

ComVac ASIA

International Trade Fair for Compressed Air
and Vacuum Technology

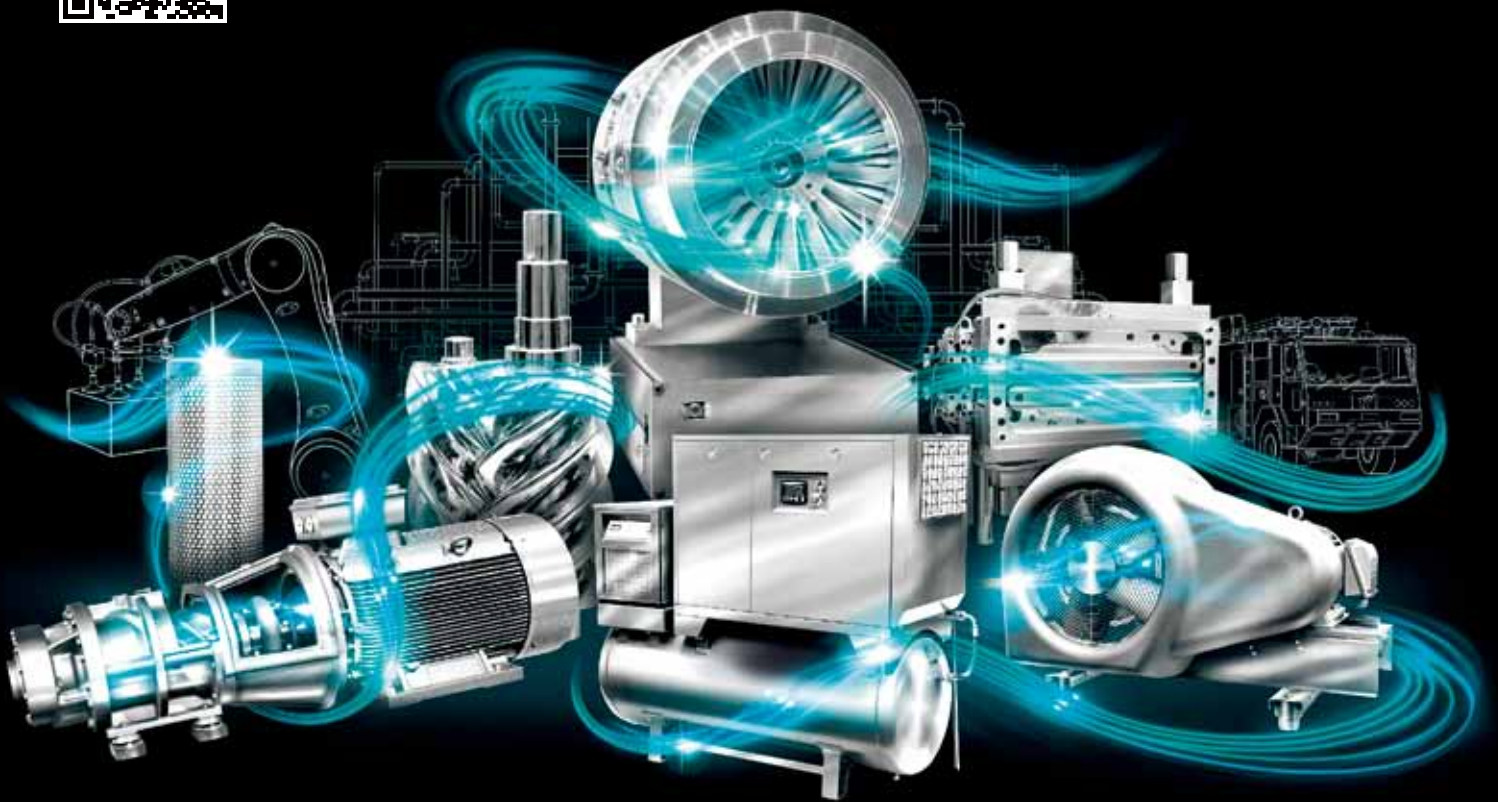
1 - 4 November 2016
Shanghai New International Expo Centre

After Show Report

www.comvac-asia.com



2016



Deutsche Messe



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Great success on accumulated strength

The annual leading industrial events in Asia-Pacific region, ComVac ASIA, PTC ASIA, CeMAT ASIA, Cold Chain ASIA, Heavy Machinery ASIA and Industrial Supply ASIA 2016 came to a successful close on 4 November at the Shanghai New International Expo Centre. This year's shows themed on intelligent manufacturing, attracting nearly 1,700 industrial pioneers from home and abroad to showcase their cutting-edge products and technologies within a display area of 130,000 sqm. The four-day events attracted a total of 78,443 trade visitors.

