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SCHLESWIG- HOLSTEIN - PARTNER STATE 2022

Deutsche Bahn offers event tickets to trade shows

Thanks to a new agreement with Deutsche Bahn, the exhibitors and visitors of trade fairs in Germany can now book a so-called “event ticket” for their arrivals and use of public transport.

For travellers, these tickets have the advantage that they are mostly cheaper than a normally booked ticket because the event ticket has a low fixed price from all German stations. The tickets cost €49.50 in second class and €80.90 in first class with a train connection or €67.50 in second class and €98.90 in first class with full flexibility. This price always includes the City Option for onward travel from the main train station to the trade fair grounds, so no additional public transport ticket is required on the day of arrival and departure. Your printed or mobile phone ticket must be shown to the train

attendant together with your identity card, passport or BahnCard. An event ticket can cover up to 5 people travelling together. Please note that in this case, the system issues only one ticket. If you require individual tickets for each traveller, they will need to be booked individually. After all, an additional plus point is that travel with the event ticket is climate-neutral, as the rail company uses 100% green electricity.

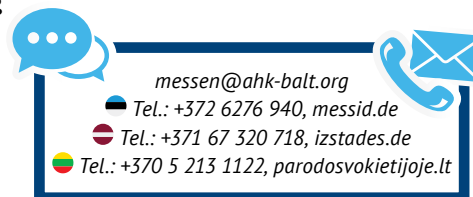
It is important to note that these tickets are earmarked. Tickets booked via our booking link are only valid for travel to and from our events and only in conjunction with an admission ticket, certificate of attendance, confirmation or invitation, which must be presented during a ticket inspection. The event ticket is purely a rail ticket and does not include



20 YEARS
representing
German trade fairs

Gintarė Jonynienė

*Representative of
Messe Düsseldorf
GmbH and Messe
München GmbH
in Lithuania*



admission to our events – two separate bookings must be made. Customers can book their event ticket directly with the rail company (as usual with the DB, bookable 6 months in advance).

The offer is valid from stations in Germany but is of course also available to international customers. For more information, please visit the “bahn.de” website.

New trade fair for the digital health industry ecosystem in Hanover

With digitalhealth.PRO, Germany is getting a new trade fair for the digital health industry. **On 15 and 16 March 2023, Deutsche Messe will host this new format for the first time at the Hanover Exhibition Centre.** The digitalhealth.PRO combines the fields of medicine, health research and business, and represents digital solutions from artificial intelligence to IT security in products. Five exhibition areas form the common platform of the entire ecosystem of the digital health industry – data, science, start-ups, government and care. **Artificial intelligence (AI), the Internet of**

Medical Things (IoMT), robotics, telehealth, big data and personalized medicine will be key topics running through all five exhibition areas. Healthcare is one of the largest and most important sectors in Germany. There is great interest from international companies in the German healthcare market. To simplify the way for international companies to enter the German healthcare market, digitalhealth.PRO will act as a platform for regional, national and international networking. As part of digitalhealth.PRO, the Digital Oncology Conference combines the fields of digitalization and oncology and is an initiative of the Comprehensive



Cancer Center Niedersachsen, the Oncological Center of Excellence of the Hanover Medical School and the University Medical Center Göttingen. Internationally renowned experts will discuss the potential of digitalization in cancer medicine. Digital innovations have had a major impact on oncology in recent years, whether it is big data in cancer research, artificial intelligence in diagnostics or virtual tumour boards for interdisciplinary treatment planning. They are indispensable in everyday medical practice, and it is therefore important to talk about the potential and the challenges of implementation.

JANUARY – MARCH 2023	TRADE FAIR	INDUSTRY	NEXT DATE 2024-2025
JANUARY 12 - 15 HANOVER	DOMOTEX The World of Flooring DOMOTEX.DE/EN/	FLOORINGS	JANUARY, 2024
JANUARY 20 - 29 BERLIN	IGW Professional International Exhibition for the Food, Agriculture and Horticulture Industries GRUENEWOCHE.DE	HORTICULTURE, LANDSCAPING, AGRICULTURE, FOOD, BEVERAGES	JANUARY, 2024
JANUARY 21 - 29 DÜSSELDORF	BOOT DÜSSELDORF International Boat Show BOOT.COM	BOATS, BOAT ACCESSORIES, SPORTING GOODS	JANUARY, 2024
FEBRUARY 08 - 10 BERLIN	FRUIT LOGISTICA International Trade Fair for Fruit and Vegetable Marketing FRUITLOGISTICA.COM/EN/	FOOD PROCESSING AND PACKAGING MACHINERY, TRANSPORT AND LOGISTICS, CONVEYANCE AND STORAGE TECHNOLOGY, FOOD, BEVERAGE AND LUXURY FOODSTUFF	FEBRUARY 07 - 09, 2024
FEBRUARY 22 - 26 MUNICH	F.R.E.E Fair for Leisure and Travel FREE-MUENCHEN.DE/EN/	TOURISM, LEISURE, CARAVANS	FEBRUARY, 2024
FEBRUARY 24 - 27 MUNICH	INHORGENTA MUNICH Europe's Leading Trade Fair for Jewellery, Watches, Design, Gemstones and Technology INHORGENTA.COM	GIFTS, WATCHES, JEWELRY, CRAFTS, SPECIAL OCCASION PARTY ITEMS	FEBRUARY, 2024
FEBRUARY 26 - MARCH 02 DÜSSELDORF	EUROSHOP The World's No.1 Retail Trade Fair EUROSHOP-TRADEFAIR.COM	ADVERTISING, MARKETING, FRANCHISING, HOTEL, CATERING, SHOP FITTINGS	FEBRUARY, 2026
FEBRUARY 28 - MARCH 02 MUNICH	LOPEC International Exhibition and Conference for the Printed Electronics Industry LOPEC.COM	ELECTRICAL ENGINEERING, ELECTRONICS, SURFACE TREATMENT TECHNOLOGY	FEBRUARY, 2024
MARCH 07 - 09 BERLIN	ITB BERLIN The World's Leading Travel Trade Show ITB.COM/EN/	TOURISM	MARCH, 2024
MARCH 08 - 12 MUNICH	INTERNATIONALE HANDWERKSMESS Fair for Construction, Renovation, Refurbishment IHM.DE/EN/	CAPITAL AND CONSUMER GOODS	MARCH, 2024
MARCH 10 - 14 HAMBURG	INTERNORGA Europe's Leading Trade Show for the HoReCa Industry INTERNORGA.COM	HOTEL AND CATERING, SHOP FITTINGS, BEVERAGE AND LUXURY FOODSTUFF	MARCH, 2024
MARCH 15 - 16 HANOVER	DIGITALHEALTH.PRO International Trade Fair for the Digital Health Industry DIGITALHEALTH.PRO/EN/	DIGITAL HEALTH INDUSTRY	MARCH, 2024
MARCH 19 - 21 DÜSSELDORF	PROWEIN International Trade Fair for Wine and Spirits PROWEIN.COM	BEVERAGE AND LUXURY FOODSTUFF	MARCH, 2024



Innovation winds from the Baltics at Windenergy 2022

For four days, the world's biggest event for onshore and offshore wind – the WindEnergy trade fair – turned Hamburg into an international wind power hub. Representatives from the Baltic states were also present.

This year, the global situation in the energy sector gave the fair particular importance and weight. Many countries around the world are facing major challenges to ensure their energy independence. In the Baltic countries, Russian gas has played a major role so far. In Latvia in particular, the implementation of wind energy projects has not gone as smoothly as desired. Now, under pressure, processes are moving much faster in the direction of renewable energy development.

Every country matters

“After several years of stand-by, WindEnergy Hamburg gathered a large wind energy crowd under the same roof again at the end

of September. 10 large halls were filled with wind energy professionals showcasing their products and services along with several stages which ensured an interesting content throughout the four event days. It's moments like these when you realize how many people actually work in the wind industry, helping to achieve energy security and reducing the impacts of climate change. And yet, there is still so much to be done to seek answers to the ongoing energy crisis. Each country, including Latvia, can and must play a role in boosting renewable energy. Hence, we need clear and transparent renewables-oriented policies that lead to tangible results”, said Lāsma Livzeniece,

Executive Director of the Latvian Wind Association (WEA). Livzeniece spoke on the New Horizons Stage at WindEnergy Hamburg, organized by Wind Europe, to the international audience about the challenges and opportunities of the wind energy in Latvia and the Baltic states.

Driving innovations

But this trade fair is not only about market development. It's also about innovations in this field – and Baltic companies have a great deal to offer! One of the highlights at this trade fair was a new product from Latvian company Aerones. They are currently the only company in the world to produce a dedicated robot for wind turbine maintenance. Interest from



Lāsma Līvzeniece,
Managing
Director of WEA,
on the New
Horizons Stage



Solveiga Āboliņa, Representative
of Hamburg Messe und Congress
GmbH in Latvia (left), **Juris Antužs,**
Managing Director of Enefit Green
in Latvia, **Lāsma Līvzeniece,**
Managing Director of WEA



**Aleksejs Malinovskis, Ilze Sūniņa and
Nikita Versockis** from Novikontas Energy



**Lauris Kalniņš and Tautvydas
Daugėla** from iPS Baltics



Dainis Krūze, CEO of Aeronas with team

the visitors was very strong. “We received an overwhelming amount of interest in our robotic technology from wind industry professionals at WindEnergy Hamburg. Taking part in the event attracted thousands of visitors and allowed us to speak to approximately 100 relevant customers. This is a great accelerator for the German and European markets!”, said Dainis Krūze, CEO of Aeronas. Latvian company Novikontas Energy took part in the exhibition with the status of a centre offering a wide range of courses for wind energy and is accredited by GWO, IRATA and OPITO. Novikontas Energy provides training in one of the most advanced pools – the Survival Theatre – in Europe, which simulates wave stress, depth stress, jumping from heights, night stress and even storm stress (rain, wind, lightning). “The exhibition is always an emotional event. This time, there were so many emotions for the whole team because Novikontas Energy exhibited for the first time at WindEnergy Hamburg. The team did a great job describing our everyday reality – especially the

WindEnergy

Visitors: 30,000+

Exhibitors: 1,400+

Conference speeches: 150+

Exhibitors from Latvia:

Aeronas Engineering SIA,
Novikontas Energy SIA

Exhibitors from Lithuania:

iPS Baltics UAB

The next WindEnergy will
be in two years – from
24 to 27 September 2024.

emotions that people experience when they participate in training at the Novikontas Safety and Survival Theatre”, said Aleksejs Malinovskis, Head of the Offshore Training Department. “The days spent at the exhibition brought positive emotions from meetings with our existing partners and allowed us to meet new ones. Communication at the exhibition showed that the wind energy industry is not only a business, but also a group of like-minded people obsessed with the goal of making our planet greener.”

Lithuania was represented at this trade fair by the company iPS Baltics, a qualified personnel provider in the Offshore & Wind Energy sectors with Baltics payroll solutions. The mission was to help offshore and wind energy companies succeed in their business and find the best specialists for their projects. Tautvydas Daugėla, Marketing Specialist at iPS Baltics, welcomed the opportunity to get new insights at the show and to network with new customers and businesses at WindEnergy in Hamburg again. Over the four days, about 30,000 visitors from 92 countries attended the world’s leading wind industry expo, and more than 1,400 exhibitors from 37 countries showcased their products and services. Furthermore, 18 countries set up national pavilions, and delegations from more than 20 nations visited the fair. An expo cannot be more international! In fact, the 2022 event was the most international WindEnergy Hamburg ever, despite major geopolitical challenges and a pandemic that just won’t go away.

by REET TRUUTS

SMM, the leading international maritime trade fair is back

After a four-year break from live exhibitions, the maritime community met up in Hamburg again from 6 to 9 September 2022. Baltic companies were also present. Estonia was particularly well represented with 16 companies.



National joint stand of Estonian companies



For four days, 2,000 exhibiting companies and over 30,000 industry visitors from more than 100 countries formed the “United Nations of Shipbuilding”. The SMM trade fair has been a magnet for shipowners, suppliers, shipyards and industry visitors from all around the world for nearly 60 years. After a four-year wait, the international maritime community was finally able to meet for a real-world SMM in Hamburg again.

