

INTERNATIONAL
**AIR CONDITIONING, REFRIGERATION,
WATER, PUMP & VALVE**
EXHIBITION



Abidjan
**IVORY
COAST**

Parc des
Expositions
d'Abidjan

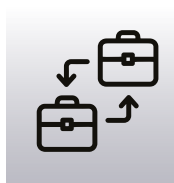
POSTSHOW REPORT '25

HVAC R EXPO WITH NUMBERS



Brand

200+



Hosted Buyer
Program
& B2B

900+



Visitor

6450+



Participant
Country

15



Conference

40+



Product
Type

1000+

Algeria, China, Egypt, France, Ghana, India, Italy,
Nigeria, Morocco, Saudi Arabia, Tunisia, Turkey,
United Arab Emirates, Austria, Ivory Coast



SOLID GROUND FOR SMART GROWTH!



The **International Air Conditioning, Refrigeration, Water, Pump and Valve Exhibition** took place at the **Parc des Expositions in Abidjan** from **June 17-19, 2025**.

The event brought together **200 brands** from **15 countries**, showcasing the latest innovations and products in the **HVAC-R systems, ventilation, refrigeration technologies, climate control, and building energy efficiency solutions**. Over three days, the fair hosted **6,450 industry professionals**, including **HVAC contractors, real estate developers, engineers, architects, manufacturers, and government representatives** from across West Africa.

Organized under the auspices of the **Ministry of Construction, Housing and Urban Planning, and the Ministry of Trade and Industry**, and with the invaluable support of **CNPC-CI, CCI-CI, CGECI, and CEPICI**, the opening ceremony featured key speakers including **Ministers Bruno Nabagné Koné and Sidi Tiémoko Touré, Ambassadors Khadidjata Touré and Deniz Erdogan Barım, and Presidents Monsieur Faman Touré (CCI-CI) and Monsieur Sangaré Siriki (CNPC-CI)**, whose remarks highlighted the event's importance and strong collaboration.

The fair featured a dedicated **Hosted Buyer Program**, facilitating **B2B meetings** and over **800 business negotiations**. Additionally, **40 conferences** and technical seminars were held, where industry experts discussed advanced HVAC design, energy-efficient cooling, indoor air quality, and sustainable climate control strategies tailored to the regional market.

THANK YOU TO OUR EXHIBITORS

THANK YOU TO OUR SUPPORTERS & PARTNERS

Organized under the patronage of the **Ministry of Construction, Housing and Urban Planning**, and the **Ministry of Trade and Industry**, with the invaluable support of **CNPCI-CI**, **CCI-CI**, **CGECI**, and **CEPICI**, Build Expo Côte d'Ivoire marked a major milestone for the region. A special thanks goes to our **Gold Sponsor, Sablux**, for their strong commitment and remarkable contribution. We also extend our sincere appreciation to **Mr. Sangaré Siriki, President of the National Chamber of Licensed Developers and Builders of Côte d'Ivoire**, for his continuous support and inspiring leadership.

UNDER THE PATRONAGE



OFFICIAL PARTNERS



MEDIA PARTNERS



LISTEN TO OUR EXHIBITORS!



We saw **very good customer engagement** throughout all three days. We made some really **good contacts** and had **great networking opportunities**.

It's a great chance to **showcase our technology** to the market here. It's truly a booming market, and we hope to see **significant improvement in the coming years**.



It's really great, **very good atmosphere**, excellent **organization**, very well structured. **We're very happy with the work done**. What I can say is that the demand has been rising for quite a while.

There's **more and more construction happening here in Abidjan**. There are also many projects underway, and lots of people are coming to us for help installing all kinds of electrical products in their homes.

30+ OFFICIALS, POWERFUL OPENING:

UNWAVERING SUPPORT IN ACTION

The **official opening ceremony** of HVAC R Expo Côte d'Ivoire 2025 was held on the morning of **June 17** with the presence of several **high-ranking dignitaries**.



Among the notable speakers were **Mr. Bruno Nabagné Koné**, Minister of Construction, Housing, and Urban Planning; **Mr. Sidi Tiémoko Touré**, Minister of Animal and Fisheries Resources; **Ms. Deniz Erdogan Barım**, Ambassador of Türkiye to Côte d'Ivoire; **Ms. Khadidjata Touré**, Ambassador of Côte d'Ivoire to Türkiye; **Mr. Faman Touré**, President of the Chamber of Commerce and Industry of Côte d'Ivoire (CCI-CI); and **Mr. Sangaré Siriki**, President of the National Chamber of Licensed Developers and Builders (CNPC-CI).



