

POST SHOW REPORT 2011

17-19 November 2011 | Jakarta International Expo (JI EXPO)



HVACR, PROCESS SYSTEMS, WATERTECH & WASTETECH INDONESIA 2011 - EVENT OVERVIEW

The three-in-one Industrial Event, HVACR (Heating & Ventilation, Air-Conditioning, Air-Filtration, Purification and Refrigeration), Process Systems (PS) and Watertech & Wastetech, Indonesia 2011 closed its doors with resounding success on 19th November 2011 at the Jakarta International Expo (JI Expo), Kemayoran, Central Jakarta. The three-day trade event has doubled in size since its inaugural staging in 2009, highlighting the participation of leading industry manufacturers and distributors from over 150 exhibiting organisations and representing companies from 13 countries including Australia, Belgium, China, Germany, Hong Kong, Indonesia, India, Italy, Korea, Malaysia, Singapore, Taiwan and Thailand.

Aside from the trade exhibition, the three-day event which took place from 17-19 November 2011 hosted three key conferences focusing on industry updates on the latest trends, policies and case studies for the Water, Process Systems and HVAC industry sectors. The trade exhibition attracted over 3600 visitors and participants from 26 countries.

Ms. Rosalind Ng, Managing Director (Asia) of IIR Exhibitions Pte Ltd, remarked, "We are pleased that HVACR, Process Systems and Watertech & Wastetech, Indonesia 2011 have successfully become an international trade exhibition and forum that connects manufacturers and distributors, decision makers, and industry leaders, offering opportunities for establishing new alliances and sales connections whilst strengthening existing business ties all under one roof."

Exhibitor Quote

HVACR Indonesia is an excellent platform in Indonesia to identify potential customers and industry competitors in Indonesia as it provides a focused exhibit and visitor profile

Mr. Peh Jing Peng
Multico Equipment & Parts Pte Ltd

FACTS @ A GLANCE

SHOW DATES	17-19 November 2011
VENUE	Jakarta International Expo (JI EXPO), Halls B1 and B2, Jakarta, Indonesia
FLOOR SPACE (GROSS)	3200 sqm
No. OF EXHIBITING ORGANISATIONS	154
EXHIBITING COUNTRIES	13
TOTAL No. OF VISITORS	3613

Jointly Organised by

EXHIBITOR ANALYSIS

Exhibitors from three major industry shows, HVACR (Heating, Ventilation, Air-Conditioning, Air-Filtration and Purification and Refrigeration Systems), Process Systems (Pumps, Valves, Compressors and Fluid Power) and Watertech & Wastetech (Water, Wastewater and Waste Management) converge to showcase the latest in urban environmental solutions and technologies over the three-day event.

EXHIBITOR PROFILE



HVACR

- Acoustic Insulation
- Air Conditioning Equipment
- Air dryer
- Air Handling Units
- Air Passages, Ventilation Gratings, Air Inlets/ Outlets
- Ammonia Refrigerating Equipment
- Blowers
- Burners and Accessories
- Chillers
- Cleaning Equipment
- Clean Room Equipment
- Cold Stores, Frozen Food Stores
- Cooling Tower
- Cooling Units
- Ducting Systems
- Heating Equipment
- Heat Exchanger
- Heat Pumps
- Frozen Food Processing Equipment
- Humidifiers /Dehumidifiers
- Hydronic heating Equipment
- Ice & Flakes Makers
- Refrigerants, Charging & Recovery Units Control Systems
- Refrigerated Containers
- Refrigeration Systems for Transportation
- Screw Compressors
- Others

Exhibitor Quote

This trade exhibition is definitely a worthwhile investment to participate as it provides an excellent opportunity for exhibitors to foster and reinforce ties and relationships between existing customers, potential partners and subsidiaries.

Mr Ryandi Irawan
Managing Director,
PT. Bumi Cahaya Unggul

We have been supporting HVACR Indonesia since its inception and are very proud to recommend this as a must-attend trade platform for those keen to invest in HVACR, Process Systems and Watertech & Wastetech industry in Indonesia!