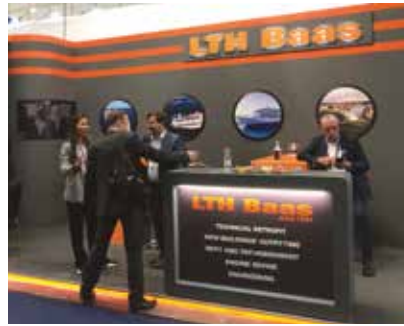
Estonia shines

This year, the focus was on the transition to green energy, digitalisation and climate change in the maritime sector. This was an excellent opportunity for Baltic companies to present their new products, familiarize themselves with trends and developments in the maritime

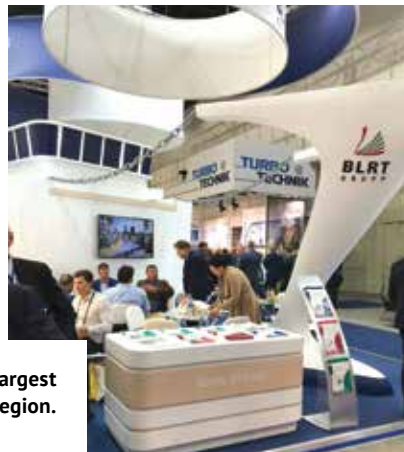
industry, and make new contacts. Latvia was represented at this trade fair by the company Glinar Turbo&Diesel, while Lithuania was represented by two long-term exhibitors from the city of Klaipėda – Grant Group UAB and Promar UAB. Eight companies from Estonia participated with their own stand (Baltic Workbots AS, BLRT Group AS, Breezamarine Group OÜ, Eumar Santechnika OÜ, LTH-Baas AS, Netaman Repair Group OÜ, SRC Group AS, Tammer OÜ), in addition a national joint stand was organized by Estonian Business and Innovation Agency with another 8 companies (Adretec Estonia OÜ, DECK Marine Systems OÜ, Gettone Group OÜ, Insta Globe Engineering OÜ, Marmi Futerno OÜ, Pentamet OÜ, Proforce Industry OÜ, Shore Link OÜ). Estonia has a rich history of maritime traditions owing to its geographical



Promar UAB, a certified ship repair management company from Klaipeda, Lithuania.



LTH Baas AS, a high-end ship repair and service company from Estonia.



BLRT Group from Estonia is one of the largest industrial companies in the Baltic Sea region.



Lithuanian company Garant Group UAB offers solutions for the shipping, oil and gas, offshore and wind power industries.



Glinar Turbo & Diesel is a ship spare parts supplier from Latvia.

location – with over 2,000 islands and well over 200 harbours and marinas along its 3,000-kilometre coastline. All things nautical come naturally to this seafaring nation so it was no wonder that this country was so strongly represented at SMM.

Productive time for participants

The Breezamarine Group reported that it was a very productive time for the company. They met around 50 potential clients and successfully presented products to them. They also demonstrated the unique simulator to let potential customers better understand how the automated fuel metering and control system works.

Insta Globe Engineering presented its digital electricity monitoring service at a national joint stand at the fair. “The goal of our software

solution is to digitalise the electrical installation, control and commissioning processes in the marine and offshore industry”, explained the company’s CEO Ivo Pukk. According to him, the purpose of participating in the fair is to find new export channels, meet key customers and increase brand awareness. The presence of numerous industry leaders makes SMM the perfect marketplace for new developments, networking and making business deals, with unique opportunities to exchange ideas with leaders of the maritime sector, according to the managing director of PROMAR, Ilja Čuniajev.

SMM confirms its status

“There was an enormous sense of anticipation, and expectations were high. I am delighted to see

that we have been able to confirm our status as the leading global maritime trade fair once again”, said Bernd Aufderheide, President and CEO of Hamburg Messe und Congress. “Celebrating its 30th anniversary at the same time makes this maritime gathering even more special”, he added. Feedback surveys carried out among trade fair visitors demonstrated great satisfaction with the event. 97% said that SMM is the most important trade fair in the maritime industry, 86% are determined to return for the next SMM, and 97% of visitors confirmed that SMM provides an excellent opportunity to make contact with international stakeholders. The next SMM will take place in Hamburg from 3 to 6 September 2024.