p	no data	no data	Antique Cars & Motorcycles Exhibition
14	BCNRAIL INTERNACIONAL RAIL FORUM	Fira de Barcelona	Av. Reina M. Cristina, s/n 08004 Barcelona	+34 93 233 20 00	www.firabcn.es	info@firabcn.es	nov.19	P (every 2 yrs)	no data	no data	International Railway Industry Show
15	CARAVANING SALON INTERNATIONAL	Fira de Barcelona	Barcelona, Spain	+34 93 233 20 00	www.saloncaravanning.com/home	caravanning@firabarcelona.com	12. - 21. 10. 2018	P (every 2yrs)	55.000	INT	International Caravaning Show

16	SALÓN INTERNACIONAL DEL AUTOMÓVIL Y VEHÍCULO COMERCIAL	Fira de Barcelona	08004 Barcelona, Spain	+34 93 233 20 00		info@firabcn.es	11. - 19. 5. 2019	P (every 2yrs)	no data	INT	Barcelona International Motor Show
17	Used and Pre Owned Vehicle Show	IFEJA Ferias Jaen SASpain					19. - 22. 4. 2018	no data	5.000	N	Used and Pre Owned Vehicle Show is a 4 day event being held from 19th April to 22nd April 2018 at the iFEJA, Fairs Jaen in Jaen, Spain. This event will feature new, second-hand, pre-owned or second-hand vehicle have the opportunity to choose one of the more than 300 models offered for sale at the exhibitors of the event.
18	Palma International Boat Show	IDI Institut d Innovacio Empresarial de les Illes Balears	Palma de Mallorca	34 971 17 95 73	www.boatshowpalma.com	boatshowpalma@idi.es	27. 4. - 1. 5. 2018	P	35.000	INT	Boat Show Palma is a 5 day event being held from 27th April to 1st May 2018 at the Marina Moll Vell in Palma, Spain. This event showcases products like innovative products and services that are associated with boating industry and thus will be quite helpful for the visitors etc. in the Marine & Boat industry
19	Antic Auto Alicante	Institucion Ferial Alicantina	N-340, Alicante-Elche Km, 731 Apdo., Alicante, Spain	34 966 65 76 00	https://www.feria-alicante.com/	ifa@ifavirtual.com	19. - 20. 5. 2018	P	1.000	INT	This event showcases products like classic and antique cars; purchases of antique and classic motorcycles and parts; clubs and associations; journals and organizations and institutions; Toys Antique and collectors' items; Custom clothing and accessories etc. in the Auto industry.
20	Stock-Car	Feria de Zaragoza	Autovia A - 2, km 311, 50012 Zaragoza, Spain	+34 976 76 47 00	https://www.feriazaragoza.es/	atencionalcliente@feriazaragoza.es	maj.19	P	1.000	INT	Stock-Car will represent a great space of union between the offer and the sectoral demand, with numerous international fairs of recognized prestige. A place for exchange, where stands out the commitment to technology and knowledge and where professionals have an unbeatable opportunity to discuss and exchange ideas, contacts and experiences.
21	Sea Otter Europe Bike Show	Sea Otter Europe	Avinguda del President Josep Tarradellas i Joan, 22, 17007 Girona, Spain	+34 938 08 80 91	http://www.seaottereurope.com/		june 2019	P	5.000		Sea Otter Europe Bike Show is a 3 day event being held from 8th June to 10th June 2018 at Girona, Spain. This event showcases products like BMX modality, competitive modality, modality requires etc. in the Auto industry.
22	Lleida Ocasio	Fira de Lleida	Avenida de Victoriano Muñoz, 25001 Lleida	+34 973 70 50 00	http://firadelleida.com/fira/ca/	oro@firadelleida.com ; rdomingo@firadelleida.com	1. - 3. 2. 2019	P	1.000	N	Lleida Ocasio will display products like cars, auto, trucks, new cars models and much more.
23	Expo Tren	Fira del Lleida	Avenida de Victoriano Muñoz, 25001 Lleida	34 973 70 50 00	http://expotren.com		10. -. 11. 3. 2018	P	no data	N/regional	It is a fair dedicated to everything we can call railway leisure or set of activities that make reference to the world of railways in its more playful and cultural aspects, such as modeling and model making, and also to that type of leisure in which the train is the key element.