* **Mr. Bruno Nabagné Koné**, Minister of Construction, Housing, and Urban Planning



* **Mr. Siriki Sangaré**, President of CNPC-CI



The ceremony featured vibrant **traditional dance performances** and **cultural presentations** that reflected the rich heritage of the region.



* **Mr. Faman Touré**, President of CCI-CI

Following the speeches, the distinguished **guests toured the exhibition area**, engaging directly with exhibitors and exploring the wide range of innovations and products on display.



GALLERY



Yousria Boucherba
Manager



Thank you to Expo for their invitation. Thank you for allowing us to participate in this initiative. **We are very happy to be here in Abidjan, Côte d'Ivoire.**

We've had quite a few potential clients. This is our first time participating. We hope to return very soon to Expo.



Mrs. Riam
Deputy General Manager



It was a real **pleasure to present our products** at the **Build Expo** — a dynamic and engaging event that brought together many participants and offered us a valuable **opportunity to connect, showcase our expertise, and be part of Abidjan's growing design and construction scene.**



Hakki Tütüncüler
Export Sales Manager

This is our first time attending the fair, and so far we are satisfied with the performance. We hope to establish new relationships and connections here.

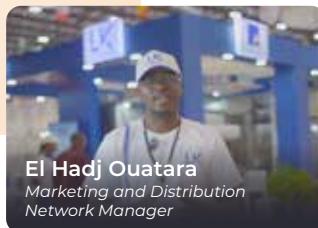
It's a developing market - that's exactly why we're here. We saw the potential, and that's what brought us here. We see significant potential across West Africa. We were already doing business in Nigeria. Now we are in Côte d'Ivoire. We are very hopeful about this market. There are some major competitors, but we also have the strength to compete. We believe we'll secure our place.



Mouloud Louail
Director of Communication and Public Relations

We are very pleased to be at Build Expo. It's an excellent trade fair that has allowed us to meet Ivorian clients and gain a clear understanding of the market, its mechanisms, and its regulations.

This expo is extremely beneficial for us. **We will attend every edition of Build Expo to relive this great experience.**



El Hadj Ouatara
Marketing and Distribution Network Manager



Participating in Expo 2025 was a **great opportunity** for us at MCT to meet with HVAC experts and individuals seeking the best air-conditioning solutions. It allowed us to showcase our American brand, Carrier, and to launch LK Electronics, highlighting its competitive advantages and innovation tailored to the Ivorian climate. **The event gave us a chance to engage with customers, demonstrate our expertise, and present advanced HVAC solutions for the region's growing infrastructure projects.**



40 CONFERENCES, 20+ EXPERTS, ONE SHARED VISION

Over the course of three remarkable days, HVAC R Expo Côte d'Ivoire 2025 presented a prestigious conference program featuring influential leaders, decision-makers, and industry pioneers. The panels and presentations tackled pressing topics including energy-efficient HVAC systems, commercial and residential HVAC design—offering invaluable insights and shaping the future of the indoor climate management in West Africa.



Over 20 distinguished speakers led 20 conferences, 15 keynotes, and 5 masterclasses—sharing timely insights on the evolving priorities in the HVAC R sector.



Among the distinguished panelists were presidents of leading industry delegations from eight neighboring countries — a testament to the Expo's growing stature as a key platform for regional dialogue, strategic partnerships, and cross-border collaboration shaping Africa's HVAC-R industry.



