



MAY 14<sup>TH</sup> 2024 CONFERENCE AND PRIVATE OPENING MAY 15<sup>TH ></sup> 16<sup>TH</sup> 2024 EXHIBITION AND CONFERENCE

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## THE FIFTH EDITION OF INDUSTRIAL VALVE SUMMIT HAS OFFICIALLY KICKED OFF

The opening conference of the key event for industrial valves and flow control solutions was held this morning

The 2024 edition of the IVS-Prometeia Observatory "The Oil&Gas Valve Industry in Italy Observatory" has been presented

The organisers have opened the doors of the Bergamo Exhibition Centre to the record number of 320 exhibitors, 20% of which from abroad

Bergamo, 14<sup>th</sup> May 2024 - The fifth edition of **IVS - Industrial Valve Summit**, the most important international event dedicated to industrial valve technologies and flow control solutions, is starting today. The event, promoted by Confindustria Bergamo and Promoberg, is taking place at the **Bergamo Exhibition Centre until 16 May 2024**.

The Summit started this morning with the opening conference, during which Giuseppe Schirone (Principal, Prometeia) presented the IVS-Prometeia Observatory "The Oil&Gas Valve Industry in Italy" 2024, a study that offers a snapshot of the current state of the Italian sector of reference, a category of excellence of Made in Italy and a leader in Europe. In parallel, the organisers opened the doors of the pavilions to IVS exhibitors: a première introduced to generate a valuable opportunity for interaction between the protagonists of the Summit.

In the afternoon, the extensive **IVS scientific programme** also began. A space that has proved over the years to be an agora where to interpret change and delve into the latest technological innovations, identifying and analysing the challenges of the industry. To support the development of the scientific agenda, the Summit organisers have created two additional conference rooms in Hall C. IVS 2024 features 52 events including conferences, round tables, workshops, case studies and laboratories, providing a schedule that is 50% greater than the 34 in-depth technical events of IVS 2022.

The exhibition gets into full swing **tomorrow until 16 May**, and the pavilions welcome all the international valve audience. Following the two-day exhibition on Friday 17 May, a further opportunity









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is offered to foreign delegations attending the fair to connect and also meet the players in the extended Oil&Gas supply chain thanks to targeted matchmaking operations.

For this 2024 edition, the organisers have boosted the qualitative growth of the event, increased the number of appointments in the exhibition programme and enriched the side events, leading the Industrial Valve Summit to grow from a two-day exhibition to a full-fledged **valve week**.

The fifth edition of the event takes place two years after IVS2022 and continues the path of growth that has marked it since the first edition. The Summit organisers are predicting record numbers for IVS 2024, starting with the companies attending the exhibition. With a total of **320 exhibitors** from **14 different countries**. The international component is growing strongly, with foreign companies reaching 20% (up by more than 50% compared to 2022). The number of visitors is also expected to increase, with more and more countries coming to Bergamo, representing all continents.

During IVS 2022, despite the travel restrictions in force in some areas of the world and the delicate global scenarios, the Summit welcomed 12,000 visitors (+12% compared to 2019) from more than 60 countries attendance at IVS 2022. IVS hosted almost **300 exhibiting companies** (+17% on 2019), from **12 countries**: Italy, Germany, Great Britain, the United States of America, France, South Korea, Spain, the Netherlands, Belgium, South Africa, Turkey and the Czech Republic. Figures that tell of the affirmation of IVS in the global calendar, electing it as an unmissable appointment for the entire supply chain related to industrial valves and flow control.

The synergies with ICE (the Agency for the promotion abroad and internationalisation of Italian companies), AVR ANIMA (the industrial trade association representing Italian companies in the valves and fittings sector) are of great stimulus to the increase in high-level international attendance, Confindustria Assafrica & Mediterraneo (the international representation of Confindustria that supports Italian companies in their growth path in Africa and the Middle East) and SACE (an insurance-financial group directly controlled by the Ministry of Economy and Finance, specialised in supporting companies and the national economic fabric).

The partnerships bring international delegations consisting of institutional representatives, entrepreneurs, decision makers, speakers and specialised operators at the fair. The organisers invited over 100 qualified end-user buyers of primary standing and international EPCs. A parterre that can interface with operators from the entire energy sector, giving rise to moments of exchange and comparison. Moreover, through the operational collaboration with **UNIDO ITPO** Italy (the Italian Office for the Promotion of Technology and Investment of the United Nations Industrial Development Organisation), IVS confirms the participation of a delegation of entrepreneurs and representatives of **Iraqi** institutions.