24	Fira Aeronautica "Lleida Air Challenging"	Aeroport Lleida Alguaire	25125 Alguaire	34 973 03 27 003	<a href="http://lleidaairchallenge.cat/">http://lleidaairchallenge.cat/</a>		jun.19	P	10.000	INT	Aeronautical Fair.
25	Sobre ruedas		Teruel, Aragon		<a href="https://www.facebook.com/SobreRuedasTeruel/">https://www.facebook.com/SobreRuedasTeruel/</a>		9. - 11. 11. 2018				New vehicle lounge and opportunities
26	EUPVSEC	Feria Valencia	Valencia, Spain	(+34) 96 386 12 00	<a href="https://www.feriavalencia.com/en/casosdeexito/eupvsec/">https://www.feriavalencia.com/en/casosdeexito/eupvsec/</a>	info@feriavalencia.com	june 2015	no data	no data	no data	International travelling Fair related to renewable energies and focused, especially on solar energy
27	VLC Bikes	Feria Valencia	Avda. De las ferias s/n 46035-Valencia -España	96 386 11 20	<a href="http://vlcbike.feriavalencia.com/">http://vlcbike.feriavalencia.com/</a>	iblat@feriavalencia.com	16. - 18. 11. 2018	P	no data	no data	Salon of Valencia Bicycles
28	Fira Auto	IFA, Instituto Ferial Alicantino	N-340, km 731, 03320 Elche (Alicante)	34 96 665 76 00	<a href="https://www.feria-alicante.com/ferias/firauto-s2r-abril-2018/">https://www.feria-alicante.com/ferias/firauto-s2r-abril-2018/</a>	ifa@ifavirtual.com	apr.19	P	no data	N/regional	Auto, Motorbike and related industries Exhibition
29	CLASSICAUTO MADRID	ERMEEvents	C/ Aribau, 197 - 199 1ª Planta, 08021 Barcelona	34 910 015 401	<a href="https://classicautomadrid.com">https://classicautomadrid.com</a>	info@classicautomadrid.com	feb.19	P	40.000+	INT	An expositive proposal that offers an effective response to all the concerns that move within the framework of this segment of the engine. The International Classical Vehicle Show in Madrid is a dynamic stage for the commercial activity of companies and professionals in the sector, while promoting the social projection of groups, associations and clubs.
OTHER											
30	Global power and energy exhibition GPEX	Fira de Barcelona	Barcelona, Spain	+44 (0) 203 615 5960	<a href="https://gpexevent.com/">https://gpexevent.com/</a>	info@gpexevent.com	17. - 20. 9. 2018	no data	30.000+	INT	It will showcase the strategies and technologies needed to adapt to the global energy transition. It will bring together the global power and energy community, including government, commercial and industrial power users, gas operators, power producers and distributors.
31	SIL - Leading Exhibition for Logistics, Transport, Intralogistics and Supply Chain in Southern Europe	Consorci ZF Internacional, S.A.U	Barcelona, Spain	+34 93 263 81 50	<a href="http://www.silbcn.com">http://www.silbcn.com</a>	sil@elconsorci.es	june 2019	P	600 exhibitors	INT	International Logistics and Material Handling Exhibition

32	Congreso de Movilidad y Turismo Sostenible Ciudad de Málaga	Ayto. Málaga, FAMP, Pascual, ENDESA	Avenida Sor Teresa Prat, 15, 29003 Málaga		<a href="http://congresomovilidadyturismososteniblemalaga.com">http://congresomovilidadyturismososteniblemalaga.com</a>	<a href="mailto:info@gtc7.com">info@gtc7.com</a>	13.9.2018	P		N/regional	responding to the current issues in the field of sustainable, safe and intelligent mobility and the digitization of cities, trying to find solutions to the concerns of administrations, companies and society, with the new This is a scenario of sustainable urban mobility that occurs in the main Spanish cities, as well as publicizing the socio-economic and labor opportunities that a city would have as a sustainable tourist destination in the face of growing consumer demand
33	S-MOVING. Smart, Autonomous and Unmanned Vehicles Forum	FYCMA	Avda. Ortega y Gasset 201, 29006 Málaga	34 952 045 500	<a href="http://smoving.malaga.eu/en/">http://smoving.malaga.eu/en/</a>	<a href="mailto:info@fycma.eu">info@fycma.eu</a>	17-18-10.2018	P (this year first time)	1.000+	INT	A pioneering initiative in Europe focused on the challenges and opportunities of technological development and the auxiliary industries that are fostering the mobility of the future to share aspects such as application of these technologies in the terrestrial, maritime and aerospace environment, with special attention to collective transport, industry 4.0, big data, cybersecurity, and great prominence of hyperloop projects.

In Spain there are all together 33 relevant fairs and events. The biggest in the category of fairs special to transport is according to the available data: international Barcelona Motor Show with 1.100.000 visitors. In the category of other fairs the biggest is: Smart City Expo World Congress with 50.000 visitors and it's recommended that the project Green mind is present at those events. The most important to the project are colloured in yellow.

## FRANCE

### B2B Fairs

n°	FAIR	ORGANIZER	ADDRESS	TEL	WEBSITE	EMAIL	DATE	PERIODICAL/ NON - PERIODICAL	NUMBER OF VISITORS	NATIONAL/INTERNATIONAL	DESCRIPTION	IMPORTANCE
	<b>SPECIAL TO TRANSPORT</b>											
1	TRANSPORTS PUBLICS - European Mobility Exhibition	GIE Objectif transport public	Paris-Expo, Porte de Versailles - Hall 1 1 place de la Porte de Versailles 75015 Paris	+33 (0)1 48 74 04 82	<a href="http://www.transportpublics-expo.com/en">http://www.transportpublics-expo.com/en</a>	salon@gietransport.com	12. - 14.6.2018	P (every 2 yrs)	over 11,000	INT	Transports Publics, the European Mobility Exhibition, is the not-to-be-missed biennial exhibition for all the key players in public transport and sustainable mobility from across Europe. Latest innovations for urban, interurban and regional transport, as well as green mode transport.	Great importance
2	National days of mobility management	ADEME	Centre de congrès P. Baudis 11 esplanade Compans Caffarelli 31000 Toulouse	n/a	<a href="https://occitanie.ademe.fr/actualites/manifestations/6es-journees-nationales-du-management-de-la-mobilite">https://occitanie.ademe.fr/actualites/manifestations/6es-journees-nationales-du-management-de-la-mobilite</a>	jnmm2018@cerema.fr	4. - 5.07.2018	P	~300	National	Presentation of initiatives for green and smart mobility (very much focussed on passenger transport)	Great importance
3	ATEC ITS France - the meetings of Intelligent Mobility	ATEC ITS France	Le Beffroi de Montrouge Place Emile Cresp 92120 Montrouge	+33 (0)1 45 24 09 09	<a href="http://www.congres-atecitsfrance.fr/">http://www.congres-atecitsfrance.fr/</a>	n/a	January 2019	P	n/a	National	Congress and exhibition bringing together the actors of intelligent mobility. The ATEC ITS Intelligent Mobility Meeting showcases the recent evolutions of the related systems and services and assesses new challenges.	Great importance
	<b>OTHER</b>											
4	SIANE 2018		Salon SIANE 55 avenue Louis Bréguet Bât. 7 - Bureau 39 31400 Toulouse	+33 (0)5 61 24 93 37	<a href="http://www.salonsiane.com/">http://www.salonsiane.com/</a>	info@salonsiane.com	23. - 25.10.2018	P	10500	N/regional	Trade fair of the Grand-Sud Industry Partners in France. The SIANE makes businesses benefit of the economic boom of the Midi-Pyrénées region (part of the Occitanie region). In addition to the aeronautics sector, it concerns automotive, medical and electronics players.	Great importance

