Intelligent Manufacturing Leads Development, Innovation Creates Promising Future.

A Successful Close of ComVac ASIA 2018
Nearly 19,000 sqm
Show scale

100,616 Professional visitors

147 Matchmaking meetings

225 No. of exhibitors

13 Forums

87 Buyer delegations
A Strong Lineup of Compressor Themed Forum
As a benchmark event in Asia’s compressor sector, ComVac ASIA 2018 attracted 225 exhibitors with a display area of 19,000 sqm. The proportion of exhibition area for compressor (finished unit) products exceeded 50% of total exhibits again, with the present of Atlas Copco, Baosi, Bauer, IHI-SULLAIR, ANEST IWATA, Hanbell, Gramklin, Moair, Screw, CRRC, Honest, Stronix, Baldor-Tech and other famous compressor enterprises.

The Compressor Themed Forum sparkled at the show, focusing on three themes of “intelligent manufacturing”, “energy-saving and high-efficiency” as well as “technologically advanced and environmental protection”. Some leading compressor enterprises deeply analyzed the industrial development and brought their solution. Atlas Copco showcased their energy efficiency standard guideline of compressed air station. Dow Chemical shared the topic of Superior Deposit Control Lubricant Solution for Air Compressor. SPXFLOW discussed the breakthrough of refrigerated dryer technology. Baosi gave a quality identification of BAOSI 2.0 Version Screw Air Compressor. Besides, this year’s show invited the head of equipment from petrochemical and pharmaceutical enterprises to bring compressor’s industrial practice case and fault analysis for the first time.
Exhibitor analysis

- **Compressors**: 50.35%
- **Parts and Components of Compressor**: 27%
- **Post-processing equipment for compressed air**: 17.5%
- **Lubricants and related equipments**: 4.6%
- **Other equipments**: 0.55%

**Exhibitor feedback**

Over **87%** exhibitors made successful sales and closed deals onsite.

**Number of visitors at your stand**
- Very Satisfying: 35%
- Satisfying: 55%
- OK: 9%
- Others: 1%

**On-site contract ratio**
- Very Satisfying: 36%
- Satisfying: 57%
- OK: 6%
- Others: 1%

**Match with visitor**
- Very Satisfying: 51%
- Satisfying: 37%
- OK: 9%
- Others: 3%

**Overall satisfaction**
- Very Satisfying: 40%
- Satisfying: 35%
- OK: 17%
- Others: 9%
Visitor analysis

Locality of visitors

- Mainland China Visitors 91.5%
- Visitors from Abroad 7.6%
- Hong Kong Macau and Taiwan 0.9%

Locality of visitors from abroad

- Asia 56.1%
- Korea 13.9%
- Thailand 7.9%
- India 6.7%
- Malaysia 6.4%
- Japan 4.7%
- Vietnam 3.5%
- Indonesia 3.1%

- Hong Kong Macau and Taiwan 10.2%
- Taiwan China 8.5%
- Hong Kong China 1.7%

- North America 3.8%
  - USA 2.8%
  - Mexico 0.7%
  - Canada 0.3%

- South America 3.3%
  - Chile 1.0%
  - Ecuador 0.5%
  - Costa Rica 0.5%

- Europe 24.0%
  - Russia 6.2%
  - Germany 3.3%
  - Italy 2.6%
  - Turkey 1.6%

- Africa 1.4%
  - Yugoslavia 0.5%
  - Egypt 0.4%

- Oceania 1.2%
  - Australia 1.0%
  - Fiji Islands 0.2%

Mainland China Visitors

- Shanghai 27.0%
- Other Mainland China Visitors 73.0%

Other Mainland China Visitors

- East China 70.2%
- North China 9.1%
- South China 8.0%
- Central China 4.7%

- Northeast China 3.5%
- Southwest China 2.4%
- Northwest China 2.1%
Visitor analysis

