

VISITOR BREAKDOWN BY COUNTRY/REGION

	COUNTRY / REGION	Total No.	% (on total)
1	China Shanghai	9469	59.39%
2	China Other	4368	27.40%
3	Japan	353	2.21%
4	Korea	286	1.79%
5	India	221	1.38%
6	Thailand	105	0.65%
7	Taiwan Region	97	0.60%
8	Malaysia	83	0.52%
9	United States Of America	76	0.47%
10	Singapore	70	0.43%
11	Russia	58	0.36%
12	Indonesia	55	0.34%
13	Philippines	50	0.31%
14	Hong Kong SAR	49	0.31%
15	Australia	47	0.29%
16	Iran	40	0.25%
17	United Kingdom	38	0.24%
18	Brazil	37	0.23%
19	Germany	37	0.23%
20	Turkey	31	0.20%
21	Italy	24	0.15%
22	Poland	20	0.13%
23	Spain	20	0.13%
24	United Arab Emirates	20	0.13%
25	Saudi Arabia	15	0.12%
26	New Zealand	13	0.10%
27	Israel	12	0.09%
28	Egypt	11	0.07%
29	Netherlands	11	0.07%

	COUNTRY / REGION	Total No.	% (on total)
30	Bangladesh	11	0.07%
31	Pakistan	11	0.07%
32	South Africa	11	0.07%
33	Venezuela	11	0.07%
34	Colombia	10	0.06%
35	France	10	0.06%
36	Vietnam	10	0.06%
37	Chile	9	0.06%
38	Mexico	9	0.06%
39	Syria	9	0.06%
40	Austria	8	0.05%
41	Jordan	8	0.05%
42	Sri Lanka	8	0.05%
43	Uzbekistan	8	0.05%
44	Canada	6	0.04%
45	Cyprus	6	0.04%
46	Argentina	5	0.03%
47	Czech Republic	5	0.03%
48	Mongolia	5	0.03%
49	Romania	5	0.03%
50	Switzerland	5	0.03%
51	Finland	4	0.02%
52	Myanmar	4	0.02%
53	Qatar	3	0.02%
54	Algeria	2	0.02%
55	Bulgaria	2	0.02%
56	Croatia	2	0.02%
57	Estonia	2	0.02%
58	Fiji	2	0.02%
59	French Polynesia	2	0.02%
60	Ireland	2	0.02%

	COUNTRY / REGION	Total No.	% (on total)
61	Kenya	2	0.02%
62	Morocco	2	0.02%
63	Nigeria	2	0.02%
64	Norway	2	0.02%
65	Samoa Eastern	2	0.02%
66	Sweden	2	0.02%
67	Afghanistan	1	0.01%
68	Bahrain	1	0.01%
69	Belgium	1	0.01%
70	Costa Rica	1	0.01%
71	Ethiopia	1	0.01%
72	Guinea	1	0.01%
73	Kuwait	1	0.01%
74	Laos	1	0.01%
75	Latvia	1	0.01%
76	Lebanon	1	0.01%
77	Lithuania	1	0.01%
78	Nepal	1	0.01%
79	New Caledonia	1	0.01%
80	Peru	1	0.01%
81	Portugal	1	0.01%
82	Somalia	1	0.01%
83	Sudan	1	0.01%
84	Surinam	1	0.01%
85	Tajikistan	1	0.01%
86	Uganda	1	0.01%
87	Yemen	1	0.01%
	TOTAL	15944	100.00%

VISITOR BREAKDOWN BY JOB TITLE / FUNCTION	
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<u>Job Title / Function</u>	<u>Percentage (%)</u>
Managing Director / General Manager / Partner	24.19
Technical Management / Engineer/ Plant Manager	19.19
Production / Quality Control Manager	11.64
Marketing / Sales Manager	19.61
Purchasing Manager	16.57
Research & Development	5.65
Press	1.10
Others	2.04
Total	100.00