Mr. Bambang W. Sudiro
Managing Director, CEO
P.T Infiltraco Murni



PROCESS SYSTEMS (PS)

- Adaptors, Couplings & Pipelines
- Air & Gas Compressors
- Air Cylinders
- Airflow Technology
- Compressor Repair Equipment
- Control Panel
- Clutches, Speed Controllers, Gearboxes, Reducers
- Engine & Motors
- Environmental Protection Equipment
- Expansion Joints
- Filtration Products
- Flow Control Technology
- Hoses & Clamps
- Hydraulic & Pneumatic Equipment
- Meter & Gauges
- Packing Material & Seals
- Pipes, Tubes & Pipelines
- Pulsation Dampers
- Pumps for all types of Applications
- Valves & Fitting
- Valves Repair Equipment
- Others

EXHIBITOR SUCCESS

95% of exhibitors stated that HVACR/PS/WWT plays an important role in their marketing activities within the region.

74% of Exhibitors were impressed with the quality and demographic of visitors attending the trade event.

70% of Exhibitors stated that the event was successful in meeting their overall business objectives.

82% of Exhibitors stated they were successful in establishing new business contacts for future sales.



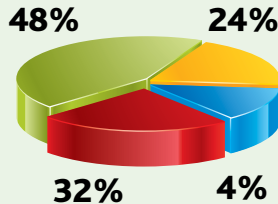
WATERTECH & WASTETECH (WWT)

- Education and Research
- Irrigation
- Measurement, Process Control and laboratory Techniques
- Membrane and Fittings
- Point of Use
- Service & Others
- Solid Waste Management
- Water and Sewage

EXHIBITOR ANALYSIS



MAIN REASON FOR EXHIBITING



Generate Sales Leads for Future Business

- Currency (USD)
- 10K - 100K
 - 200K - 500K
 - 1M - 2.7M
 - 18M and above

95%

Establish a Business Presence in the Indonesian Market

OTHER REASONS FOR EXHIBITING

- Raise Profile of Company & Services
- Meet Existing Clients
- Launch New Products/Services
- Access Market Situation
- Seek Agents/Distributor
- Secure Orders
- Seek Joint Venture Partners
- Others

Exhibitor Quote

It is our first time exhibiting at this event and we are very satisfied with the outcome. We will definitely consider returning to exhibit again!

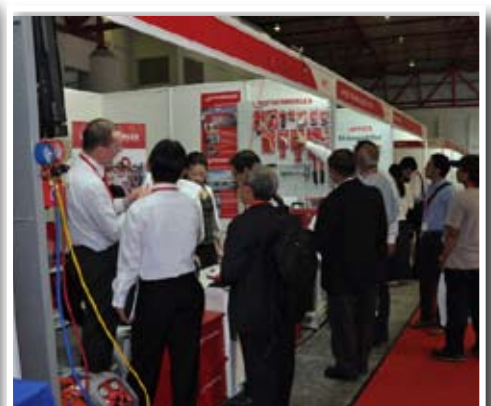
Mr. Akram Mohamed Yaslam
Sr. Sales Engineer,
Clean Air & Fluid System Sdn Bhd

Our key objective was to meet our existing customers and develop relationships with potential clients. We have been successful in showcasing existing products as well as new product samples which have yet to be released to the Indonesian market to interested buyers on the trade floor.

We have also achieved success in generating interest in purchasing and new product acquisition to potential customers on the trade floor.

*The **Technical Seminars** are an excellent platform to increase awareness and mindshare on our commercial and residential applications, products and solutions.*

Mr. Dick Aarden
Light Commercial Advisor,
PT Topjaya Sarana Utama

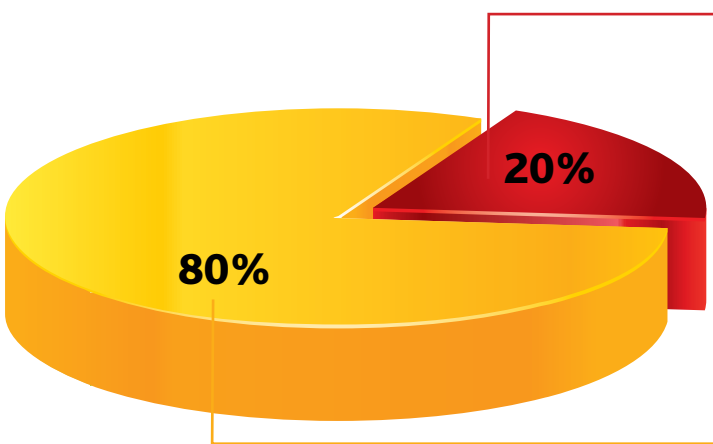


VISITOR ANALYSIS

The three-in-one Industrial Event, HVACR, Process Systems (PS) and Watertech & Wastetech Indonesia 2011 received strong support from local Indonesian government, regional associations and supporting partners making it a resounding success.

