

Post Show Report

West Africa's flagship event WACEE' 13:

Teaming up for partnership in RE & environmental protection

95.8% of the exhibitors would recommend WACEE '13

92.8% of the exhibitors were satisfied or very satisfied with WACEE'13 as a whole

70.3 % of the 1,051 visitors were decision makers

WACEE '13 has been **a real success** for exhibitors and visitors alike. From 12 – 14 November 2013 international market- and technology leaders showcased their latest technologies and top-level ministers, diplomats and speakers gave WACEE '13 a fantastic kick-off.

West Africa's **flagship event** for energy, electrical engineering and environmental protection was organised by AHK Ghana-Delegation of German Industry and Commerce in Ghana and the German trade fair specialists fairtrade.

After 3 days of professional meetings, lectures and debates bringing together **1,051 professional visitors** from 22 countries, **41 exhibitors** and more than **70 speakers** at the conferences, exhibitors praised the high quality of the visitorat. No wonder, as WACEE '13 has reached a new high with 1,051 visitors (450 in 2012, **+133%**) participating in this event.

According to the visitors' survey, 70.3 % of the visitors were decision makers. The visitors came from Australia, Benin, Brazil, Canada, France, Ghana, Germany, India, Ireland, Italy, Ivory Coast, Netherlands, Niger, Nigeria, Norway, Senegal, South Africa, Switzerland, Ukraine, United Kingdom and USA.

In addition, the "Ghanaian-German Renewables Business Forum – Setting the Ground for Sustainable Energy Development" and the **conference** under the title "Achieving more with less: Resource and energy efficiency for a greener future" was held alongside the trade fair, organised in cooperation between giz and AHK.



[See all pictures at the gallery!](#)

Read what they said:



**Hon. Vincent Oppong Asamoah,
Dep. Minister for Water Resources, Works and Housing:**

"We sincerely wish to thank our German friends and partners of GIZ for the immense contribution on co-organizing the conferences as well as the German Federal Ministry of Economics and Technology (BMWi) in the context of the "renewables – Made in Germany" initiative."



**H.E. Thomas Wimmer,
Acting Ambassador, Embassy of the Federal Republic of Germany to Ghana:**

"Ghana is a frontrunner for renewable energy in West Africa, as Germany is within the G20. So both countries did a natural thing: Ghana and Germany have teamed up for a partnership in Renewable Energy on various levels."



Mr Siegfried Leffler, Country Director Ghana, GIZ:

"In Ghana, we have recently opened a new renewable energy chapter in our well-established, long-standing and excellent cooperation with the Government of Ghana in the fields of agriculture, sustainable economic development, decentralization, good financial governance as well as peace and security."



Mr William Asante, Plant Manager, Energiebau-Sunergy Ghana Ltd:

"This exhibition and conference gives us the opportunity to help advocate of solar systems as a viable source of energy. We are absolutely satisfied with the quantity and quality of contacts at our booth."



Mr Heinz Bergmann jr., Heinz Bergmann e.Kfm.:

"We see a huge potential for our products and solutions in West Africa. 10-15 % of the visitors at our booth were very promising leads. They came from all over West Africa, especially from Nigeria and Ghana."



Mr Ebenezer Antwi, Senior Electrical Engineer, Volta River Authority:

"This conference showcases an ideal platform to share ideas, find out the needs, solve problems and avoid mistakes that were already done before. I realize a high standard among the speakers and attendees of this conference. The discussions were absolutely solution-driven."