5	International meeting for the low-carbon and resource-efficient economy		Paris Expo Porte de Versailles  1, place de la Porte de Versailles  75015 Paris	+33 (0)1 47 56 51 92.	http://www.world-efficiency.com/	participant@world-efficiency.com	December 2019?	P (every 2 yrs)?		INT	It was during COP21 that Reed Expositions France decided to create WE Solutions, the first international event dedicated to resource efficiency and the low-carbon economy.  The goal? To help professionals from all sectors, whether private or public, local or international, to implement their ecological transition and thus support the commitments made through the Paris Agreement and the Sustainable Development Goals.	Great importance
6	The Hydrogen Days	L'Association Française pour l'Hydrogène et les Piles à Combustible (AFHYPC)	Centre de congrès Pierre Baudis  11 esplanade Compans Caffarelli – 31000 Toulouse	+33 (0)5 62 25 45 45	http://www.jh2occitanie.fr/	info@afhycpac.org	26. - 27.09.2018	P	350	N/regional	Energy transition, territorial infrastructures, economic development, the regional actors have become fully aware of the advantages of hydrogen and develop innovative projects. An essential annual meeting of industry and community stakeholders, the Hydrogen Days are an opportunity to take stock of the different projects and exchange best practices.  After Grenoble in 2016 and Nantes in 2017, it is now the turn of the Occitanie / Pyrénées - Méditerranée Region to host the 6th edition of this national event in Toulouse on September 26 and 27, 2018	Great importance
SPECIAL TO TRANSPORT												
7	Cannes Yachting Festival	Reed Expositions France	52-54 quai de Dion Bouton, CS 80001, 92806 Puteaux Cedex	Tél : +33 (0)1 47 56 64 79	www.cannesyachtingfestival.com	cannes@reedexpo.fr	11. - 16. 9. 2018	P	50000	INT	It brings together the actors of the yachting who expose for this opening of ball their world novelties in preview	
8	Salon Automobile de Lyon (Lyon Motor Show)	EUREXPO - Centre de conventions et d'expositions de Lyon	Av. Louis Blériot, 69680 Lyon, France	tel: +33 (0)4 26 20 42 42	http://www.gl-events-venues.com/lyon-motor-show-eurexpo	venues@gl-events.com	26. - 30. 9. 2019	P (every 2 yrs)	62500	N/regional	The key of success for the <b>Lyon Motor Show</b> : a tonic formula supported by new launchings and novelties, completed by an important program of sporting entertainments (45 car brands)	

9	Avignon Motor Festival	TRAJECTOIRES concept	28 rue Velouterie - BP 20171 - F - 84008 AVIGNON	Tel: +33 (0)4 90 83 27 29	<a href="http://www.avignon-motor-festival.com/">http://www.avignon-motor-festival.com/</a>	trajectoiresconcept84@orange.fr	15 - 16. 9. 2019	P	50000	no data	AVIGNON MOTOR FESTIVAL a showcase for all aspects of this passionate subject, while its meteoric development has turned it into a major European event of the highest quality. Automobility from past to present (cars, vans, motobikes, tractors, planes, boats)	
10	Autocar Expo	parc des expositions, Lyon	26, rue Savier - 92240 Malakoff	Tel: +33 (0)1 42 31 22 20	<a href="http://autocar-expo.com/en/">http://autocar-expo.com/en/</a>	info@autocar-expo.com	17. - 20. 10. 2018	P (every 2 yrs)	5000	INT	It's a major national event for the promotion of tourism and mobility in coach. AUTOCAR EXPO brings together in one place and for 4 days, coach manufacturers, carriage-builders, engine manufacturers, equipment manufacturers, service providers ... as well as many professional events.	
11	Bike Expo Lyon	SPORTAIR SAS	Parc des Glaisins, 13 rue du Pre Paillard, 74940 Annecy le Vieux	+33 (0)4 50 095 095	<a href="https://www.sportair.fr/mountain-bike-equipment-accessories-exhibition-214en.php">https://www.sportair.fr/mountain-bike-equipment-accessories-exhibition-214en.php</a>	info@sportair.fr	10. - 11. 9. 2018	P	5000	no data	This event showcases various products and services related to the bike world, spare parts, accessories and many more related products etc. in the Bicycles, Rickshaw, Sporting Goods, Toys & Games industries.	
12	Epoqu Auto	Club des Amateurs d'Automobiles Anciennes	9 Rue Vauban, 69006 Lyon, France		<a href="https://epoquauto.com/">https://epoquauto.com/</a>	epoquauto@les3a.com	9. - 11. 11. 2018	P	5000	INT	International trade fair for automotive industry.	
13	Avignon Motor Festival	TRAJECTOIRES concept	28 rue Velouterie, BP 20171, 84000 Avignon Cedex 01	+33 (0)4 90 83 27 29	<a href="http://www.avignon-motor-festival.com/">http://www.avignon-motor-festival.com/</a>	trajectoiresconcept84@orange.fr	22. - 24. 3. 2019	P	48000	no data	Avignon Motor Festival is a 3 day event being held from 22nd March to 24th March 2019 at the Avignon Sud Parc des expositions in Avignon, France. This event showcases products like Automobile, classic cars, military vehicles, auction, motor classic, used cars and motorcycles, stunt and much more etc. in the Auto, Automotive industries.	
14	Les Nauticales Boat Show, Marseille	Métropole Aix-Marseille Provence	Avenue du Lazaret. Port des Minimes, 17042 La Rochelle cedex 1	Tél. + 33 (0)5 46 44 46 39	<a href="http://www.salon-lesnauticales.com">www.salon-lesnauticales.com</a>	lesnauticales@grand-pavois.com	march 2019	P	200 exhibitors	no data	A leading exhibition for boating products.	
15	Chambery Auto Retro	Chambery Auto Retro	Parc des expositions de Chambéry, 1725 avenue du Grand Arietaz 73000 Chambéry, France	Téléphone: 06 80 04 82 62	<a href="http://www.chambery-autoretro.com/accueil.html">http://www.chambery-autoretro.com/accueil.html</a>	info"@chambery-autoretro.com	43435	P	no data	no data	Classic car show.	