**Visitor industries**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automobile Manufacturing</td>
<td>12.9%</td>
</tr>
<tr>
<td>Oceaneering/Shipbuilding</td>
<td>8.5%</td>
</tr>
<tr>
<td>Energy/Hydropower/Thermal power</td>
<td>5.3%</td>
</tr>
<tr>
<td>Refrigeration/Heating</td>
<td>44.8%</td>
</tr>
<tr>
<td>Construction/Building Materials</td>
<td>6.0%</td>
</tr>
<tr>
<td>Environmental science and technology</td>
<td>5.7%</td>
</tr>
<tr>
<td>Petro chemistry</td>
<td>3.4%</td>
</tr>
<tr>
<td>Metallurgy</td>
<td>6.2%</td>
</tr>
<tr>
<td>Construction machinery</td>
<td>4.3%</td>
</tr>
<tr>
<td>Pharmaceutical and Medical</td>
<td>8.2%</td>
</tr>
<tr>
<td>Food/Beverage</td>
<td>3.3%</td>
</tr>
<tr>
<td>Rail Transit</td>
<td>6.9%</td>
</tr>
<tr>
<td>Packaging/printing</td>
<td>9.5%</td>
</tr>
<tr>
<td>Aerospace @Aviation Manufacturing</td>
<td>4.2%</td>
</tr>
<tr>
<td>Textile machinery</td>
<td>8.8%</td>
</tr>
<tr>
<td>Others</td>
<td>8.6%</td>
</tr>
<tr>
<td>Electric power</td>
<td>2.3%</td>
</tr>
<tr>
<td>Oceaneering</td>
<td>0.6%</td>
</tr>
<tr>
<td>Shipbuilding</td>
<td>0.8%</td>
</tr>
<tr>
<td>Machinery manufacturing</td>
<td>7.8%</td>
</tr>
<tr>
<td>Electronic manufacturing</td>
<td>0.9%</td>
</tr>
</tbody>
</table>

**Interested areas**

<table>
<thead>
<tr>
<th>Area</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air compressor</td>
<td>60.1%</td>
</tr>
<tr>
<td>Processing compressor</td>
<td>23.4%</td>
</tr>
<tr>
<td>Special compressor</td>
<td>26.5%</td>
</tr>
<tr>
<td>Parts and components of compressor</td>
<td>38.9%</td>
</tr>
<tr>
<td>Post-processing equipment for compressed air</td>
<td>31.2%</td>
</tr>
<tr>
<td>Lubricants and related equipments</td>
<td>19.1%</td>
</tr>
<tr>
<td>Vacuum pumps</td>
<td>19.7%</td>
</tr>
<tr>
<td>Vacuum valves and accessories</td>
<td>14.8%</td>
</tr>
<tr>
<td>Vacuum measurement and calibration</td>
<td>10.7%</td>
</tr>
<tr>
<td>instruments, gauges and vacuum leak detector device</td>
<td>10.7%</td>
</tr>
<tr>
<td>Vacuum application equipment</td>
<td>10.9%</td>
</tr>
<tr>
<td>Vacuum materials, vacuum pump oil and</td>
<td>11.1%</td>
</tr>
<tr>
<td>vacuum engineering equipment</td>
<td></td>
</tr>
</tbody>
</table>

*The percentage is based on the number of visitors who answered this question, and the total percentage is beyond 100% due to some visitors made multiple choices.*
Visitor analysis

Job function

- Manufacture, production, quality control: 14.1%
- Purchasing, procurement: 15.1%
- Research and development, design: 11.5%
- Business/Company/general management: 14.2%
- Finance, accounting, controlling: 1.4%
- Information/communication technology: 2.4%
- Human Resources, Administration: 1.7%
- Sales, Distribution: 26.9%
- Marketing, advertising, PR: 4.7%
- Logistics, material management, warehouse, transport: 2.6%
- Maintenance, repair: 6.8%
- Other: 1.2%
- Management / CEO: 3.0%
- Engineering / Technical Services / Quality Control: 1.4%

Visiting purposes

- To get an overview of the market: 34.0%
- To look for new products and innovations: 34.7%
- To find specific, new solutions for my company: 37.5%
- Contact Existing Supplier and Distributors: 38.7%
- To gather information for investment or purchasing decisions: 13.9%
- Evaluate Next years’ attendance: 4.6%
- Purchase, place an order: 8.9%
- To find potential suppliers: 17.6%
- To find potential new customers: 14.3%
- To cultivate my business contacts: 4.1%
- Other: 1.0%

Visitor’s Purchasing Authority

88%

More than 88% visitors have direct or indirect influence on equipment purchase.