The benchmark event in Asia's compressor sector, ComVac ASIA embraced its first 10-year milestone this year with steady development and excellent performance. Nearly 150 well-known enterprises, including KOBELCO, Baosi, HANBELL, BAUER, BUMA, UNITED OSD, COMPS, Dongya, ECOAIR made their presence.

11,500 m²
Show scale

nearly **150**
No. of exhibitors

78,443
Professional visitors

Exhibitor analysis

Exhibit Analysis



- Compressor 41.6%
- Parts and Components of Compressor 35.6%
- Post-processing equipment for compressed air 16.5%
- Lubricants and related equipments 4.1%
- Other equipments 2.2%

Exhibitor feedback

Over **72%** exhibitors made successful sales and closed deals onsite.

Number of visitors at your stand

Very Satisfying	27%
Satisfying	57%
OK	5%
Others	11%

Number of in-depth discussions with trade visitors

Very Satisfying	18%
Satisfying	69%
OK	5%
Others	8%

Number of contacts with new potential customers

Very Satisfying	21%
Satisfying	65%
OK	9%
Others	5%

Overall Satisfaction

Very Satisfying	23%
Satisfying	50%
OK	15%
Others	12%



Voice from onsite

Visitors

Mr. Guan, Technician from Shanghai Forward Machinery Co., Ltd.

I'm very glad to attend ComVac ASIA this year. It was laid out in a special way and with rich exhibits. In particular, I appreciated the considerate services from staffs. I had a deep understanding of and made communications with many buyers through business negotiations organized during the event. I also collected some valuable market information.

Mr. Liu, Director of Electric Processing Department, Shanghai ZhenHua Heavy Industry Co., Ltd.

The visits for consecutive two years impressed me and our team. First, the PTC ASIA had a large scale. We only visited half of stands one day. Second, complete varieties of products. We could find all stands which displayed products interested us. Third, exhibitors showed high technological capability so that we could acquire all cutting-edge products and technologies we needed to learn.

Ms. Ling, Chief of Marketing Division, Shanghai Electric Group Co., Ltd.

This event impressed us with the latest technologies and development direction of modern manufacturing, and we learned a great deal. Our staffs were accessible to the latest technological information, and innovative development thinking in terms of digital manufacturing, unmanned manufacturing, as well as specialized products and services, experiencing the brand-new "intelligent manufacturing".

Exhibitors

Lou Junjie, General manager of BAOSI (BOSS) COMPRESSOR BUSINESS GROUP

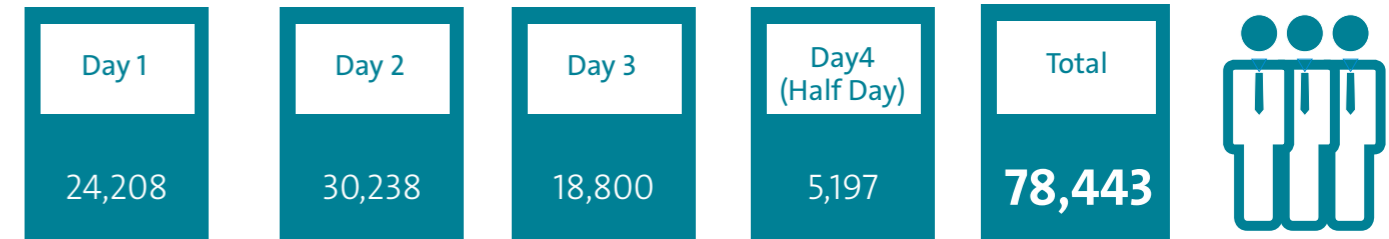
The annual ComVac ASIA in Shanghai gives a different feeling of us as exhibitors: overall arrangement of exhibition halls, communications and fusion of all industries, warmth of exhibitors and customers, innovative products and technologies. All of these show the quality and pattern of an international expo! Energy brings people into the high-efficient civilized age, but has an effect on our environment. Our BSC people is committed to energy saving, innovation and harmonious development. We carry forward the spirits of Maitreya culture! We strictly comply with the 6S management standards with dream and pursuit in every effort. Fusion and intergrowth, harmonious existence is our ultimate goal.collected some valuable market information.