Over 3600 visitors and participants from 26 countries were treated to an inspiring showcase of the latest technologies, products and solutions in the Heating & Ventilation, Air-Conditioning, Air-Filtration, Purification, Refrigeration, Process Systems as well as Water and Wastewater industrial sectors.

HVACR, PROCESS SYSTEMS, WATERTECH & WASTETECH INDONESIA 2011 VISITORSHIP BY COUNTRY



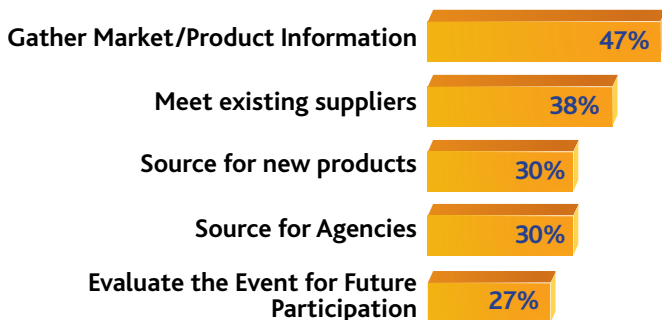
OVERSEAS VISITORS

- ASIA PACIFIC
- CHINA
- HONG KONG
- INDIA
- JAPAN
- KOREA
- MALAYSIA
- PHILIPPINES
- SINGAPORE
- TAIWAN
- THAILAND
- EUROPE
- USA

LOCAL VISITORS

- INDONESIA

TOP 5 REASONS TO VISIT THE SHOW



Exhibitor Quote

We are happy to see that the quality of visitors remains to be good even though the show has expanded in size.

Mr. Axel Geissler
General Manager, PT. Bitzer Compressors Indonesia

WHICH EXHIBITION ARE YOU VISITING?	PERCENTAGE
HVACR Indonesia 2011	35.5%
Process Systems Indonesia 2011	27.2%
Watertech & Wastetech Indonesia 2011	37.3%

99% of Visitors have expressed interest to attend HVACR, Process Systems and Watertech & Wastetech Indonesia 2012

VISITOR ANALYSIS

VISITOR PROFILE

HVACR

- Agents & Distributors
- Architects
- Building Professionals
- Buyers
- Contractors
- Environmental Specialists
- Government Agencies
- Mechanical & Electrical Consultants
- Professional Engineers
- Trade Associations
- Others

PROCESS SYSTEMS (PS)

- Business Owners
- Government Agencies
- Head of Engineering Departments
- M&E Consultants
- President/CEO/MD
- Professional Engineers
- Purchasers/Buyers
- Others

WATERTECH & WASTETECH (WWT)

- Business Owners
- Government Agencies
- Head of Engineering Departments
- M&E Consultants
- President/CEO/MD
- Professional Engineers
- Purchasers/Buyers
- Others

Exhibitor Quote

I like Socialwalk because it opens up the market and enables me to reach out to relevant buyers

Amy Lin
Asian First Refrigeration Corp, Taiwan

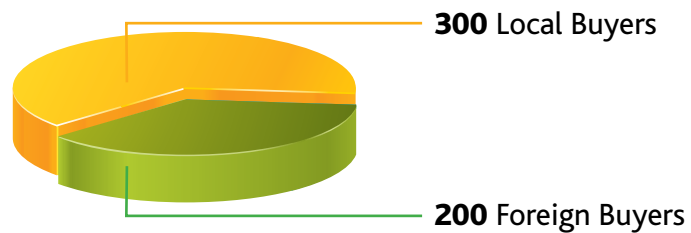
I like Socialwalk because it can help in marketing of our company's brand

Yong Vann Lai
Assistant General Manager, Netzsch

This platform proved to be useful for both exhibitors, buyers and visitors attending the event. Over 200 business connections were made over the three-day trade exhibition.

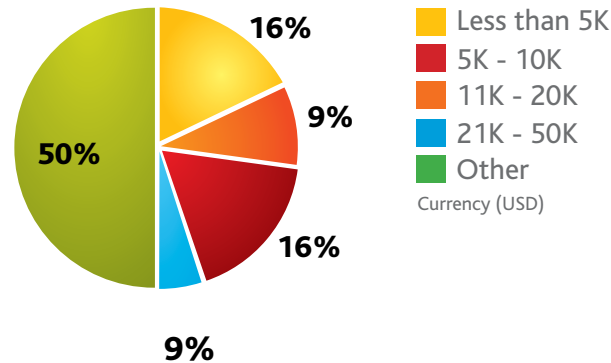
BUSINESS MATCHING REPORT

- **Estimated Number of Meetings with buyers**
 - A total of **500** meetings with buyers were held over the 3 days :