See all testimonials: www.wacee.info

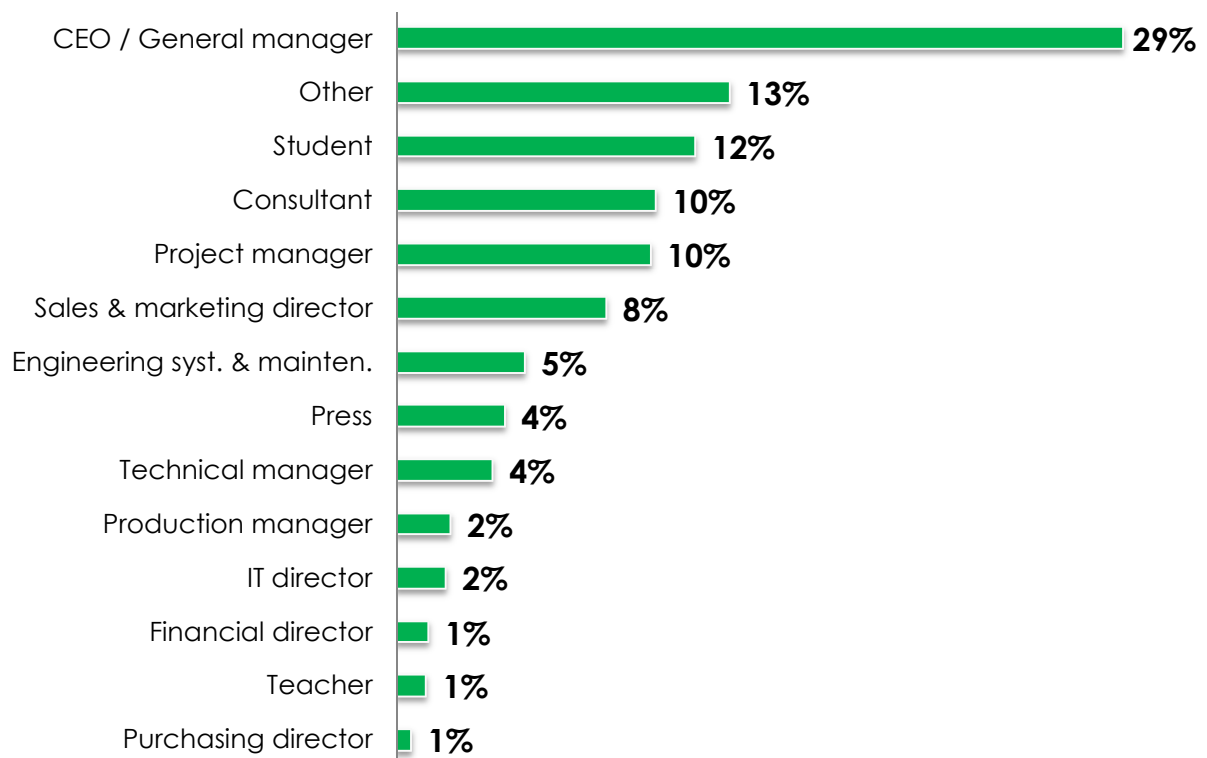
Evaluation of the visitor statistics of WACEE '13

The organisers once again succeeded to attract a highly professional visitorat – 70.3% of them were decision makers!