Guo Zhenqiang, General Manager of Guangdong Baldor-tech Co., Ltd.

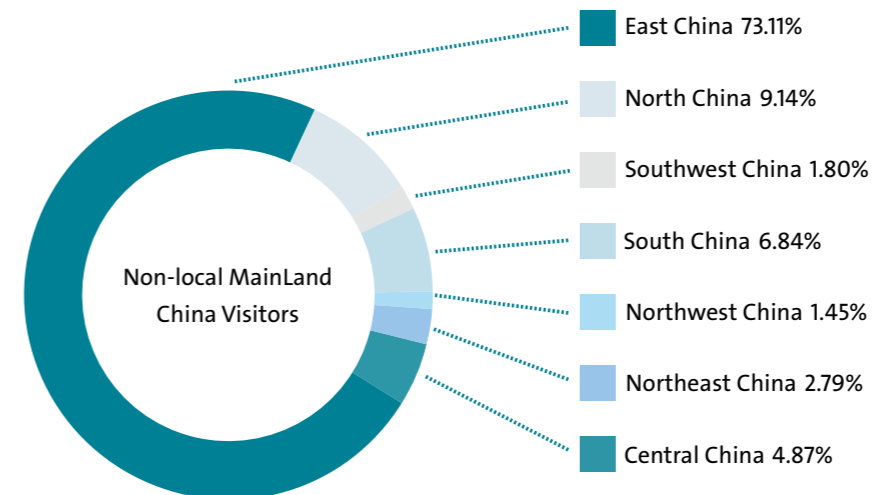
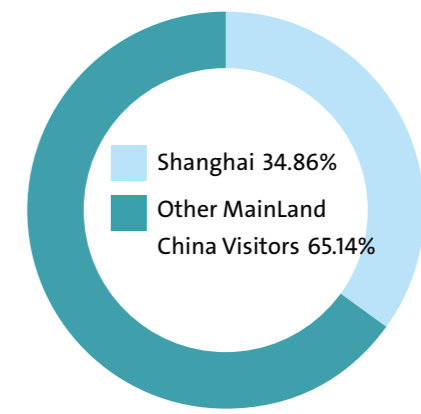
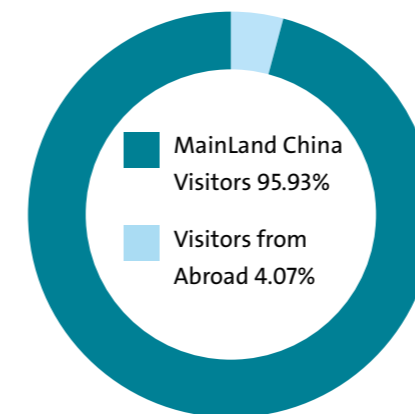
This is the fourth time in succession for me to attend the international compressor gathering. It is of the great importance that B&D joins in the event with the latest IoT-based air compressors as the first IoT + manufacturer accredited by the People's Government of Guangdong Province. The company has insisted on making energy-saving and intelligent air compressors since 2012. It is a difficult way to go. But the company has harvested a lot with years' efforts. The company has made breakthroughs in multiple patents in air compressor's intelligent system. During this ComVac ASIA, I saw many peers actively displayed their new technologies of air compressors, including new marketing modes. It is a good sign. Only with such spirits to create can our national industry grow for a long time, and compete with foreign brands in the world.