16	Rencontres Nationales Du Transport Public	GIE Objectif transport public	Lyon & Marseille	Tél. : +33 (0)6 63 08 41 30	<a href="http://www.rencontres-transport-public.fr/">http://www.rencontres-transport-public.fr/</a>	n.cardeilhac@orange.fr	2019?	P (every 2 yrs)	no data	National	Public transport and mobility exhibition and congress.	
17	Salon de l'automobile de Roanne 2018	Le Scarabee	rue du Marclat, 42 153 Riorges-roanne	Tel: 04 77 69 3730	<a href="https://salonauto-roanne.fr/">https://salonauto-roanne.fr/</a>	accueil@acarabee.fr	43344	P	no data	no data	Car and motor bike exhibition	
18	Top Transport Europe		13007 Marseille (France)	+33 (0)1 41 86 41 41	<a href="http://www.top-transport.net/index.php/en">http://www.top-transport.net/index.php/en</a>	nicolas.cuissard@comexposium.com	17. - 18. 10. 2018	P	5000	INT	This event showcases products and services for carriers and logistics suppliers etc. in the Logistics & Transportation industry. It includes a B to B event where shippers / logisticians with specific needs are able to meet carriers and logistics companies in the form of pre-scheduled, targeted meetings.	
19	Salon Auto-Moto Classic Toulouse	TOULOUSE ÉVÉNEMENTS	Rond-point Michel Bénech, CS 44128, 31030 Zoulouse Cedex 4	Tél : +33 (0)5 62 25 45 73	<a href="https://www.automoto-classic.com/toulouse/">https://www.automoto-classic.com/toulouse/</a>	annabel.darris@gl-events.com	21. - 23. 9. 2018	newly listed	no data	no data	The Salon Auto-Moto Classic Toulouse is the classic motorcycle show which provides a meeting space for the market players of old cars and old motorcycles, companies, clubs, associations, enthusiasts, collectors and the general public.	
20	Aero Air Show Stars and Wings	Des Etoiles et des Ailes	Toulouse, France				22. - 23. 9. 2018	P	no data	no data	Aero Air Show Stars and Wings is a 2 day event being held from 22nd September to the 23rd September 2018 at the TOULOUSE FRANCAZAL AIRPORT in Toulouse, France. This event showcases product from Aerospace industry.	
21	Paris Motor Show	AMC PROMOTION	1 Place de la Porte de Versailles, 75015 Paris	Tel : + 33 1 56 88 22 40	<a href="https://www.mondial-paris.com/en">https://www.mondial-paris.com/en</a>	info@amcpromotion.com	4. - 14.10.2018	P	Over 1 mio.	INT	The first automobile show in the World in terms of attendance (1 072 697 visitors in 2016) and media coverage (10,000 journalists including 55% from 100 countries), the Paris Motor Show is also the oldest event dedicated to automobiles.	
22	ELECTRIC MOBILITY MONTPELLIER 2018	Rotary Club Montpellier Rabelais	PARVIS DE L'HÔTEL DE VILLE 1 PLACE GEORGES FRECHE 34000MONTPELLIER		<a href="http://www.salonelectricmobility.com">http://www.salonelectricmobility.com</a>	rotaryrabelais@gmail.com	14. - 15.04.2018	-	First edition this year	N/regional	The goal is to present to the public the possibilities of electric mobility to:  - To better understand the products available on the market  - Combat misconceptions about electric vehicles  - To encourage the development of clean energy for travel	

23	SOLUTRANS	French bodywork federation	Eurexpo Avenue Louis Blériot 69686 Chassieu Cedex	n/a	<a href="https://www.solutrans.eu/">https://www.solutrans.eu/</a>	n/a	19. - 23.11.2019	P (every 2 yrs)	48000		International show for road & urban transport solutions	Great importance
24	Parkopolis	FNMS	Paris Expo Porte de Versailles  1, place de la Porte de Versailles 75015 Paris	+33 (0)1 79 06 75 17	<a href="http://www.salonparkopolis.com">http://www.salonparkopolis.com</a>	aurelie.four@infopro-digital.com	19. - 20.06.2019	P (every 2 yrs)	2400	National	Trade fair on parking and mobility which brings together major players of the private market and policy makers in the context of growing urban areas with more constraints, new technologies and the need to find innovative solutions for mobility (such as delivery, commercial, stocking or consolidation areas).	
25	RIVERDATING 2018	VNF - Voies navigables de France	Parc des expositions du Wacken Boulevard de Dresde 67000 Strasbourg	+33 (0)1 46 90 19 01	<a href="http://www.riverdating.com/EN/index.php">http://www.riverdating.com/EN/index.php</a>	n/a	28. - 29.11.2018	P	700	INT	The business event dedicated to innovative inland waterway and multimodal transport solutions.	
26	Supply chain event	n/a	Paris - PORTE DE VERSAILLES PAV 5.1	n/a	<a href="https://www.supplychain-event.com/Accueil/">https://www.supplychain-event.com/Accueil/</a>	info@supplychain-event.com	11. - 12.12.2018	P	3300	INT	Trade fair on transport and logistics with the focus on digital solutions:  - RFID equipment - Internet of Things - Big data / artificial intelligence and experts systems - Automatisations solutions for the supply chain - Collaborative platforms - Mobile solutions on smartphone and tablet  - etc.	