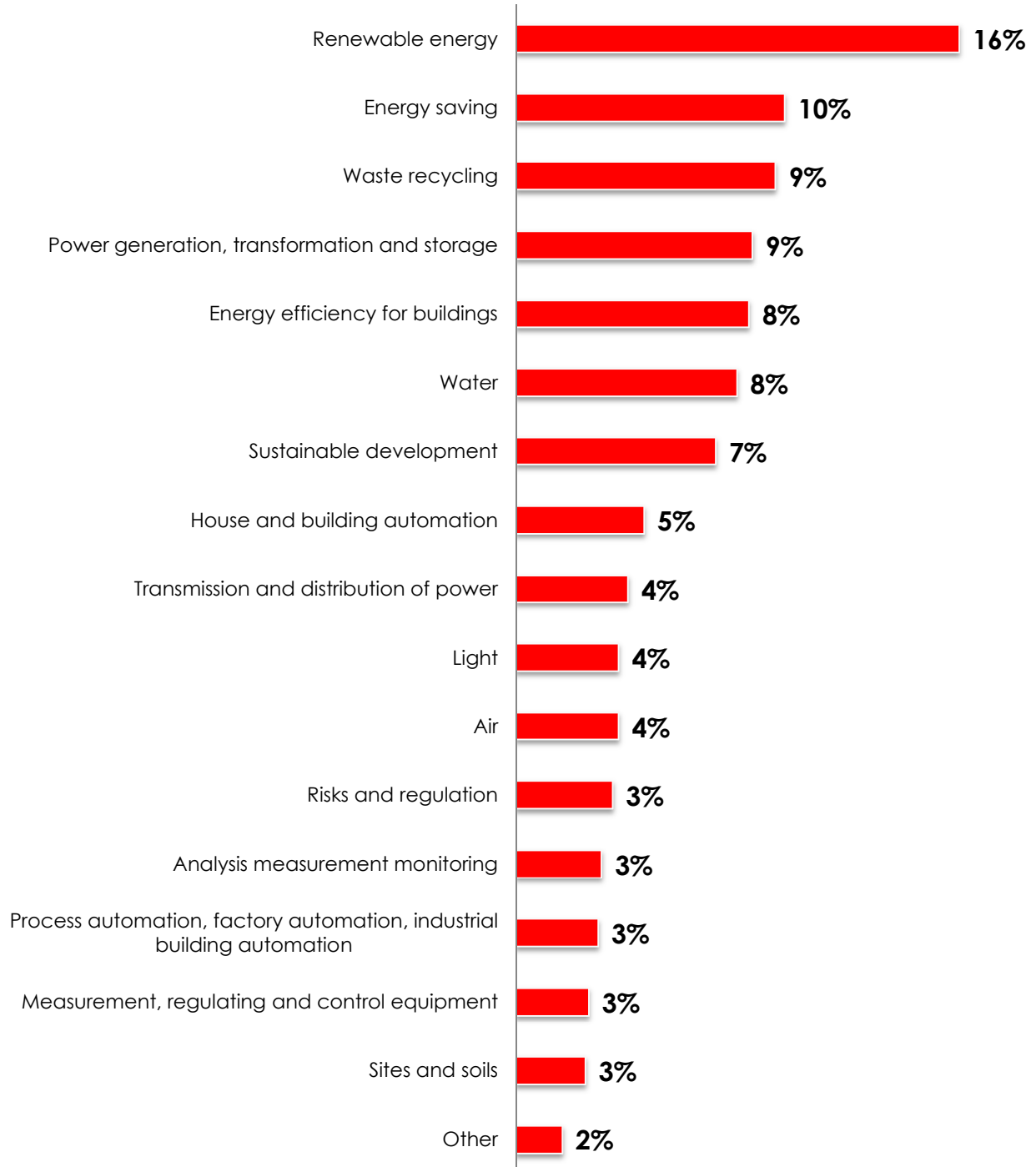
All 1,051 visitors were required to register and fill in a questionnaire.
The following data is based on this survey.

Visitors by function:

Managing directors and presidents constituted 29% of the total of visitors thus proving the extraordinarily high quality of visitors at this event. All-in-all 70.3% of the visitors were decision makers!



Visitors by interest*:

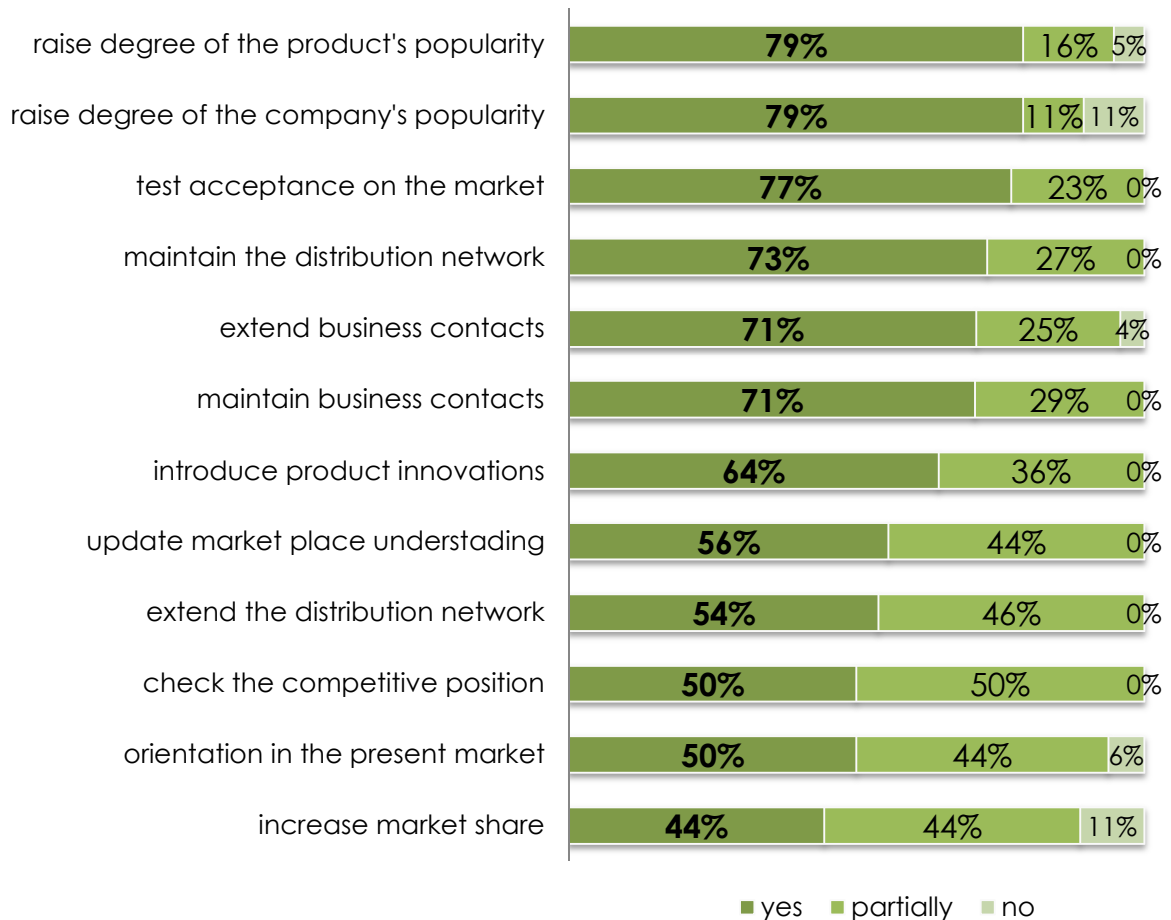


*multiple responses possible

Evaluation of the exhibitor survey of WACEE '13:

All exhibitors were required to fill in a questionnaire on the last day of the event.
The following evaluation is based on this survey.