Visitor analysis

Visitor count



Locality of visitors



Visitor analysis

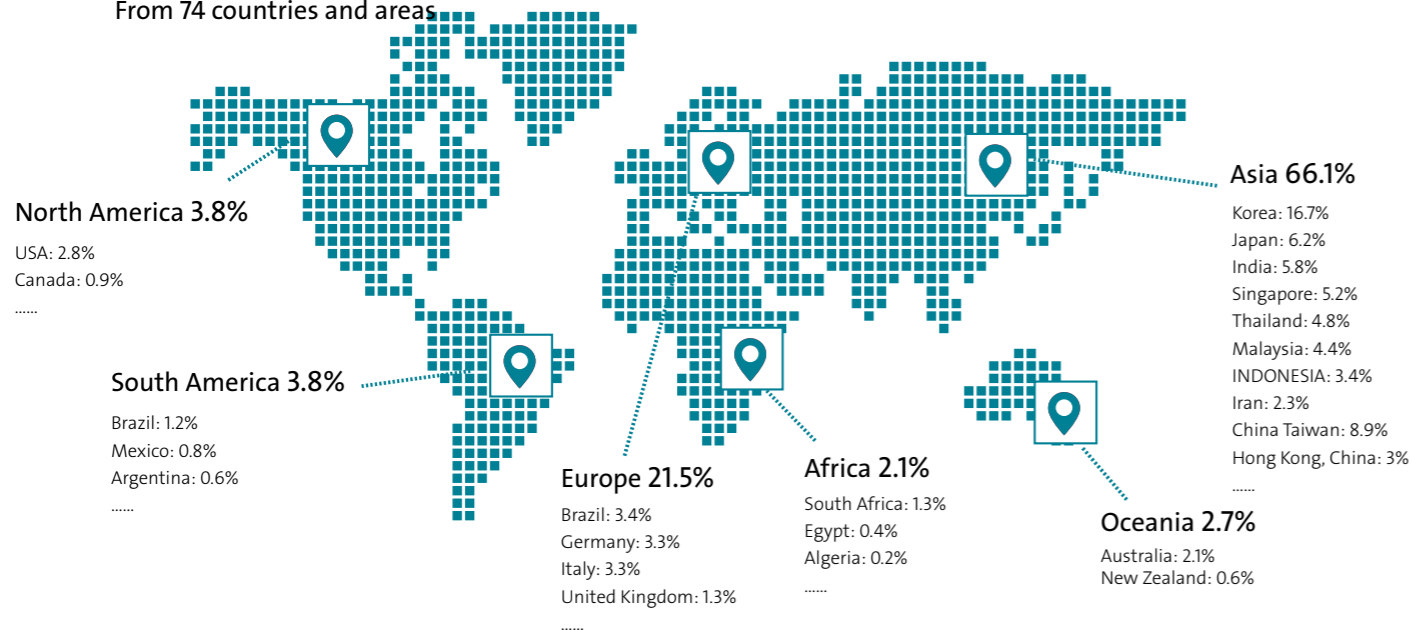
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Visitor analysis

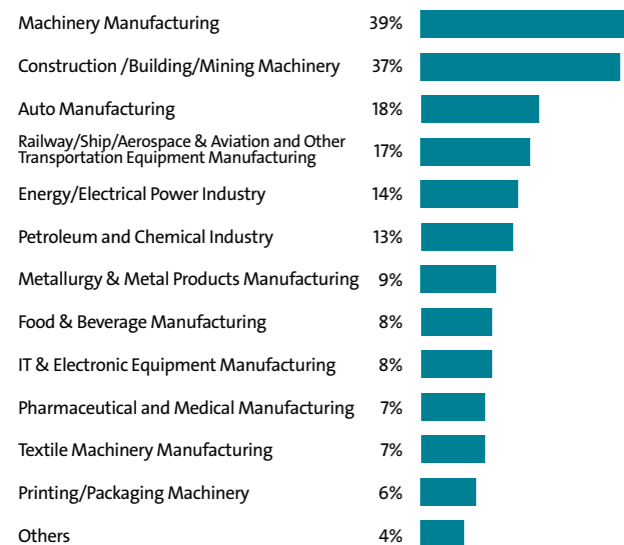
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Locality of visitors from abroad