OUR PROFESSIONAL SPEAKERS



MONSIEUR BRUNO NABAGNÉ KONE
MINISTER OF CONSTRUCTION, HOUSING, AND URBAN PLANNING



MONSIEUR SIDI TIÉMOKO TOURÉ
MINISTER OF ANIMAL AND FISHERIES RESOURCES



M. SIRIKI SANGARÉ
CNPC-CI



MONSIEUR FAMAN TOURÉ
PRESIDENT OF CCI-CI



MADAME DENIZ ERDOGAN BARIM
AMBASSADOR OF TÜRKİYE TO CÔTE D'IVOIRE



MADAME KHADIDJAT TOURÉ
AMBASSADOR OF CÔTE D'IVOIRE TO TÜRKİYE



M. YEO KIBÉGNARY
BHCI



M. ISSA MEHMET N'DIAYE
IMAAD FINANCIAL GROUP



M. GUINDO ALI
FONDS DE SOLIDARITÉ AFRICAIN



M. DIALLO MAMADOU
SHELTER AFRIQUE



M. MAMADOU BOCAR SY
CONSULTANT FINANCIER & BANQUIER



MME GUERRIER PATRICIA
ISIS IMMOBILIER



MME NOBOUT MARINA
OHEL



M. SORY IBRAHIM MANGA
APIM



M. BABAR FAYE
RPPIS (GABON)



M. YORO DANIEL
FONDS CARRÉ



M. MESSOU OI MESSOU
MCLU



MME MANDY DAGRI-YACÉ
GROUPE BATIDECOR



M. DEBO NOEL
ORDRE DES ARCHITECTES D'INTÉRIEUR



M. KANGA
ECAU



M. TOURÉ CONSTANTE
CHAMBRE NATIONALE DES INGÉNIEURS CONSEILS

GALLERY



Seyfullah Niğdelioğlu
General manager

It was a nice and lively expo — ministers visited us, and we also had the chance to meet with our ambassador. It was an amazing event overall. There is a very serious market here; Côte d'Ivoire also draws in surrounding African countries, and **we see great potential for the future**, as this region continues to develop steadily.



Candice Tian
Sales Manager



We specialize in solar energy solutions, including solar air conditioners, fans, refrigerators, freezers, water heaters, and complete solar home systems in short, everything solar. **We're really enjoying the Expo, it's been a fantastic experience.**

The Ivory Coast market is still emerging in the solar sector, but it's growing steadily. **We believe the next five years will bring even greater demand and opportunity in this space.**



Mark Liu
West Africa Regional Sales Director

Côte d'Ivoire is developing rapidly — it reminds me of how China was 20 to 30 years ago.

There's **significant momentum in infrastructure development here**, and I primarily supply infrastructure products to this growing market.



Özgür Bitigen
Sales Manager



Today is the third day of the fair, and it's currently very lively — we can say it's **meeting expectations**. We're pleased to have participated in Build Expo. Abidjan is a great city, and we hope the **results will be great as well**.

The construction sector in Africa is moving very fast, which is why we've shifted our focus to the African market. Construction is a fast-paced industry, and **we're here to carry out our projects**.



Moussa Sangaré
Technical Director



This is a truly valuable initiative. It gives us the **opportunity to connect with other companies**, even if they're not in the same field, **we all belong to the broader professional ecosystem**. It's also a great way to meet new clients and people curious about what we do. The Ivorian market is rich with potential and full of emerging opportunities. That's why I encourage all businesses to come and set up here, so that together, **we can contribute to developing Côte d'Ivoire**.



HOSTED BUYER PROGRAM & B2B MEETINGS



As part of **Ivory Coast HVAC R Expo 2025**, the **Hosted Buyer Program** offered participating companies an excellent **opportunity to connect directly with local businesses**. This initiative enabled targeted **B2B meetings**, fostering meaningful partnerships and opening doors to one of **West Africa's most dynamic HVAC R markets**.



Ivory Coast HVAC R Expo welcomed **11 delegations from 8 neighboring countries** — including **Burkina Faso, Mali, Senegal, Gabon, Ghana, Benin, Togo, and Guinea**. These delegations brought together top **distributors, developers, and industry leaders**, offering exhibitors a valuable platform to forge strong business connections and explore **high-potential markets across West Africa**.

BURKINA FASO



MALI



SÉNÉGAL



GABON



GHANA



BÉNIN



TOGO



GUINÉE



The delegations brought together leading stakeholders from the **HVAC-R and climate control sector**, offering exhibitors an ideal platform to **network, present innovations, and unlock new project opportunities**.



At the same time, dedicated **B2B meetings** were held throughout the exhibition, giving participants the chance to **engage directly with potential partners**. These sessions provided a focused environment to showcase **products and services**, explore collaboration opportunities, and even lay the groundwork for future **business agreements**.



This direct, **face-to-face** format fostered trust and sparked meaningful conversations — turning introductions into real outcomes. For many, these meetings marked the beginning of promising partnerships in **West Africa's booming HVAC R sector**.