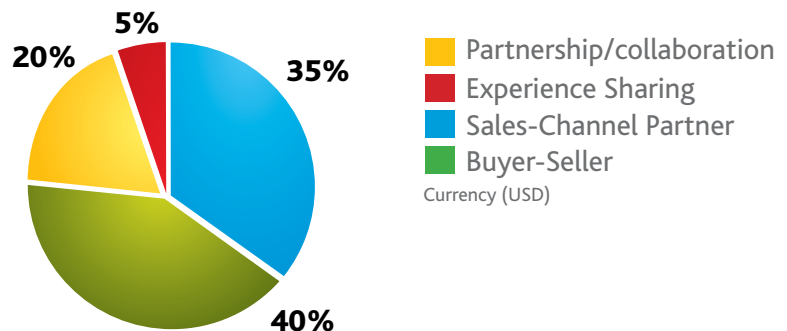


- A total of USD **1.16M** of trade was generated at the event

- **Average Value of Trade Discussed During Deals:**



- **Nature of Discussions between Exhibitors & Buyers**



- **384** responses were made to **207** buyer requests at the three-day event

OVERVIEW OF CONFERENCES

Aside from the trade exhibition, a series of thought provoking conferences were organised to facilitate the exchange of critical knowledge and market intelligence amongst trade participants.



Mr. Tony O Lubis making his Opening Remarks

HVACR Design and Operation for Green Buildings: Technologies for Improving Energy Efficiency and Sustainability

Featuring 17 industry leaders and experts, the HVACR Indonesia 2011's Conference on Green Building Technologies connected market players, policymakers and industry analysts in a series of fruitful seminar sessions & discussions over two days.



Delegates attending the talk on "Biogas as an Alternative form of Renewable Energy"

Process Systems Indonesia Customised Workshops

The customised one day workshop on fluid, air and gas handling was conducted at full capacity as delegates networked and leveraged on topics ranging from flood pump management systems, pumping station designs as well as biogas as an alternative form of renewable energy.



Delegates at the Asia Water Summit Keynote Address



Governor of DKI Jakarta Fauzi Bowo Delivering his Keynote Address at Asia Water Summit

Asia Water Summit

The Asia Water Summit featured over 20 local and international speakers who connected industry experts, local government officials, environmental consultants, engineers, purchasers and buyers to the best breed of technologies and solutions for projects and facilities in the water sector whilst raising awareness on widespread water and wastewater concerns on local, regional and global levels.

The Governor of DKI Jakarta, Fauzi Bowo presented a keynote address which opened this Summit. He stated that the industry has a role to play in water management by bridging government policies and implementation. He commented that, "A strong Jakarta will be able to sustain itself in its water solutions capabilities by investing in water-related efforts as investments in environmental sustainability and water management will help prevent water-related disasters and will help grow the economy."

Major players in the local and International water sector were present at the Summit. The public sector was led by the Indonesian Ministry of Public Works – agencies under its supervision as well as state enterprises responsible for carrying out major water projects in the country. The Summit was also supported by Indonesian Water Supplier Association (PERPAMSI) where majority of its 402 members are Indonesian state-owned regional water companies (PDAM) with active participation from private water operators such as PT PAM Lyonnaise (Palyja) and PT Aetra Air Jakarta. Key water stakeholders such as political decision-makers, water companies and organisations, water experts and practitioners also participated actively at the summit.



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KEY ACTIVITIES

INDUSTRY NETWORKING COCKTAIL

VIP guests, industry & trade association representatives, conference delegates, speakers and exhibitors gathered together in a more relaxed and conducive setting for an evening of networking and fostering of business alliances.

TECHNICAL SEMINARS

Designed to provide the highest mileage in increasing awareness of their products, services, applications, solutions and technologies, the technical presentations provided a spotlight on product highlights and market opportunities to a captive audience.

CONFERENCE NETWORKING LUNCHEON

Speakers and delegates were treated to a scrumptious array of Indonesian cuisine as they further explored industry updates and knowledge exchange with each other.

Don't Miss the Next Staging of
HVACR, Process Systems and Watertech & Wastetech Indonesia 2012!
Nov 2012, Jakarta, Indonesia

Book your Stand Now to Secure your Premier Location!

*For Space Bookings and More Information,
please contact the HVACR, Process Systems and Watertech & Wastetech Indonesia Team*

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