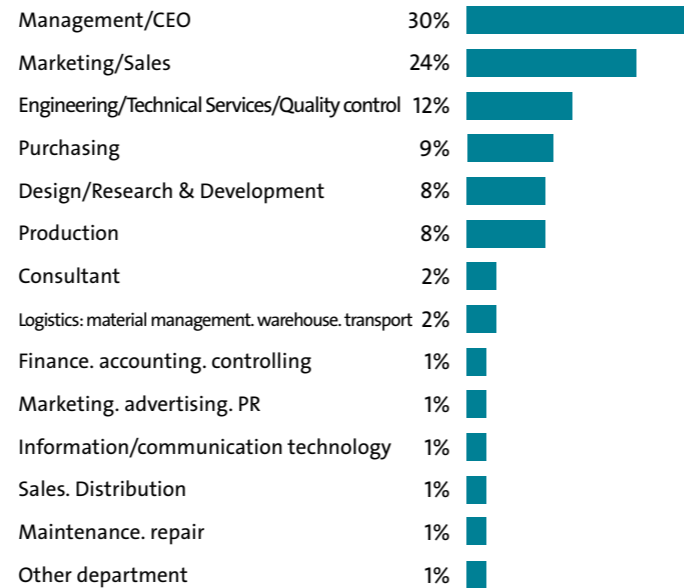
From 74 countries and areas



Visitor industries *



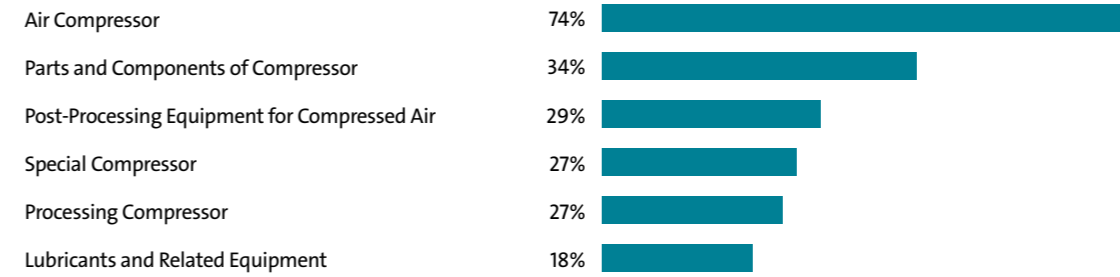
Job function *



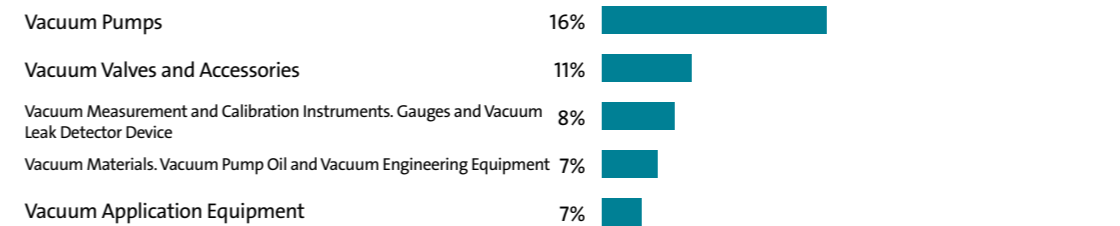
*Due to multiple choices, the total percentage is beyond 100%