GALLERY



Ahou Solange Kouassi
Accountant in Charge of
General Resources

SOCOMELEC
IVOIRE
Plus de plaisir...

As for the Expo, for a first edition, I must say **it's a well-thought-out initiative.**

It exceeded our expectations in terms of turnout, and thankfully, everything went very smoothly.



LESSO 联塑



LESSO

We specialize in producing high-quality plastic pipes like PPR, PVC, PE, and HDPE, with our main base in Fujian, China. **We're happy to be part of the Build Expo**, the past two days have brought many qualified and business-focused visitors. **The building materials market is competitive**, with both strong players and potential partners, making it a very interesting environment. I've been based here for three years and plan to continue living and working here well into the foreseeable future. **We're excited about the opportunities ahead.**



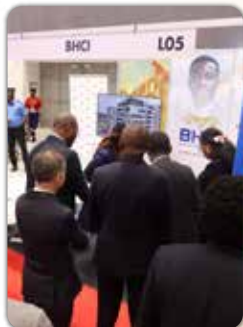
BEPKO
SOCIÉTÉ NATIONALE DE BÉTON PRÉCONCRÉT



Oussama Al - Awa
Operations manager

It's becoming the go-to solution in **Abidjan's fast-growing construction scene**. This Build Expo marks the first in Abidjan, and it's been impressively organized.

With major infrastructure projects and new companies entering the market, construction in Côte d'Ivoire and across Africa, is booming. **We're proud to be part of this exciting growth.**



MARKETING COMMUNICATIONS

OFFICIAL LAUNCH

The launch event for the **Ivory Coast Hvac R Expo** was successfully held on **May 19 at the Palm Club in Abidjan**, drawing significant participation from key industry stakeholders. Distinguished guests included **Mr. Musa Ari**, Trade Counselor from the Turkish Embassy; **Mr. Siriki Sangaré**, President of CNPC-CI; and **Mr. Lamine Koné**, owner of MCT and President of GIBTP, along with numerous representatives from **leading institutions and companies within the HVAC R sector**. Additionally, prominent figures from Ivory Coast's heating and cooling industries convened to discuss the importance of the expo and explore avenues for enhanced collaboration.



PRESS COVERAGE



Our event was featured over **45 times** across more than **15 leading sector-specific newspapers, magazines, and online platforms**, greatly amplifying its visibility and impact throughout the industry.

OUTDOOR BILLBOARD & AIRPORT ADVERTISING



200+ BILLBOARDS

📍 Abidjan, Bouake, San Pedro, Korhogo, Assinie, Yamousoukra

MARKETING COMMUNICATIONS



MAINSTREAM BROADCAST



65 TV COMMERCIALS, + 90 RADIO SPOTS



PARTNERS OUTREACH



Marketing and communications efforts weren't limited to our team — thanks to close collaboration throughout the process, our partners also activated their own networks and carried out PR efforts to promote the exhibition and your valuable brand.



SMS / WHATSAPP / CALL CENTER

+12000 **+12000** **+5000**
+900 ON-SITE WORK



HOSTED BUYER PROGRAM & B2B MEETING



We welcomed delegations from **Burkina Faso, Mali, Senegal, Gabon, Ghana, Benin, Togo, and Guinea**, representing key national associations. Their presence highlighted the expo's role in fostering regional cooperation and business opportunities. Thanks to over **400 visits** and a targeted hosted buyer program, meaningful **B2B networking** between exhibitors and visitors was successfully facilitated.



DIGITAL ADVERTISING



12M+ VIEWS

Instagram, Facebook, LinkedIn, Google, Yandex



EMAIL MARKETING CAMPAIGNS



40.000+

E-MAIL CAMPAIGNS



VIP & GENERAL INVITATIONS



45.000+

Invitations Delivered to Sector Professionals



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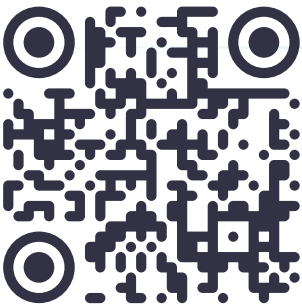
SEE YOU AT

OUR UPCOMING

EXHIBITION!

BOOK YOUR STAND

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Co Located With:

