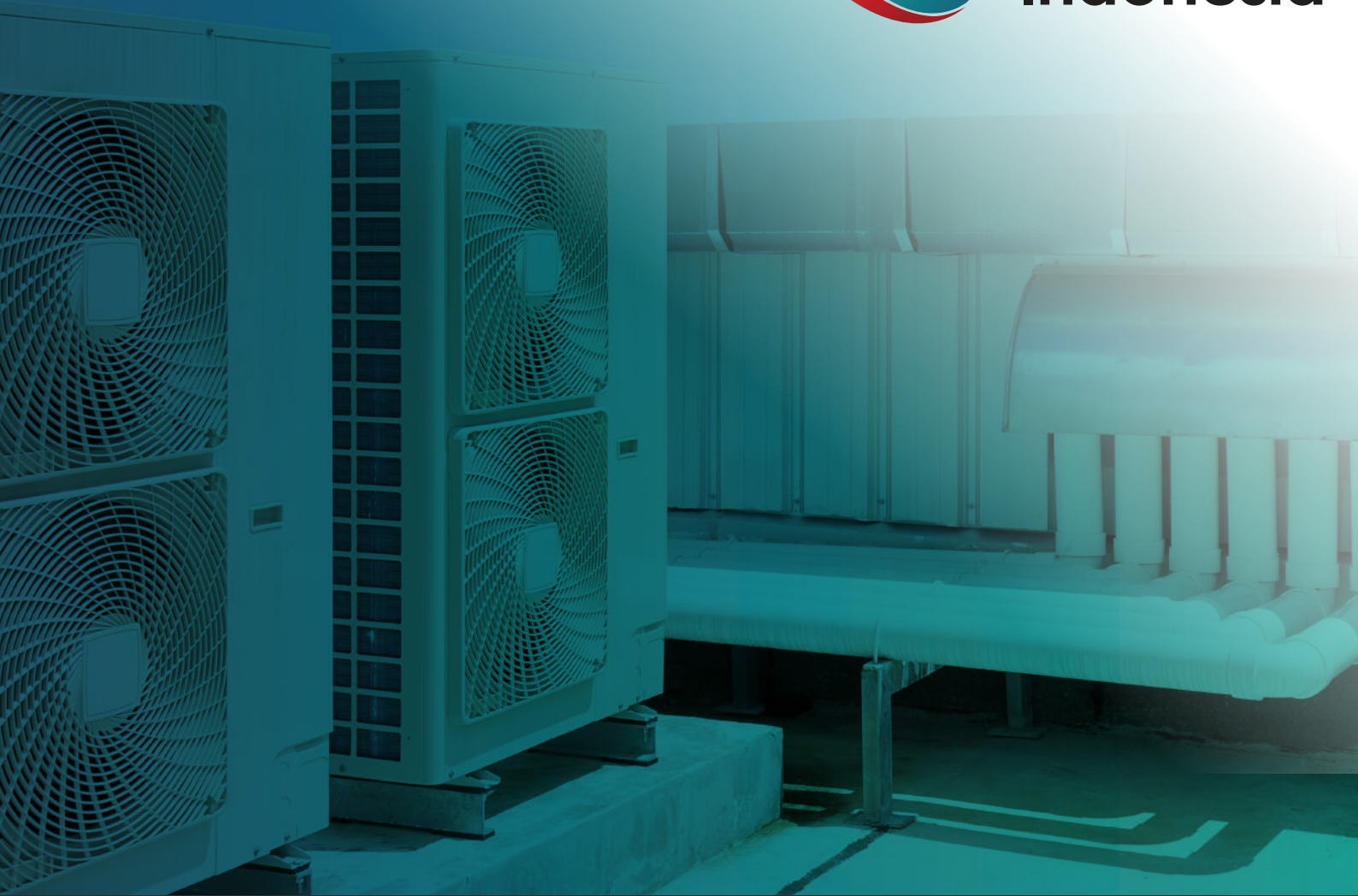




Refrigeration  
& HVAC  
Indonesia



## POST SHOW REPORT

**Quality Cold Chain,  
Refrigeration & Climate Technology  
Needs Across Indonesia's Building and  
Commercial Industries**

[www.refrigeration-hvacindonesia.com](http://www.refrigeration-hvacindonesia.com)

**28-30**

**September 2017**

Jakarta International Expo  
Kemayoran - Indonesia

Organized by:



Supported by

- Ministry of Trade, Republic of Indonesia
- Ministry of Industry, Republic of Indonesia
- ASHRAE Indonesia Chapter
- BEA (Building Engineers Association)
- APSP (Indonesian Fishery Product Processing and Marketing Association)
- AKI (Indonesian Contractors Association)
- GBC Indonesia (Green Building Council Indonesia)
- BOMA (Building Owners and Managers Association Indonesia)
- PPIPI (Indonesian Professional Engineer Association)
- KADIN (Indonesian Chamber of Commerce and Industry)
- IECA (Indonesian Exhibition Companies Association)

In Conjunction With:



**International Indonesia  
Seafood & Meat Expo 2017  
Focusing on Food Cold  
Chain Technology**

# Exhibitor Statistics

**191** exhibiting companies

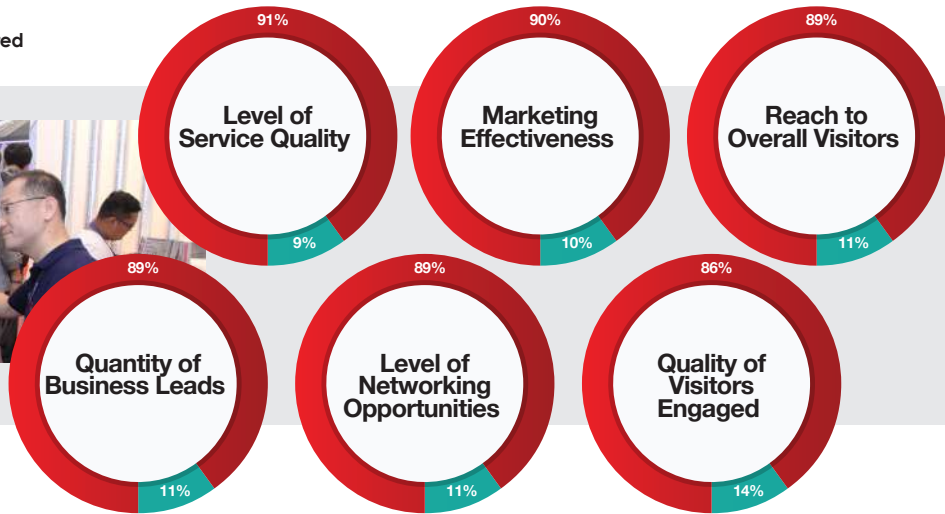
from **14** countries

## List of countries

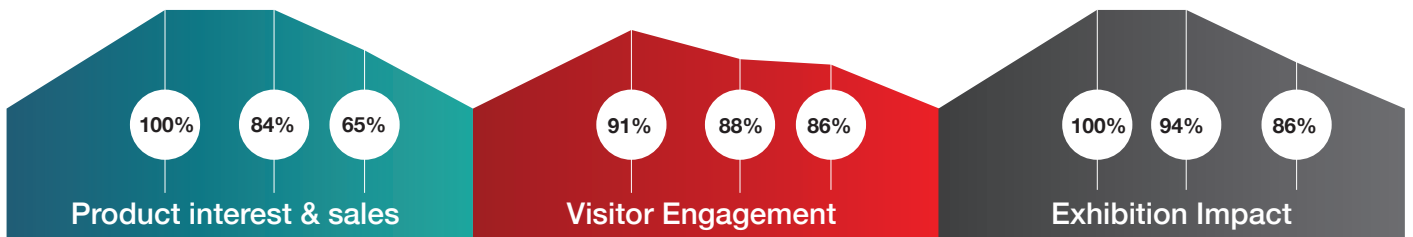
Australia	Korea
China	Malaysia
Hongkong	Netherland
India	Singapore
Indonesia	Taiwan
Italy	Thailand
Japan	Turkey

# Exhibitor Experience

■ Met expectation ■ Less than expected



# Exhibition Success



- **100%** - received direct procurement enquiry
- **84%** - attended to visitors with intention to buy
- **65%** - sold products or closed deals on-site

- **91%** - had meetings with procurement, marketing & sales professionals
- **88%** - met main targeted buyers & decision makers
- **86%** - got connected to business owners & investors directly

- **100%** - felt that the exhibition is an important event for the industry
- **94%** - may return for the next exhibition
- **86%** - will or likely to recommend exhibition to others

# Exhibitors Testimonials



**Mr. Pulkit Agarwal**  
Sales Manager-Light Commercial (PT BERCA CARRIER INDONESIA)  
We are very excited to exhibit for the second time with a bigger booth than last year. We hope to have an even bigger booth next year as we are planning to launch our new digitally enabled equipment with cloud-data connection in this exhibition.



**Owen Lee**  
Vice Regional Manager – Overseas Sales Co. South Asia Region (Gree Electric Appliances, Inc. Of Zhuhai)  
"This is our first time joining the exhibition. It has been good and busy with crowd over the 3 days, so we will join again next year."



**Mr. Shannon Ang**  
Business Development Manager (CAREL (South East Asia))  
"Visitors have been good and there were a lot of crowd since the first day. This is our first time participating and we have received many quality contacts. We will most probably join again next year because investing in Indonesia require us to be here for a few years."



**Mr. Tiejun Bai**  
Sales Manager Flourine Products Asia Pacific (HONEYWELL)  
"We had many visitors at our booth especially on the first day. As this is an international event, we hope to see more exhibitors from other countries in the region and especially from China. I hope we can join again next year."