Interested areas *

Compressed Air



Vacuum Technology

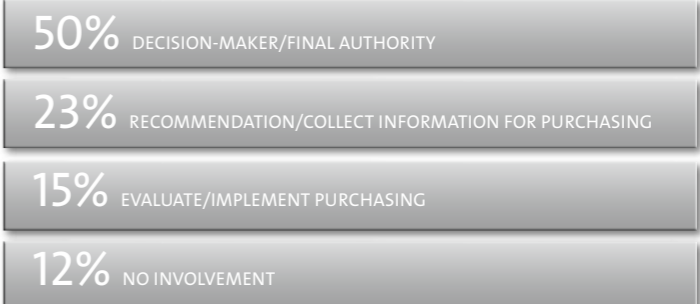


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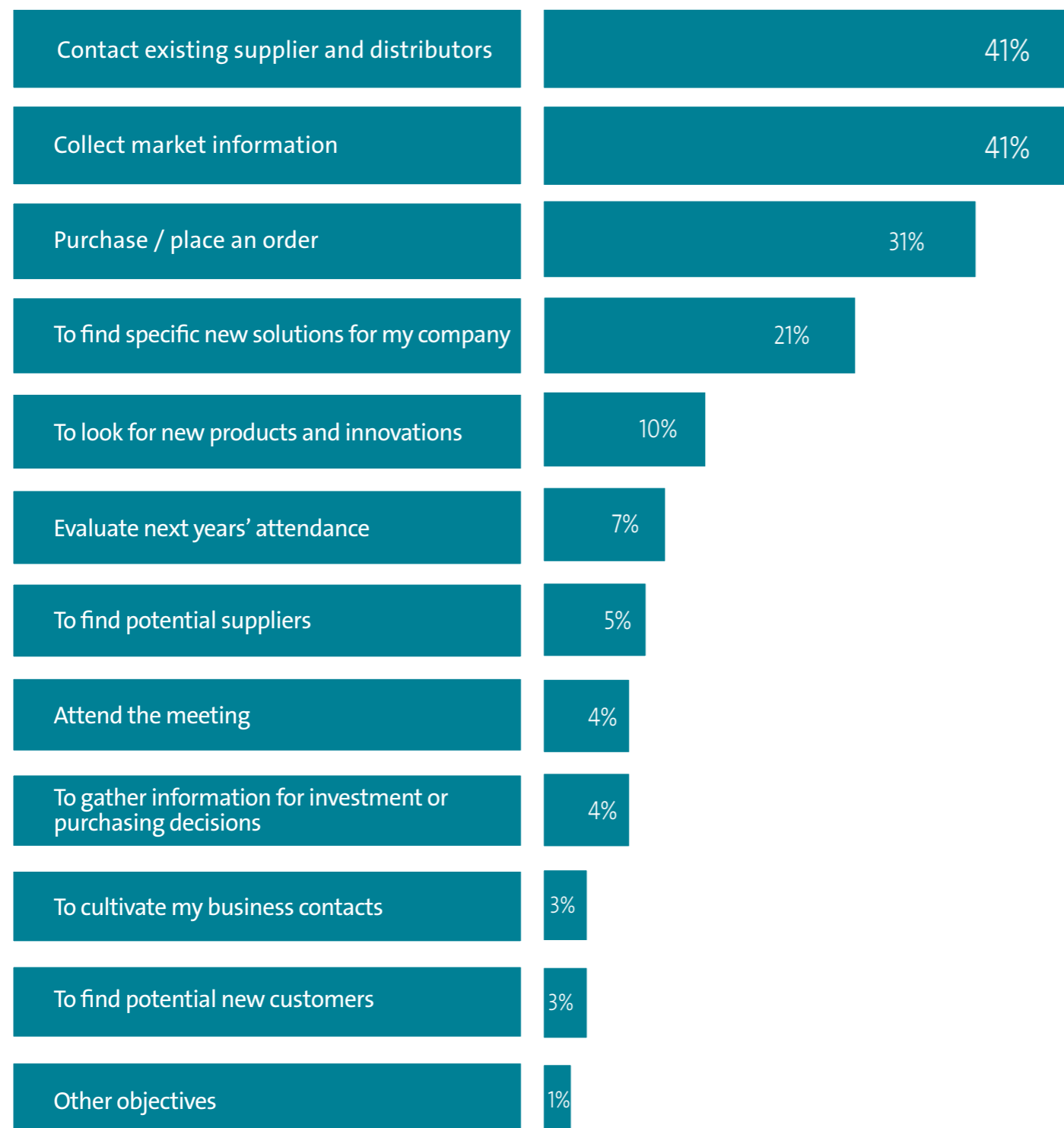
Role in decision-making



88% attendees were final & joint decision-maker or purchasing-related.



Visiting purposes *



*Due to multiple choices, the total percentage is beyond 100%



107

Buyer delegations



122

Matchmaking meetings



11

Forums

Subsidiary program – buyer delegation

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Delegations from: (part)