27	SITL - Transport and Logistics International week	n/a	Paris porte de versailles - pavillon 1	n/a	<a href="https://www.sitl.eu/en">https://www.sitl.eu/en</a>	n/a	26. - 28.03.2019	P	37700	INT	SITL covers all products and services for the transport of goods and for the logistics chain. The various areas of freight expertise are represented at the event: modal transport (road, shipping, rail) and specialisms (temperature-controlled, dangerous goods, urban etc.), information systems/Rfid (TMS and WMS software), supply chain management, infrastructure, real estate, transport equipment (fuels, on-board systems, tyres), etc.	Great importance
28	SIFER	Mack Brooks Group	Lille Grand Palais 1, Boulevard des Cites-Unies 59777 Euealille	+44 (0) 1727 814 400	<a href="http://www.sifer2019.com/english/">http://www.sifer2019.com/english/</a>	sifer@mackbrooks.com	26. - 28.03.2019	P	4900	INT	Staged every two years since 1999, SIFER, France's only B2B international industry exhibition, brings together suppliers and manufacturers of the very latest in railway technology, products and services aimed at meeting the complex needs of main line and urban networks.	
29	SALON DE L'AUTO DE TOULOUSE 2019		PARC DES EXPOSITIONS TOULOUSE Rond point Michel Bénech 31100 Toulouse	+33 (0)5 62 25 45 45	<a href="https://www.salon-auto-toulouse.com/">https://www.salon-auto-toulouse.com/</a>		November 2019?	P (every 2 yrs)		National	Classic car show	
30	TRANSRAIL CONNECTION 2019	First connection	Les Docks - Cité de la Mode et du Design 34, quai d'Austerlitz 75013 Paris	+33 (0)1 49 12 44 79	<a href="http://www.transrail-connection.com/concept-en">http://www.transrail-connection.com/concept-en</a>	info@firstconnection.fr	November 2019?	P (every 2 yrs)	n/a	INT	European business meeting of the rail sector. TRANSRAIL CONNECTION is the first event of the railway industry which is organised as B2B meetings.	
31	Autonomy & the urban mobility summit	AUTONOMY	Grande halle de la Villette 211 Avenue Jean Jaures 75019 Paris	+33 (0)1 40 03 08 61	<a href="https://www.autonomy.paris/en">https://www.autonomy.paris/en</a>	hello@autonomy.paris	18. - 20.10.2018	P	10000	INT	Autonomy is an independent French, Paris-based, company focused on changing the way we move in cities and positioning Paris at the center of the urban mobility revolution. They focus on the five elements disrupting mobility: Active mobility, Digital & Data, Electric, Shared mobility and Autonomous vehicles. Event that aims to connect innovators and policy makers to influence the way we move around city.	Great importance
32	Smart City + Smart Grid	n/a	Paris Porte de Versailles - Pavillon 2.1	+33(0)1 44 39 85 00	<a href="http://www.smartgrid-smartcity.com/">http://www.smartgrid-smartcity.com/</a>	n/a	6. - 7.11.2018	P	7000	National	5th edition of the Smart City + Smart Grid conference focussing on:	Great importance

			1 Place de la Porte de Versailles, Paris								<ul style="list-style-type: none"> <li>- Multimodality and smart transport solutions for cities</li> <li>- Urban equipments (public lights, smart parking, management of traffic flows...)</li> <li>- The safe city (security and urban safety)</li> <li>- Deployment of urban 'smart grids' demonstrators</li> <li>- Tools for the dialogue between the city and its inhabitants (connected apps, social media, mobility account...)</li> <li>- Urban mobility or how to organise the complementarity between public/private transport in the city etc.</li> </ul>	
33	Avenir Logistique	n/a	Parc des Expositions de Toulouse Rond-Point Michel Bénéch - CS 44128 31030 Toulouse cedex 4	+33 (0)5 62 25 45 45	<a href="http://www.salon-avenir-logistique.com">http://www.salon-avenir-logistique.com</a>	<a href="mailto:contact@avenir-logistique.com">contact@avenir-logistique.com</a>	2019	P (every 2 yrs)	2500	N/regional	Transport and Logistics professionals trade fair	
OTHER												
34	EXPO LYON - Industry Lyon		Eurexpo Exposants, Lyon, France				5. - 8. 3. 2018				Industrie Lyon (The meeting point for industrial equipment & manufacturing professionals )	
35	Servers and applications solutions 2018	Infopromotions	Paris Porte de Versailles - Pavillon 2.2	+33 (0)1 44 39 85 00	<a href="http://www.salons-solutions.com/infos_pratiques.php">http://www.salons-solutions.com/infos_pratiques.php</a>	n/a	24. - 26.09.2018	P	n/a	National	ICT solutions and applications	
36	La Mêlée Numérique	Association La Mêlée	Toulouse	+33 (0)5 32 10 81 20	<a href="https://www.meleenumerique.com/">https://www.meleenumerique.com/</a>	<a href="mailto:mn2018@lamelee.com">mn2018@lamelee.com</a>	22. - 28.09.2018	P	n/a	N/regional	Flagship event in Toulouse (Occitanie) on digital economy and innovation	
37	RTS EMBEDDED SYSTEMS 2019	Infopromotions	Paris Expo Porte de Versailles 1, place de la Porte de Versailles 75015 Paris	+33 (0)1 44 39 85 00	<a href="http://www.embedded-mtom.com">http://www.embedded-mtom.com</a>	n/a	20. - 21.03.2019	P	over 7000	National	In-vehicle systems and real-time software	
38	enerGaia - the renewable energy forum	Montpellier Events with the support of the Occitanie / Pyrénées-	Montpellier - Parc des Expositions	+33(0)4 67 17 68 20	<a href="http://energaia.fr/about-the-forum/?lang=en">http://energaia.fr/about-the-forum/?lang=en</a>	n/a	11. - 12.12.2018	P	4800	National	Major meeting place for renewable energy professionals with a Forum featuring a series of seminars and round tables dealing with new market challenges and a trade convention incorporating the organisation of more than 150 targeted business	