*The percentage is based on the number of visitors who answered this question, and the total percentage is beyond 100% due to some visitors made multiple choices.
**Voice from onsite**

### Visitors

**Mr. Qin Guozhong, Secretary General of Yancheng Dafeng Compressor Industry Association**

This year, the association has planned to organize 38 companies in the industry to visit ComVac ASIA 2018 in Shanghai. After hearing news, members of the association were highly motivated. Forty-nine people registered for the trip in less than two days, and many more companies are eager to get this opportunity. As this exhibition coincided with the first China International Import Expo, the entry routes and vehicle parking regulations were more complicated than ever. The organizer was enthusiastic and thoughtful. Besides sending badges and vehicle passes to us in advance, they sent a special person to take group pictures for us, guide the admission to the site, and prepared lunches for our team. The careful arrangement and close cooperation of the organizer have won unanimous praise of all. I would like to express heartfelt thanks to the organizer on behalf of the Association.

After the visit, all members said that the organization and conferences of this year’s exhibition were better than the previous ones. The numbers of enterprise and individual visitors are larger than the previous ones as well. The exhibitors displayed many new products. The technical forums organized during the exhibition captured hot spots of industry development. At the same time, the organizer’s awareness and actions on the protection of intellectual property rights impressed all exhibitors and visitors.

**Mr. Zhu Changyun, Director of Institute of Fluid Machinery, Jiangsu Leke Energy Saving Technology Co., Ltd.**

It is the first time that we have visited ComVac ASIA, but we’re amazed to see the advanced intelligent manufacturing practices of leaders and vanguards in the industry. We feel greatly benefited. We have had exchanges with professional people at the exhibition, which helps us better understand the trends and technologies of the industry. We are looking forward to more such exhibitions in the future, and wish the exhibition better and better!

**Mr. Xiang Quanshen, Quality Director of Jiangsu Vanguard Pharmaceutical Co., Ltd.**

On November 8, 2018, we visited ComVac ASIA 2018 under the organization of the exhibition’s organizer, and participated in the training of Pharmacy Enterprise Utility Engineering Design, Verification and Daily Management and Maintenance (Shanghai) Technology Exchange Conference in Shanghai during the exhibition. As the engineering equipment management personnel of a pharmaceutical company, we participated in the professional exhibition on air compressors for the first time, and learned the application knowledge of air compressors in various industries. I also learned about the development of a variety of domestic air compressors. In particular, I have focused on the working principle and usage of the oil-free air compressors commonly used in the pharmaceutical industry, and have gained a deeper understanding of the auxiliary machines and supporting equipment of air compressors.

This exhibition attracted a large number of exhibitors, including domestic and foreign manufacturers, and my eyes were dazzled by various advanced air pressure equipment and automatic control systems. We have collected more information through this visit, which will help our pharmaceutical company adopt more new equipment and new technologies in the implementation of engineering projects, especially the clean filtration technology of compressed air, air dehumidification and water removal technology, and energy conservation and consumption reduction technology. In the future, we may need more intelligent control and GMP data integrity requirements, and expect that more air compressor manufacturers will provide the pharmaceutical industry with more clean, oil-free, GMP-compliant air compressors!
Voice from onsite

Exhibitors

Mr. He Hao, National Sales Manager of Dry Filtration Division, SPXFLOW

In order to better serve the Chinese market and provide local customers with appropriate dry filtration solutions, our Korean team of experts came specially to China this time to support our activity. This exhibition provided a great opportunity for us to expand the awareness of our company and products, learn more about market dynamics, and communicate with customers and peers on advanced technologies and ideas.

Mr. Ge Jiguo, General Manager of Wuxi Pneumatech Air/Gas Purity Equipment Co., Ltd.