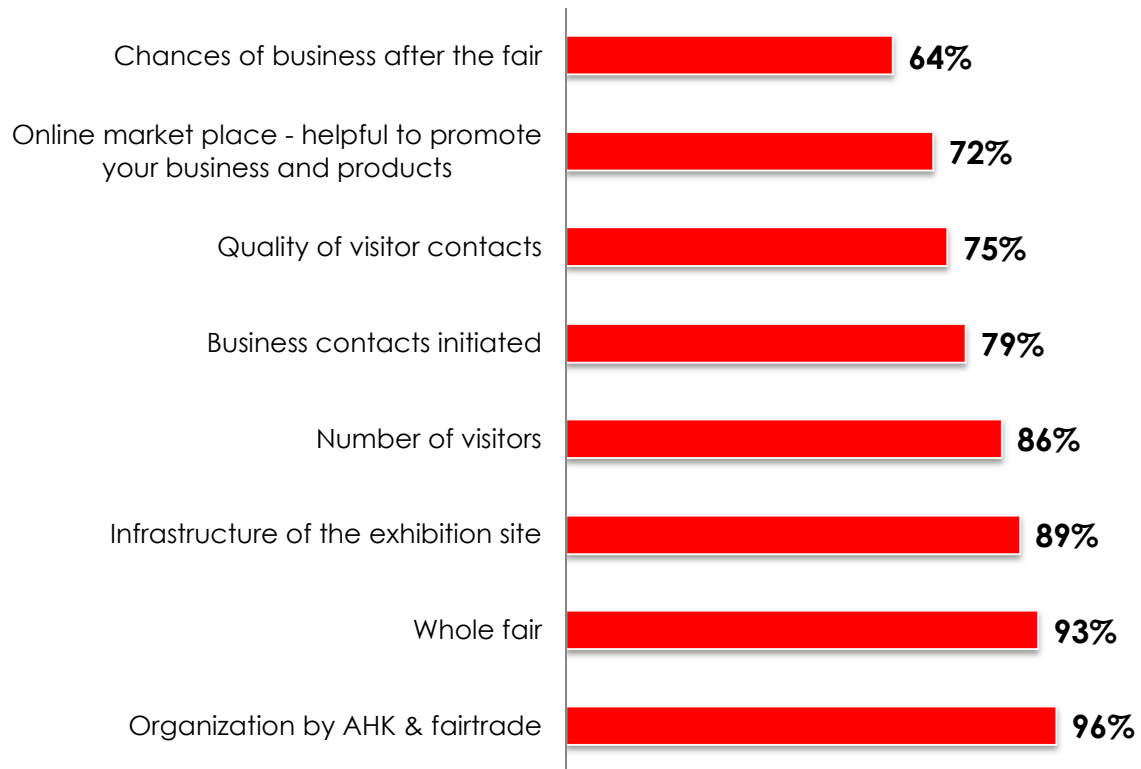
Achievement of main targets for participating:



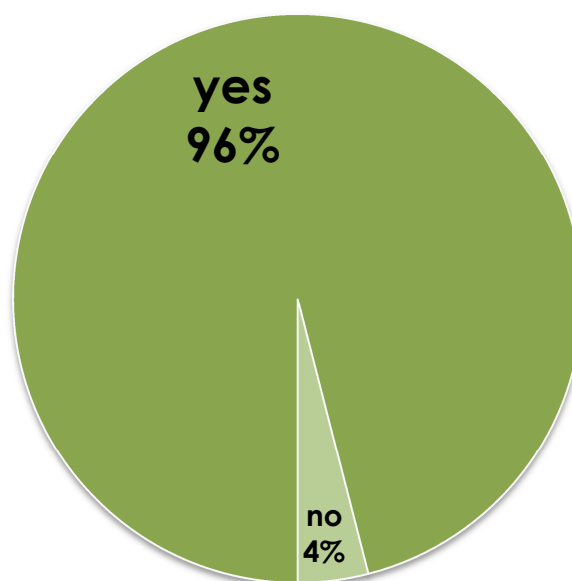
(multiple responses possible)



Satisfaction rate of the exhibitors concerning the following parameter...



Would you recommend WACEE to other companies?



THANK YOU !

On behalf of the entire organising team, we would like to extend our gratitude to all who have contributed to the success of the event, exhibitors, trade visitors, supporting authorities, sponsors, organisers of pavilions, agents, media partners, media, journalists, ...

Ministry for Foreign Affairs and Regional Integration
Ministry for Energy and Petroleum
Ministry for Water Resources, Works and Housing

Ministry for Local Government and Rural Development
Ministry for Environment, Science and Technology

German Federal Ministry of Economics and Technology (BMWi) and the "renewables – Made in Germany" initiative
Embassy of Germany
The German Federal State of North-Rhine Westphalia
GIZ
EU Delegation to Ghana
Embassy of Denmark

African Sustainable Energy Association
Economic Community Of West African States (ECOWAS)
Energy Commission
Environmental Protection Agency
Ghana Chamber of Mines
GNPC
Public Utilities Regulatory Commission

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