- | | |
|---|--|
| Xinxiang City Filter Association Delegation | AUOptronics (Kunshan) Co., Ltd. Delegation |
| Huzhou ShengLi Hydraulic Co., Ltd. Delegation | Suzhou Vary Electrical Science & Technology Co., Ltd. Delegation |
| Nantong Marine Machinery Group Co., Ltd. Delegation | Ningbo Xingjian Space Machinery Co., Ltd. Delegation |
| Shanghai ZhenHua Heavy Industry Co.,Ltd. Delegation | Wuxi Bühler Machinery Manufacturing Co., Ltd. Delegation |
| Shanghai Port Machinery Heavy Industries Co., Ltd. Delegation | Zhejiang CoTEK Robotics Co., Ltd. Delegation |
| iHydrostatics Delegation (Danfoss) | Wuxi Compressor Co.,Ltd. Delegation |
| Foxconn Technology Group Delegation | University of Shanghai for Science and Technology Delegation |
| Forest Advertising Kunshan Delegation | 8:15 No. 704 Insitute of China Shipbuilding Industry Corporation |
| Foxconn Technology Group Delegation | Shanghai KaiQuan Pump Group Co., Ltd. Delegation |
| Shanghai LanShi Heavy Machinery Co., Ltd. Delegation | CHINT Electrics Co., Ltd. Delegation |
| Forest Advertising Ningbo Delegation | 021jx Delegation |
| Nanjing ChenGuang Group Co., Ltd Delegation | Wuxi DeLin Marine Equipment Co., Ltd. Delegation |
| Hangzhou ConfirmWare Technology Co., Ltd. Delegation | AU Optronics (Kunshan) Co., Ltd. Delegation |
| Donghua University Delegation | Eurocrane (China) Co., Ltd Delegation |
| Forest Advertising Liushi Delegation | Zhejiang University Of Technology Delegation |
| Qingdao Choho Industrial Co., Ltd | Wuxi Compressor Co.,Ltd. Delegation |
| University of Shanghai for Science and Technology Delegation | Morimatsu Pharmaceutical Equipment Engineering |
| Suzhou DaFang Special Vehicle Co., Ltd. Delegation | Co., Ltd. Delegation |
| Nantong Rainbow Heavy Machineries Co., Ltd. Delegation | Shanghai Hitachi Electrical Appliances Co., Ltd. Delegation |
| Atlas Copco (China) Investment Co., Ltd. Delegation | Hangzhou Great Star Industrial Co., Ltd. Delegation |
| Southern Lubrication Hydraulic Equipment Co., Ltd. Delegation | |
| Wuxi DeLin Marine Equipment Co., Ltd. Delegation | |
| Shanghai BYD Co., Ltd. Delegation | |

* Listed in no particular order

Subsidiary program – matchmaking

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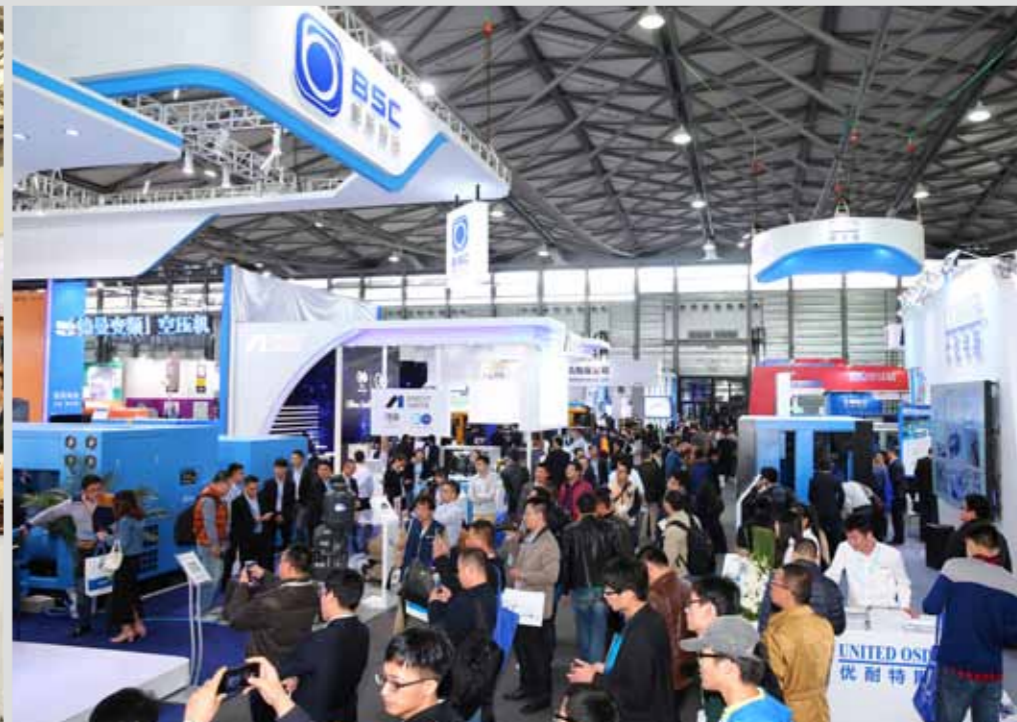
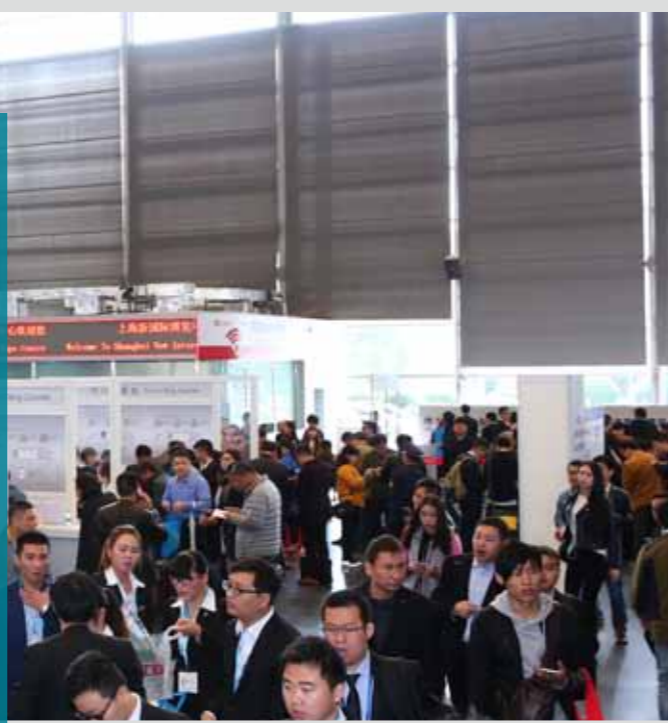
We set up **122** matchmaking meetings

