



22ND INTERNATIONAL
EXHIBITION OF EQUIPMENT
FOR MILK AND DAIRY
PRODUCTION

24-26 January 2024
MOSCOW, CROCUS EXPO

DAIRYTECH-EXPO.RU

POST SHOW
REPORT

ABOUT THE EXHIBITION

The 22nd International Exhibition of Equipment for Milk and Dairy Production DairyTech took place from 24 to 26 January 2024 and was once again the main meeting and exchange point for dairy industry professionals.

The exposition demonstrated the full range of equipment for the dairy industry - from production, processing of raw materials and dairy ingredients to the transportation of finished products.

163 companies from 12 countries presented 84 pieces of large equipment. The exhibition was visited by 3,967 dairy industry professionals from 23 countries.



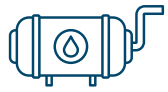
FOR EXHIBITORS

DairyTech is a key sales tool that provides an opportunity to showcase equipment, services and products to end buyers who make purchasing decisions.

FOR VISITORS

The exhibition is an opportunity to find new business contacts in a changing market, as well as to support current ones, to choose suppliers and partners, to see in action new equipment for dairy products, to learn about modern developments and effectively apply them in the dairy business.

14 THEMATIC SECTORS



Equipment
for milk
reception



Marking
equipment



Auxiliary equipment
and products,
spare parts



Equipment
and technology
for milk processing



Packaging
equipment
and technologies



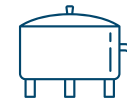
Quality
control
equipment



Ingredients and
ferments for
dairy products, drinks



Ready
packaging and
labels



Cleaning and
sanitary
equipment



Equipment and
technologies for ice
cream production



Bottling
equipment
and technologies



Service and
engineering for food
manufacturing



Cooling and
freezing equipment



Programmes (software)
and production
automation tools

DairyTech covers all the production processes of a dairy enterprise: from milk reception to the transportation of finished products, which allows buyers to form a comprehensive idea of all the novelties of the dairy industry in just 3 days.

PARTICIPANTS

163 exhibitors from **12** countries

30 new exhibitors

EXHIBITOR PROFILE

Russian and foreign manufacturers, suppliers and distributors of equipment, materials, ingredients for the dairy industry, as well as technology developers.



EXHIBITORS

**AMONG
DAIRYTECH 2024
EXHIBITORS:**



EXHIBITOR TESTIMONIALS

"It is very important for us to participate in the DairyTech exhibition as there are a large number of customers who are interested in new technologies for the food industry. The exhibition is a serious platform to meet new and potential customers who are interested in the products we produce."

Igor Lychkovsky

Industrial equipment sales manager
CEHUMA

"We participate in the DairyTech exhibition every year. This is the only place where you can look at new products and fresh solutions. We try to bring the latest equipment to the exhibition. This is where you can talk face-to-face with suppliers and explore new directions that will allow us to develop and move forward. The exhibition is an important part of promoting dairy equipment in Russia. Here you can talk to Russian suppliers about import substitution in order to eliminate further risks."

Ilya Saloid

Director of APS Group

"This isn't the first year we've exhibited at DairyTech, reminding our current customers about us, socialising with colleagues, we learn about the market situation. This gives us a boost in new customers and demands. Every year there are new market players - those who are planning to start dairy production. Visitors come from a variety of backgrounds: decision makers, engineers, technologists and suppliers."

Kirill Molodtsov

Head of MoloPak Marketing Department



EXHIBITION



VISITORS

3 976 specialists
from **74** regions of Russia
and **23** countries of
the world

VISITOR PROFILE

Dairy managers and specialists: commercial and sales directors, leading engineers and technologists, business owners, distributors and representatives of government companies and institutions.

2 139 specialists
visited the exhibition
for the first time



VISITORS



GEOGRAPHIC BREAKDOWN

2 271 (62%)
Moscow and
Moscow Region

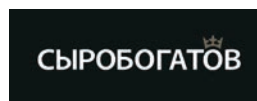
282 (2%)
Other Countries

1 423 (36%)
Other Regions of Russia

TOP 10 REGIONS

- Leningrad region
- Nizhny Novgorod region
- Voronezh region
- Republic of Tatarstan
- Krasnodar region
- Sverdlovsk region
- Tula region
- Lipetsk region
- Bryansk region
- Altai region

AMONG VISITORS



VISITOR INDUSTRY

1 023 (28%)	Production of milk and dairy products
707 (20%)	Sales/supply of equipment and materials
672 (19%)	Other (scientific activities, etc.)
544 (15%)	Equipment manufacturing
419 (12%)	Cheese production
114 (3%)	Dairy farming
63 (2%)	Meat production
61 (2%)	Ice cream production

VISITOR PROFILE

869 (24%)	Founder/Head of the company
505 (14%)	Department head / team leader
1 012 (28%)	Deputy head
1 149 (32%)	Manager / specialist
68 (2%)	Individual entrepreneur

31% visitors

have a procurement budget of over RUB 50 million.