		Méditerranée regional council	Route de La Foire 34470 Perols								meetings.	
39	Pollutec	Reed Expositions France with the support of an organising committee of 40 institutions and professional organisations in the environmental and industrial fields	Eurexpo Avenue Louis Blériot 69686 Chassieu Cedex	+33 (0)1 47 56 51 92	<a href="http://www.pollutec.com/en/">http://www.pollutec.com/en/</a>	service-visiteur@pollutec.com	27. - 30.11.2018	P	70000	INT	Trade show for all the equipment, technologies and services for the environment and energy. It is a springboard for market innovations and a crossroads for international development opportunities to connect all those with a stake in the industry.	Great importance

In France there are all together 39 relevant fairs and events. The biggest in the category of fairs special to transport is according to the available data: international Paris Motor Show with over 1.000.000 visitors. The biggest in this category also identified as of great importance for the project Green mind is: SOLUTRANS in Chassieu Cedex with 48.000 visitors. In the category of other fairs the biggest is: Pollutec in Chassieu Cedex with 70.000 visitors and it's recommended that the project Green mind is present at those events. And if possible also at others identified as fairs and events of great importance to the project: TRANSPORTS PUBLICS - European Mobility Exhibition, Paris; National days of mobility management in Toulouse, SITL - Transport and Logistics International week, Paris; ATEC ITS France - the meetings of Intelligent Mobility in Montrouge; Autonomy & the urban mobility summit in Paris;SIANE 2018 in Toulouse; International meeting for the low-carbon and resource-efficient economy in Paris. The most important fairs to the projects are coloured yellow.

## CROATIA

### B2B Fairs

	FAIR	ORGANIZER	ADDRESS	TEL	WWW	Email	DATE	PERIODICAL /NON- PERIODICAL	NUMBER OF VISITORS	NATIONAL/IN TERNATIONAL	DESCRIPTION
	<b>SPECIAL TO TRANSPORT</b>										
1	Zagreb Auto Show Zagreb	Zagreb Fair	Avenija Dubrovnik 15, 10020 Zagreb, CRO	Tel: +385 (0)1 6503111	www.zv.hr	autoshow@zv.hr	31. 3. - 5. 4. 2018	P	463 exhibitors from 34 countries	INT	International salon of cars, commercial vehicles
2	Croatia Boat Show Split	Profectus Sajmovo D.O.O	Vukovarska 148/III, 21000 Split, CRO	Tel: +385 (0)21 560000	croatiaboatshow .com	profectus@profe ctus.hr	11. - 15. .4. 2018	P	no data	no data	Traditionally, companies from all sectors of the nautical industry will be represented at the fair: renowned domestic and foreign builders of all kinds of pleasure craft, from large motor yachts, sailboats and catamarans to inflatable boats and auxiliary ships, then nautical equipment manufacturers, marine and outboard engines, electronics fishing gear and charter companie
3	Biograd Boat Show Biograd na Moru	Ilirija d.d.	Tina Ujevića 7, 23210 Biograd na Moru, Croatia	Tel: +385 (2)3 386147	www.bbs.com.hr	info@bbs.com.hr	18. - 21. 10. 2018		over 320 exhibitors	INT	Nautical fair. The largest Croatian and Central European fair on the sea.
4	SASO FAIR	SAJAM d.o.o.	Zoranićeva 61 HR – 21210 Solin	Tel: +385 (0)21 43 55 37 +385 (0)21 43 55 38	https://www.sas ofair.com/	info@sajamsplit. hr	24. - 27.10.2018	p	no data	iNT	SASO is the most significant fair for construction, wood and metal industry, tools and equipment, electrical engineering, energy and telecommunications, craft and small economy
	<b>OTHER</b>										
5	Pametni gradovi 2018	Poslovni dnevnik i Večernji list	Zračna luka Franjo Tuđman, Ulica Rudolfa Fizira 21, 10150 Zagreb				30.nov.18		no data		Conference: Smart Cities – Cities of the Future
	<b>SPECIAL TO TRANSPORT</b>										
6	Car Show	AD NOVOSADSKI SAJAM	Hajduk Veljkova 11	Tel: 381(0)21/483- 00-00	https://www.saj am.net/en/	info@sajam.net	24. - 28. 10. 2018	P	no data	no data	The Cars Fair is an ideal place for the presentation of new models, products and services to wider audience, potential buyers and expert public, while simultaneously contributing to the sales increase after this glamorous event. Novi Sad Cars Fair will be the place of the promotion of the latest achievements in automobile industry.
7	NAUTICA	Zagreb Fair	Avenija Dubrovnik 15, 10020 Zagreb, CRO	Tel: +385 (0)1 6503111	www.zv.hr	zagvel@zv.hr	20. - 24. 2. 2019	P	22.232	INT	International nautic fair
8	Days of Croatian Small	ASSOCIATION OF CROATIAN DAYS	Ul. uz Vrtle 68, 21216, Kaštel Novi		http://dhmb.org /	info@dmh.hr	19.- 22.4.2018	p	no data	no data	Days of Croatian Small Shipbuilding - a national nautical event, with which we have the honor