- | | |
|---|--|
| Sanmen Jingfei Industry Co., Ltd. | Haian Lianyuan Machinery Manufacturing Co., Ltd. |
| Titan Machinery(shanghai) CO.,Ltd | Hunan Yiyang Zijiang Mechanical and Electrical Equipment Co., Ltd. |
| Shanghai Volant Tech&Trade Ltd. | Yantai Haiyuan Technology Co., Ltd. |
| Exalt Group | SurTec Metal Surface Treatment Technology (Hangzhou) Co.,Ltd. |
| Shanghai Jinxiang Hydraulic Equipment Co., Ltd. | Zunhua Shimen Xingsheng Machinery Factory |
| Baoding Haocheng General Equipment Sales Co., Ltd. | Anshan Kexin Yiqiyibiao Co., Ltd. |
| Lixin County Jing Sheng Tyading Co., Ltd | Yueqing Jingchuang Machinery Manufacturing Co., Ltd. |
| Suzhou Beidouxing Hydraulic Technology Co., Ltd | |
| Nanjing Soliner Hydraulic Components Co., Ltd | |
| Xiamen Lili Powder Metallurgy Co., Ltd. | |
| Qidong Southern Hydraulic & Lubrication Equipment Co., Ltd. | |
| Wujiang Prilong Mechanical and Electrical Equipment Co., Ltd. | |
| Changzhou Newnuro International Trading Co.,Ltd. | |
| Changzhou Youli Hydraulic Equipment Co., Ltd. | |
| Wuxi Anmai Construction Machinery Co., Ltd. | |
| Wuxi Pneumatic Technical Research Institute | |
| EP Equipment | |
| Jiangsu Xinyu Boheng Machinery Manufacturing Co., Ltd. | |

* Listed in no particular order

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Gallery



ComVac events worldwide

Leading Trade Fair Network for Compressed Air and Vacuum Technology.

GERMANY HANNOVER 24 - 28 APR 2017
CHINA SHANGHAI 31 OCT-3 NOV 2017
USA CHICAGO 10-15 SEP 2018

www.hannovermesse.de/worldwide



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MDA
SHENZHEN

MDA SHENZHEN

28 - 30 June 2017, Shenzhen Convention & Exhibition Center

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31 October - 3 November 2017, Shanghai New Int'l Expo Centre

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