VISITOR INTEREST

1 906 (53%)	Equipment and technologies for milk processing
1 468 (41%)	Packaging equipment and technology
1 261 (35%)	Milk collection equipment
928 (26%)	Ingredients and starters for dairy products and beverages
927 (26%)	Marking equipment
895 (25%)	Equipment and technologies for bottling
890 (25%)	Ready-made packaging and labels
854 (24%)	Refrigeration and freezing equipment
839 (23%)	Service and engineering for food processing plants
766 (21%)	Related equipment and products, components and accessories
723 (20%)	Quality control equipment
690 (19%)	Programmes (software) and production automation tools
664 (18%)	Cleaning and sanitation equipment
648 (18%)	Equipment and technologies for production ice creams
100 (3%)	Other

*Multiple choice was used in the visitor survey



VISITOR FEEDBACK

"We come from the city of Magnitogorsk, representing the Ural Dairy Company. This is not the first time we have been to this exhibition, we are looking for new equipment, as we are launching new production lines. We came as a group consisting of several people, chief engineer and chief technologist. There were a lot of new products at the exhibition. We would like to find equipment for milk processing, and we have also looked at pumping equipment and milk pasteurisers. I think it is absolutely necessary to visit this exhibition in order to develop the company."

Maxim Pudenko

Chief Engineer
Ural Dairy Company

"We travelled to the DairyTech exhibition from the Republic of Belarus. Every year we visit this exhibition, we meet each other with partners and make new acquaintances. And every year we have different goals for our visits: we want to summarise a long process of negotiations or find a new solution for our production. Each time we get the effect from visiting the exhibition. At each stand you can talk about innovative products, new developments in the field of equipment for the dairy industry. We picked up equipment for ourselves too."

Andrey Latyshev

Head of the energy and mechanical department
of cheese production and Jan Syrodel butter.



CONFERENCE PROGRAMME

3 days **107** speakers
16 sessions **722** delegates

The conference programme of the DairyTech exhibition once again brought together leading experts and industry leaders.

In 2024, the main topics of the business programme were:

- global challenges for the dairy industry
- production of functional dairy products
- practices to promote dairy enterprises
- ingredients for dairy products
- manufacturing processes
- innovation and production management
- technical regulation of the dairy industry
- microbiological aspects and laboratory control
- analysing consumer preferences in the cheese segment



FOR THE FIRST TIME IN THE CONFERENCE PROGRAMME

Pitch session of innovative solutions
**"Modern dairy production: modernisation,
import substitution, automation"**

The 2024 DairyTech exhibition invited exhibitors to share their achievements and innovations from the main stage of the show.

NEW!

13 COMPANIES TOOK PART IN THE PITCH SESSION:

Packaging Systems, Lambumise,
Taurus-Phoenix, Gaddy, Prime Cartonpack,
Klever Machines, AltaLact, KTP, Prolight,
Meridian, Basson, CryoFrost Engineering and VECAS.





DAIRYTECH AWARD

The DairyTech exhibition honoured the winners of the award for the latest developments in the dairy industry DairyTech Award.

The annual Award is aimed at identifying the latest developments in the dairy industry, announcing them to a wide audience of specialists, and obtaining expert judgement.

WINNERS



PREMIERE

NEW DAIRYTECH CONNECT FEATURE

In 2024, a new free feature of the DairyTech Connect app was launched, allowing exhibitors and visitors to quickly and conveniently exchange contacts without limitation in functionality..

Exhibitors can upload and process data throughout the year, labelled as cold or hot leads, as well as leaving an open note.

Any registered and scanned contact can now be contacted and contacted in the DairyTech Connect business community!

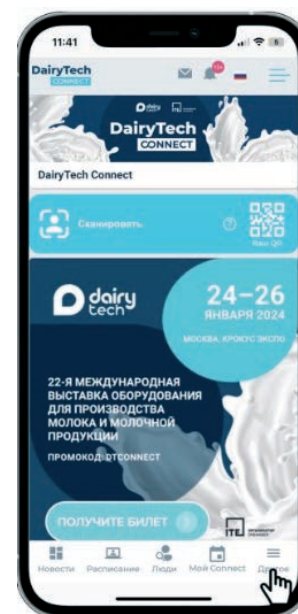
A competition for the most active use of the Leadscan function of the DairyTech Connect app was held at the exhibition.

The most active companies that gathered the largest number of visitor contacts:



In 2024, 130 companies utilised this feature, with a total of 1,906 scans over the 3 days of the show.

NEW!





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**CONTACT US TO
BOOK A STAND:**

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