“One-stop shopping, continuous innovation and adaptive design” are the core value of Pneumatech. This exhibition allows customers to know our latest products face to face the first time. The interaction with customers has enabled us to get many suggestions and feedback from them, which provides a good product promotion platform for Pneumatech sales.

Mr. Zhang Haigang, General Manager of CRRC Beijing NanKou Co., Ltd.

This is the fourth time that our company has participated in ComVac ASIA, which boasts a large number of visitors and a high degree of specialty. Intelligent manufacturing is not about depriving people of jobs, but about adding more valuable jobs. We should embrace the change. For intelligent manufacturing, seeking quick success and instant benefits can only build castles in the air. We tend to pursue stability in development, namely, taking one step at a time. We expect to find partners with common values for products and form strategic alliances at ComVac ASIA.
Subsidiary program – conference

13 Forums

- Smart in Energy Saving
- Breakthrough of Refrigerated Dryer Technology
- Extreme Energy Saving During Compressor Life Cycle
- Fault Analysis and Judgement of Compressor in Actual Operation
- Are you ready for the energy efficiency standard guideline of compressed air station?
- BAOSI 2.0 Version Screw Air Compressor Quality Identification
- Rooted in China, IHI-Sullair is deeply committed to contributing to society through technology
- Breakthrough of Refrigerated Dryer Technology
- Application of Compressor Unit in Petrochemical Industry
- Safe and intelligent MOBO new energy air compressor, to help you develop new markets!
- Superior Deposit Control Lubricant Solution For Air Compressor
- UNITED OSD- the Road of Value Development
- Pharmacy Enterprise Utility Engineering Design, Verification and Daily Management and Maintenance (Shanghai) Technology Exchange Conference
Delegations from (part)

Yancheng Dafeng Compressor Industry Association
Shengang Compressor Manufacturing(Shanghai) Co. Ltd.
IHI-Sullair
WUXI XIYA COMPRESSOR CO., LTD.
Pan-Asia Gas Technology (Wuxi) Co. Ltd.
National Auto and Parts Export Base (Shanghai) visiting group
Atlas Copco (Wuxi) Compressor Co., Ltd.
Shanghai Academy of Spaceflight Technology power
Jiangsu LeKe Energy-Saving Technology Co., Ltd.
Ouryao pharmaceutica Forum visiting group
Ningbo Jingyi Miniature Axle Co., LTD
Wuxi Pneumatic Technology Research Institute Limited
Boneng Transmission (Suzhou) Co., Ltd.
Shanghai Electric (Group) CORP
Jiangsu Shen Qiang Special Equipment Co. Ltd.
Kyocera Enterprise Management Consulting (Shanghai) Co. Ltd.

Shanghai Dalong Machine Factory Co., Ltd.
Boge (Shanghai) Compressor Co. Ltd.
Shanghai Essence Compressor Co. Ltd.
Jiangyin Kaiye textile machinery manufacturing Co. Ltd
Jetpwr (Shanghai) Compression Machine Co. Ltd.
Shenzhen Inovance Technology Co., Ltd.
Shanghai Electrical Apparatus Research Institute/
Shanghai Electric System Energy Conservation
Engineering Research Center Co. Ltd.
Shanghai Baosong Heavy Machinery
Engineering (Group) Co. Ltd.
Hangzhou Lin’an Ju yuan Machinery Equipment Co. Ltd.
Chint Electric Co., Ltd.
Nantong Navigation Machinery Group Co., Ltd.
Flextronics Electronics Technology (Suzhou) Co., Ltd.
Hangzhou Federation of Industrial Economies