	Shipbuilding	SMALL SHIPMENT									to re-introduce and offer the wider market the best of domestic production of vessels, nautical and floating equipment.
9	INOVA	ZAGREB FAIR, Ltd.   Avenija Dubrovnik 15, 10020 Zagreb, Croatia	Avenija Dubrovnik 15, 10020 Zagreb, CRO	Tel: +385 (0)1 6503111	<a href="https://www.zv.hr/sajmovi-7/inova-budi-uzor/2516">https://www.zv.hr/sajmovi-7/inova-budi-uzor/2516</a>	zagvel@zv.hr	14. -17-11.2018	P	no data	INT	<p>INOVA is a traditional national exhibition of innovations regularly bearing witness to the largest successes of the Croatian inventive work since 1971.</p> <p>INOVA is the driver and symbol of innovativeness in the Republic of Croatia that has so far gathered, encouraged and presented to the public thousands of Croatian and hundreds of foreign innovations.</p> <p>INOVA 2018 is a large international exhibition of innovations with expected participation of numerous national delegations from all parts of the globe.</p> <p>INOVA 2018 is an exhibition of innovations, new products and young people's innovations accompanied by a range of events and an especially attractive programme of awards.</p> <p>The organizers prepare numerous awards to be presented based on the decision of an international jury. We wish to announce the awards from foreign exhibitors, medals, special recognitions and the already traditional "Nikola Tesla Award" for the best Croatian innovator.</p>
	OTHER										
10	Emat (Environmental protection) - EKOTECHNO 2019	ZAGREB FAIR, Ltd.   Avenija Dubrovnik 15, 10020 Zagreb, Croatia	Avenija Dubrovnik 15, 10020 Zagreb, CRO	Tel: +385 1 6503 111	<a href="http://www.zv.hr/fairs-2863/emat-3002/visitors-3003/about-fair-3004/3004">http://www.zv.hr/fairs-2863/emat-3002/visitors-3003/about-fair-3004/3004</a>	zagvel@zv.hr	10. 4. - 13. 4. 2018	P	no data	INT	International Fair of Environment, Municipality and Technologies

In Croatia there are all together 10 relevant fairs and events. The biggest in the category of fairs special to transport is according to the available data: Zagreb Auto Show Zagreb with 463 exhibitors from 34 countries. In the category of other fairs and events the relevant event to the project is: Emat (Environmental protection) - EKOTECHNO 2019. It is recommended that the project Green mind is present at those events. The most relevant fairs to the project are marked in yellow.

## BOSNIA AND HERZEGOVINA

### B2B Fairs

	FAIR	ORGANIZER	ADDRESS	TEL	WEBSITE	EMAIL	DATE	PERIODICAL /NON-PERIODICAL	NUMBER OF VISITORS	NATIONAL/INTERNATIONAL	DESCRIPTION
	SPECIAL TO TRANSPORT										
1	AUTO SHOW WEEK	RADIO-KAMELEON d.o.o.	Dr. Milana Jovanovića 6, 75 000 Tuzla	Tel: +387 35 302 500	<a href="http://www.automobilshow.ba">http://www.automobilshow.ba</a>	marketing@kameleon.ba	10. -. 13. 05. 2018	P	20 exhibitors	INT	Automobile industry, inovations, recreation, cycling, adventure, motorcycles
	OTHER										
2	ENERGA	TUZLANSKI SAJAM d.o.o.	Titova 36, 75 000 Tuzla	Tel: +387 35 360 999; Mob: +387 61 135 838;	<a href="http://www.tuzlanskisajam.ba">http://www.tuzlanskisajam.ba</a>	Info@tuzlanskisajam.ba	19. -. 21. 06. 2018	P	120 exhibitors	INT	Energy, maining, enviroment protection and following industries
3	B2B ENERGA	SERDA / Sarajevska regionalna agencija/ and Enterprise Europe network in Bosnia and Hrzegovina	Kolodvorska 6	Tel. +387 33 652 936	<a href="http://www.serda.ba">www.serda.ba</a>	serda@serda.ba	19.06.2018.	P	200 firms	INT	Business Matching event / additional support to the companies in finding international partners at the fair. The participants are offered to choose their potential partners according to their own needs and interests and to discuss possible cooperation.
4	RENEXPO BIH	REECO SRB d.o.o.		+381 (0) 21 2101 897	<a href="http://www.renexpo-bih.com/index.php?id=7&amp;L=1">http://www.renexpo-bih.com/index.php?id=7&amp;L=1</a>	Info@reeco.rs; aleksic@reeco.rs ; ostojic@reeco.rs	24. -. 25. 10. 2018	P	80 exhibitors	INT	Agriculture, energy, construction, water and gas supply, withing that the themes will also be: electric mobility, biofuels, mobility