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During the IVS - Industrial Valve Summit opening conference, the IVS-Prometeia Observatory "The Oil&Gas Valve Industry in Italy" 2024, realised with the contribution of the Confindustria Bergamo study office, was presented. The new report provides a snapshot of the state of the Italian industrial valve sector, which is confirmed as an excellence in the European competitive context. In 2022, almost 4 out of every 10 oil & gas valves produced in Europe were manufactured in Italy, where the sector's production value was close to EUR 3 billion. The 2022 turnover of the domestic industry rose by 12% compared to 2021 but has not yet recovered to pre-pandemic levels. Italy retains the leadership of the EU sector ranking, more than 8 points ahead of Germany and more than 30 points ahead of the third in the ranking (France). The numbers are achieved within an ecosystem of 139 companies (more than 90% of the turnover is generated within a 100 km radius of the province of Bergamo), employing over 10,000 people (up from 9,300 in 2021).

In 2023, **exports** of Italian valves for the Oil&Gas industry started to grow again at a fast pace (**+5.7%** in value over 2022), showing a growth rate higher than the evolution of international trade. The revival of exports was driven by the Middle Eastern (accounting for almost 19% of total Italian exports) and Asian markets. Sales in Western Europe and, above all, Eastern Europe, slowed down by the aftermath of the sanctions against Russia, performed less well. Investments by companies operating in the energy sector have also grown, with increases in upstream, downstream and transport services. A positive trend that, along with the development of 'green' investments, offers positive effects that may also be evident beyond 2023. There are opportunities for growth in traditional as well as renewable and innovative sectors, such as Carbon Capture Utilisation and Storage (CCUS) and hydrogen. However, there is no shortage of uncertainty, linked both to geopolitical factors and to the timing and modalities of the energy transition, which make the strategic (even short-term) choices of companies more complex.

## The opening day agenda

The opening conference, hosted in the Sala Caravaggio of the Bergamo exhibition centre, was attended by Sergio Gandi (Deputy Mayor of Bergamo), Luciano Patelli (President, Promoberg Srl), Giovanna Ricuperati (President, Confindustria Bergamo) and Luca Durante (Manager of Capital Goods Office, ICE - Agency). Giuseppe Schirone (Principal, Prometeia) then presented the IVS-Prometeia Observatory "The Oil&Gas Valve Industry in Italy" 2024. Following the awarding of the "Roberto Brevi Scholarship" and the "Radio AUT" project in collaboration with Spazio Autismo Bergamo, the ribbon cutting ceremony took place.

**Giovanna Ricuperati,** President of **Confindustria Bergamo**, commented: *«IVS is becoming more and more a long-term project, the result of the commitment of Confindustria Bergamo, in partnership with Promoberg, and the cooperation of the companies in the sector, which have embraced a system* 









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vision. From the valorisation of supply chains to the push for internationalisation, from the focus on innovation to in-depth scientific studies and commitment on the training side, there are countless valuable elements of a unique event of its kind, which highlights a sector of excellence and also interacts closely with the city and its territory and enhances its international visibility».

Luciano Patelli, Promoberg President, commented: «Among the thirty or so events on the agenda this year, IVS is the flagship in the internationalisation process of Promoberg and Fiera di Bergamo. The figures speak for themselves: among the 320 exhibitors in attendance, as many as 54 are foreigners, more than double the number of two years ago. To these are added the thousands of operators expected from all continents: figures that crown Bergamo as the world capital of industrial valves. We have increased the number of days (up to three), dedicating the first one exclusively to exhibitors and foreign delegations, to discuss the hot topics of the sector and the Summit involving them. The Bergamo Exhibition Centre is confirmed as the ideal location, with the plus of the neighbouring BGY international airport that makes arrivals from all over the planet easier. We are honoured to play our part with IVS in supporting Bergamo's economy and promotion, including tourism and culture, around the world».

**Francesco Apuzzo**, President of **Valve Campus**, affirmed: «Valve Campus has always aimed at delving into the most topical issues and challenges facing the industry, providing decision-makers, specialist operators and visitors from all over the world with a top-level range of content. This year, there are over 50 scientific discussions, developed in a series of thematic sessions and interactive workshops ranging from energy efficiency to solutions for decarbonisation, via new standards and the digitalisation of business processes. Among the novelties of this edition are focuses on the importance of investing in sustainability and the introduction of artificial intelligence to support the future of the industry. The programme includes internationally renowned speakers, case studies and panel discussions, as well as an audience of authors from every continent».

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