Shanghai Lanshi Heavy Industry Machinery Co. Ltd.
ZheJiang E-P EQUIPMENT Co. Ltd..
Shanghai Port Machinery Heavy Industries Co., Ltd.
Zhongshi Luoyang Heavy Machine Co., Ltd.
Wuxi Weifu Precision Machinery Manufacturing CO., LTD.
Anhui Jianghuai-Yinlian Heavy-Duty Construction Machine Co., Ltd.
Suzhou Hong’an Machinery Co., Ltd.
Green Intelligent Supply Chain Association of SIP Visiting Group
Confirmware Technology (Hangzhou) Incorporated
Nantong Herun Commerce and Trade Development Co., Ltd.
Kawasaki Precision Machinery (Suzhou) Ltd.
Wuxi Hailian Marine Fittings Co., Ltd.
Hangzhou 707 Technology Co., Ltd.
Changshu Peiyuan Packaging Equipment Co. Ltd.
Zhejiang Haimi Machinery Co. Ltd.
Match-making service

MTK Comercial Ltda
Dongguan Degang Electromechanical Co. Ltd.
Taizhou Keer Electromechanical Co., Ltd.
Shanghai CleaningEng Environmental Engineerir Co., Ltd.
Yancheng Kangyang Machinery Co. Ltd.
Nantong Aijin Energy-saving Technology Co., Ltd.
Shenyang Blower Group Shenlan Machinery Co. Ltd.
Heze Jinwankang Electromechanical Equipment Co. Ltd.
Shanxi Geres Mechanical and Electrical Technology Co. Ltd.
Jinjiang Aijia Refrigeration Equipment Co. Ltd.
Chengdu Fine Titanium Power Technology Co. Ltd.
Shanghai United Compressor Co., Ltd.
Hebei Kuangye Machinery Equipment Sales Co. Ltd.
Dalian Yongshan Power Equipment Co. Ltd.
Kunshan Luoman Machinery Technology Co. Ltd.
Ingersoll Rand
Baoding Lingtong Machinery Parts Manufacturing Co. Ltd.
Suzhou Haiyu Gas Equipment Co., Ltd.
Wuxi Pneumatech Air/Gas Purity Equipment Co., Ltd.
Zhenjiang Cosmos Vacuum Equipment Co., Ltd.
ZhenCheng Co. Ltd.
Shanghai Shentong Compressor Branch
HAOMI Power Equipment Co. Ltd.
Taiyuan Angelida Electrical and Mechanical Equipment Co. Ltd.
Shanghai Shangtian Machinery Equipment Co. Ltd.
Angelida Electrical and Mechanical Equipment Co. Ltd.
HeNan Aerospace Machinery Manufacturing Co., Ltd.
Atlas Copco (Shanghai) Trading Co., Ltd.
Shenyang Blower Works Group
Beijing Space Sanfa High Technology Co., Ltd.
Sponsors & Media Partners

- **Sponsors**

- **Co-organizer**

- **Cooperation Media & Websites**

*The names are in order without priority*
**STAND PRE-BOOKING**

**ComVac ASIA 2019**  
**Oct. 23-26, 2019**

<table>
<thead>
<tr>
<th>Company:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact:</td>
</tr>
<tr>
<td>Title:</td>
</tr>
<tr>
<td>Tel:</td>
</tr>
<tr>
<td>Fax:</td>
</tr>
<tr>
<td>MP:</td>
</tr>
<tr>
<td>Email:</td>
</tr>
<tr>
<td>Products:</td>
</tr>
</tbody>
</table>

Planned exhibition for 2018: ________________ qm

Hannover Milano Fairs Shanghai Ltd.  
Rm. 301 B&Q Pudong Office Tower 393 Yinxiao Rd.  
Pudong Shanghai 201204, P.R. China  
Contact: Ms. Lily Xu  
Tel. +86-21 5045 6700*264  
Fax +86-21 5045 9355/6886 2355  
Email: comvac-asia@hmf-china.com

Deutsche Messe AG  
Messegelände, 30521 Hannover, Germany  
Contact: Mark Decker  
Tel. +49-511-89 31127  
Fax +49-511-89 32417  
Email: mark.decker@messe.de

Please note that this document serves as a pre-booking of space for ComVac ASIA 2019. It doesn’t serve as a legally binding document. Official APPLICATION FORM will be ready in due time and will be sent to you shortly.
ComVac ASIA
23 - 26 October 2019, Shanghai New International Expo Centre
www.comvac-asia.com