5	General B&H Fair ZEPS		Bulevar kralja Tvrtka I br. 17 / 72000 Zenica / Bosna i Hercegovina	Tel: +387 32 247 771	<a href="http://www.zeps.com/site/en/about-the-fair">http://www.zeps.com/site/en/about-the-fair</a>	intermetal@zeps.com	2. - 6. 10. 2018	P	60.600	INT	General fair is the place to promote companies from various different branches, collective exhibitions of countries, regions, municipalities and associations. Industries: energy industry & environmental technology, agriculture, construction, consumer goods, tourism, transport, IT, safety, banking, wood industry.
6	GRAMES & DEMI 2018 BANJA LUKA  Banjalučki Velesajam	Sajam d.o.o.	Pilanska bb, / 78000 Banja Luka /	Tel/fax: +387 51 333 200 ; 333 223	<a href="http://www.sajam.co">www.sajam.co</a>	info@sajam.co	14-17.03.2018.	P	No data	INT	International construction fair -GRAMES International fair of electro-mechanical engineering and innovation -DEMI
7	International general fair MOSTAR 2018	Mostarski sajam d.o.o.	Hale SOKO - Rodoč bb / 88000 Mostar /	Tel/fax: +387 36 350 194; 350 080	<a href="http://www.mostarski-sajam.com">www.mostarski-sajam.com</a>	info@mostarski-sajam.com biro@mostarski-sajam.com	10.-14.04.2018.	P	400 exhibitors	INT	General fair is the place to promote companies from various different branches, collective exhibitions of countries, regions, municipalities and associations. Industries: automobile industry, banking and insurance, electro and chemistry industry, construction, communal equipment, medical equipment, agricultural production, metal industry and technology and telecommunication industry.
8	General fair TEŠANJ	Business association-Business Center Jelah / Tešanj	Carinski terminal Nesuha Mešića bb, / 74260 Tešanj /	Tel/fax: +387 32 655 760	<a href="http://www.biznistesanj.ba">www.biznistesanj.ba</a>	udruzenje@biznistesanj.ba	10. - 13. 05.2018.	P	150 exhibitors	INT	General fair
9	Regional Innovation Forum Sarajevo Unlimited 2018	Networks d.o.o. Sarajevo	Skenderpašina 1 / 71000 Sarajevo	Tel. +387 33 407-211	<a href="http://www.networks.ba">www.networks.ba</a>	hello@networks.ba	05-07.11.2018.	P	3000 participants + 50 start ups	INT	Regional forum on innovation, entrepreneurship, technology and stems

10	Conference on Urban planning and regional development	IPSA Institut d.o.o. Sarajevo i Asocijacija arhitekata BiH	Put života bb 71 000 Sarajevo	Tel. +387 33 276 340	www.ipsa-institut.com	info@ipsa-institut.com	18-19.10.2018.0	P	No data	INT	sustainable urban and traffic planning, future mobility and accessibility, EU planning directives, digitalisation, the greening of urban transport (cycling and walking), SUMP's, multi-modal transportation, infrastructure and infrastructure recycling, models of financing, inter-urban connectivity, innovation in traffic efficiency
11	European Mobility week	Centar za životnu sredinu	Miše Stupara 5 78 000 Banja Luka	Tel: +387 51 433 140	www.sedmicamobilnosti.ba	tihomir.dakic@czzs.org	16-22.09.2018.	P	60 participants	INT	sustainable mobility alternatives, cleaner transport choices

In Bosnia and Herzegovina there are all together 10 relevant fairs and events. The biggest in the category of fairs special to transport is according to the available data: international AUTO SHOW WEEK with 20 exhibitors. In the category of other fairs and events the biggest is: General B&H Fair ZEPS with 60.600 visitors. In terms of number of exhibitors the biggest is: International general fair MOSTAR 2018 with 400 exhibitors and it's recommended that the project Green mind is present at those events.

## SLOVENIA

### B2B Fairs

	FAIR	ORGANIZER	ADDRESS	TEL	WEBSITE	EMAIL	DATE	PERIODICAL/NON-PERIODICAL	NUMBER OF VISITORS	NATIONAL/INTERNATIONAL	DESCRIPTION
	<b>SPECIAL TO TRANSPORT</b>										
1	Avtomobilski salon Slovenije	Gospodarsko razstavišče and Sekcija za osebna motorna vozila at Trgovinska zbornica Slovenije		386 (0)1 300 26 15	<a href="http://www.avtomobilski-salon.si/">http://www.avtomobilski-salon.si/</a>		27. 3. - 2. 4. 2017	P (not every year)	100000		Car exhibition. (24th organized in 2017 after 11 years - not every year)
2	Transport Show	Revija Transport, Tehnis d.o.o.	Linhartova 3, 1000 Ljubljana	+386 (0)1 430 60 60	<a href="http://www.transport-show.si">www.transport-show.si</a>	transport.show@tehnis.si	25. - 26. 5. 2018	P	no data	no data	Exhibition of commercial vehicles, equipment and trucks, meeting of professional drivers
3	International Boat Show (Internautica), Portorož	Studio 37 d.o.o.	Dunajska 119, 1000 Ljubljana	386 (0)1 56 55 126	<a href="http://www.internautica.si/">http://www.internautica.si/</a>	internautica@internautica.si	17. -. 20. 5. 2018	P	20.000+	INT	Largest exhibition of nautics in the Adriatics.
4	Avto in vzdrževanje, Moto boom, Gospodarska vozila in Logistika 2019	Celjski sejem	Celje	+386 3 54 33 000	<a href="http://www.ce-sejem.si/fair/stirje-strokovni-sejmi-avto-in-vzdrzevanje-moto-boom-gospodarska-vozila-in-logistika-2019/">http://www.ce-sejem.si/fair/stirje-strokovni-sejmi-avto-in-vzdrzevanje-moto-boom-gospodarska-vozila-in-logistika-2019/</a>	info@ce-sejem.si	9. - 12. 5. 2019	P	no data	N	4 expert fairs: Cars and Maintenance, Moto boom, business vehicles and logistics
	<b>OTHER</b>										
5	Green - International Fair Of Sustainable Technologies And Green Lifestyle (eco friendly mobility)	Pomurski sejem d.d.	Cesta na Stadion 2, 9250 Gornja Radgona	Tel: +386 2 564 21 00	<a href="http://www.pomurski-sejem.si/">http://www.pomurski-sejem.si/</a>	info@pomurski-sejem.si	4. - 7. 4. 2018	P	220 exhibitors	INT	An international fair of sustainable technologies and a green lifestyle (presented also e-mobility)

In Slovenia there are all together 5 relevant fairs and events. The biggest in the category of fairs special to transport is according to the available data: international Avtomobilski salon Slovenije with 100.000 visitors. In the category of other fairs and events the biggest is: Green - International Fair Of Sustainable Technologies And Green Lifestyle (eco friendly mobility) with 220 exhibitors and it's recommended that the project Green mind is present at those events. The most relevant fair to the project is marked yellow.

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