# Visitor Statistics

11,539 visitors

from 29 countries

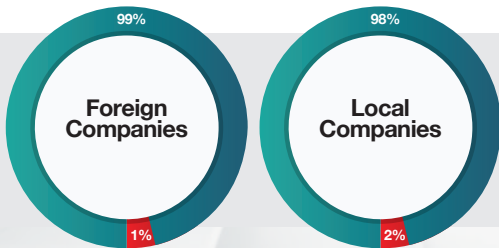
## List of countries

- |            |              |                |
|------------|--------------|----------------|
| Australia  | India        | South Korea    |
| Austria    | Indonesia    | Spain          |
| Bahrain    | Italy        | Sri Lanka      |
| Bangladesh | Japan        | Taiwan         |
| Belgium    | Lebanon      | Thailand       |
| China      | Malaysia     | Turkey         |
| Denmark    | Myanmar      | United Kingdom |
| France     | Qatar        | United States  |
| Germany    | Saudi Arabia | Vietnam        |
| Hong Kong  | Singapore    |                |

## Expectation on Target Exhibitor

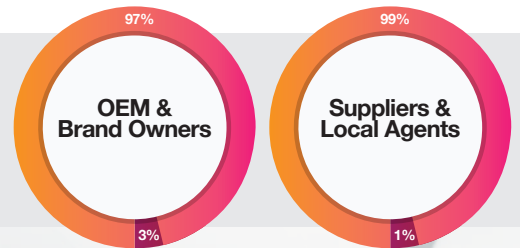
### By Country:

- Met target
- Less than target



### By Expertise:

- Met target
- Less than target



### Visitor Representation (by industry)

- Agent and distributors
- Manufacturers and processors
- Wholesalers and retailers
- Building and Construction
- Business Owners & Investors



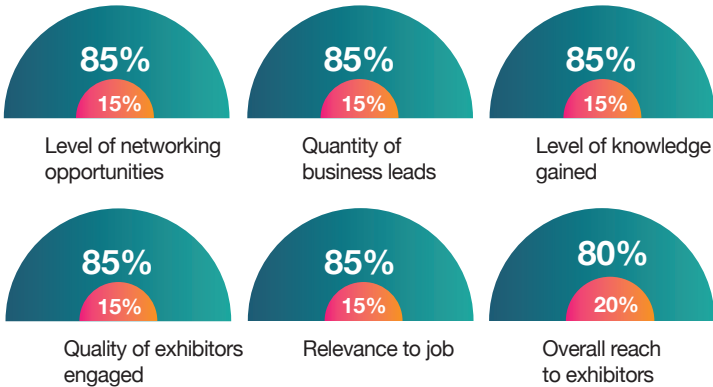
### Visitor Product Interest

- Air Conditioning and Cooling System
- Refrigeration System and Equipment
- Heating Equipment
- Ventilation
- Cold Chain Distribution & Management System



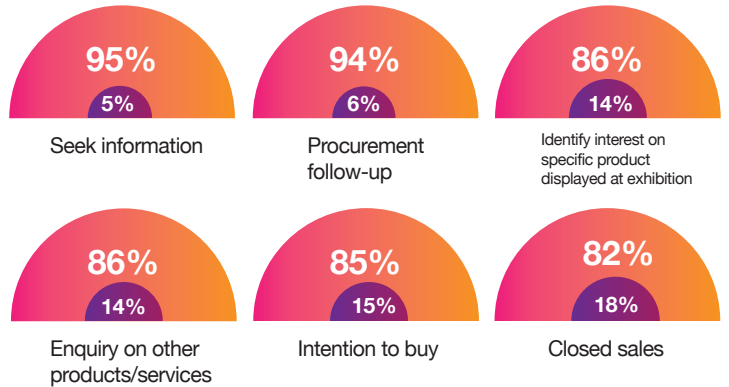
## Visitor Experience

### Visitor Gains



- Excellent & Good
- Average

### Visitor Objective



- Main Priority
- Less Priority



# Mark Your Calendar for The Leading RHVAC 2018!

**26-28**  
September 2018

**Jakarta  
International  
Expo**  
Kemayoran - Indonesia

Organized by:



In Conjunction With:



**International Indonesia  
Seafood & Meat Expo 2018**  
Focusing on Food Cold  
Chain Technology

For more details on your booth options, kindly reach our sales team via:

PT Pelita Promo Internusa  
Komplek Perkantoran Graha Kencana Blok CH  
Jl. Raya Perjuangan No. 88 Kebon Jeruk  
Jakarta 11530 - Indonesia

Phone : (62) 21 5366 0804  
Fax : (62) 21 5325 890/887  
E-mail : [info@refrigeration-hvacindonesia.com](mailto:info@refrigeration-hvacindonesia.com)  
Website : [www.refrigeration-hvacindonesia.com](http://www.refrigeration-hvacindonesia.com)