VISITOR BREAKDOWN BY COMPANY'S MAIN BUSINESS ACTIVITY

<u>Main Business Activity</u>	<u>Percentage (%)</u>
Manufacturing, Processing & Packaging	
General Food, Vegetable, Fruits, Meat, Frozen Food	6.24
Confectionery, Snack / Convenience Food	2.74
Electronics	4.73
Industrial goods	3.61
Consumer goods	2.87
Printing materials	0.88
Packaging Materials	4.60
Contract Packer Using	
Glass packaging	1.37
Paper Packaging	2.18
Plastic Packaging	2.74
Printing	1.67
Machinery distributor / wholesaler / importer	5.49
Machinery, equipment and accessories manufacturing	11.64
Logistics	1.26
Consulting Services	1.39
Beverage Brewing & Liquid Processing & Packaging	
Beverage Manufactures	10.66
Breweries	2.37
Carbonated Drink Manufactures	2.28
Chemicals Manufacturers	1.99
Contract Packers	4.00
Daily Chemical Manufacturers	3.92
Edible Oils Manufacturers	0.90
Fruit and Vegetable Juice Manufacturers	2.88
Healthcare Products Manufacturers	2.73
Metal Packers	1.29
Milk, Liquid Dairy Manufacturers	2.00
Plastic Packaging Products Manufacturers	1.65
Pharmaceutical Products Manufacturers	2.14
Seasonings & Sauces Manufacturers	0.80
Trading Companies	2.27
Wine & Sprints Manufacturers	0.75
Others	3.95
Total	100.00

BREAKDOWN OF PRODUCTS / SERVICES TO BE SOURCED BY VISITOR

TOTAL NO OF PRODUCT ENQUIRIES: 36,187

Products / Services

No. of Indicating Interest

Solids Processing

Canning Technology	291
Cosmetics Processing	311
Daily Chemical Processing	368
Dehydrating Equipment	286
Food Ingredients / Additives / Flavours	420
Food Processing Machinery	789
Health Supplements Processing	196
Meat Processing Machinery	196
Pharmaceutical Processing	276
Production Control & Quality Maintenance	390
Sanitary System	175
Others	205

Solids Packaging

Adhesive Equipment	369
Carton Packing Machines	712
Cosmetic packaging	331
Daily Chemical Packaging Machinery	326
Depalletizers, Palletizers	312
Form, fill & seal technology	404
Glass packaging materials	257
Metal packaging	355
Packaging machinery (food)	1257
Packaging machinery (non-food)	830
Packaging Materials, Containers	624
Packaging materials (food)	720
Packaging materials (non-food)	514
Paper & board packaging	438
Pharmaceutical packaging machinery	375
Plastic packaging machinery	519
Plastic packaging materials	415
Snack & confectionery packaging	320
Wrapping & strapping systems	610
Other packaging technology	172

Printing

Bar coding	621
Cardboard Printing	329
Coding, Marking Machines	497
Labellers	585
Laser Printing	445
Metal Press	249

Printing & labelling materials	496
Printing & labelling technology	450
RFID	193
Other printing technology	215

Logistics Manufacturing and Factory Services

Assemblies & Components	312
Automation & control	645
Consulting Services	174
Measurement & Analysis & Inspection	287
Plant Design & Consultancy	319
Quality Maintenance	279
Storage, Handling & Logistic	386
Others	811

Complete Liquid Processing Production Systems

Beer Production	825
Bottled Water Production	652
Carbonated Drinks Production	391
Cosmetics Production	483
Dairy Production	522
Daily Chemical Production	585
Fruit and Vegetable Juice Production	514
Microbrewery System	219
Pharmaceutical Production	491
Tea & Coffee Drinks Production	415
Wine Production	193
Yogurt Production	340

Liquid Packaging Single Machines

Aseptic Packaging Machines	930
Auxiliary Machines	402
Bottle Filling and Sealing Machines	456
Bottle Washing Machines	330
Brewing Plants	200
Can Filling Machines	380
Cap Production Systems	358
CIP & Cleaning Systems	350
Crators, Decrators	280
Design and Research	322
Dispensing System	160
Filling Machines	566
Filtration, Separation Machines	245
Gable Top Packaging Machines	232
Heat Exchangers	203
Homogenisers	202
Injection Moulding Machines	325
KEG Cleaning and Filling Machines	125
Mixing Machines	244
Pasteurizers	286
PET Fillers	373
PET / PP Blow Moulding Machines	410

Processing and Quality Control Systems	301
Pumps, Pipes, Valves and Accessories	391
Raw Materials, Ingredients	330
Rinsing Machines	234
Sterilization Machines	261
UHT Sterilization	195
Water Treatment Systems	238
Yeast / CO2 Recovery Systems	62
Others	110

Total	36,187
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Note: Visitors may have indicated more than one product / service they were interested to source.

BREAKDOWN OF VISITORS' COMPANY PRESENT PURCHASING PRACTICE

<i>Item</i>	<i><u>Percentage (%)</u></i>
We will purchase new machines / materials with the next 12 months	30.99
We are sourcing imported machines / materials	26.51
We are sourcing Chinese made machines / materials	19.06
We have no plans to purchase new machines / materials with the next 12 months	23.44
TOTAL	100.00%
