# Review of **Activities**

#### New Energy Vehicles' Revolutionary Impact on Auto

- ◆Sharp focus on new developments and technology tren

- 93% of the visitors who joined the forum were satisfied with the forum.

#### Alumina & Primary Aluminium Sustainable of sustainable development in China's

- rsis and sharing of world's best bauxite
- ion, safety, energy saving in alum

More than 30 international visitors visited high profile

aluminium factories in Suzhou, in order to deepen

their understanding of the current status of China's

aluminium industry, as well as its corresponding trends. Production and processing technologies and

while promoting the international cooperation and

finished aluminium products from advanced aluminium processing plants were also showcased,

95% of visitors who joined the forum were satisfied with the forum



#### **Energy-saving Building and Building Integrated** Photovoltaic (BIPV)

- ◆Focus on Installation and application of constructional
- ◆Assessing the development and application of PV in building field through case studies.
- Analysis of PV development in green building.

100% of visitors who joined the forum were satisfied with the forum

#### **Exhibitor Seminar**

- ◆13 seminars conducted over three show days. ◆Sharing and conveying the most advanced
- technologies and applications.
- ◆A full display of top groundbreaking technologies in

# nium Engineer Club Workshop-Lean

- nent in Aluminium Manufacturers
- ◆Focused on new and future challenges in aluminium

95% of visitors who joined the forum were



luminium Downstream Processing Forum

96% of visitors who joined the forum were satisfied with the forum.

inium Downstream Processing Products

Focus on aluminium application in the transportation

Over 60 Aluminium dowstream processing or finishing products from 26 enterprises. • High-quality products, winners of the "European

Aluminium Award" were specially featured for the first

◆ Focus on aluminium application market in Japan and ◆Application of aluminium materials into new fields 3D

#### **Aluminium Packing Display Area**

An exhibition of high-quality aluminium bottle caps, aluminium foil, aluminium pots and other local and international aluminium packaging applications.



Automobile Manufacturers, the organizers attracted



# July 12-14, 2016

Shanghai New International Expo Centre Halls W1-W3



- The barometer of aluminium development which supports full analysis of new performance technologies, applications and markets for aluminium materials worldwide.
- Buyers of transport, packaging, building and other applications will convene to support aluminium enterprises to work with downstream users.
- First invites will go to purchasing decision-makers of electronics applications industry to support suppliers develop new business and connect with potential buyers.
- Strong Asian buyers will convene and convey the demand in Europe and the US to serve as a gateway to international markets.

#### For Exhibiting Inquires

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# **Post-show Report**

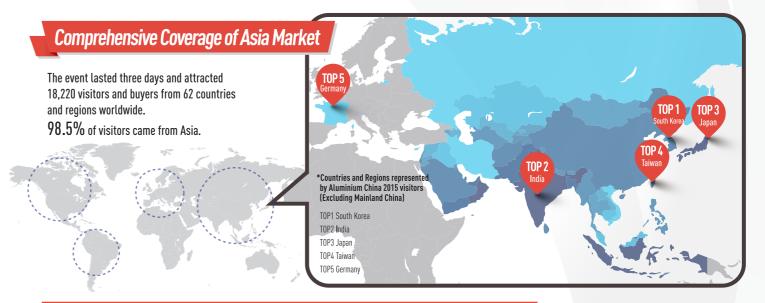
**ALUMINIUM CHINA 2015** 

A professional sourcing and networking platform for the complete aluminium industry chain in China

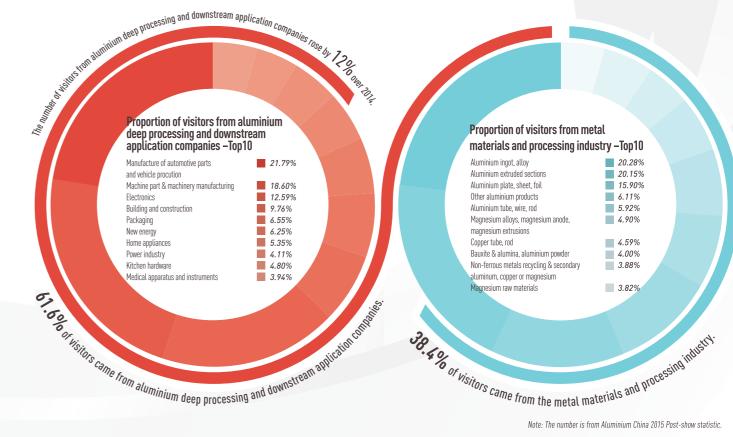
500° 35,000°<sub>m²</sub> 18,220°

**Exhibitors Exhibition Area** 

Trade visitors & delegates



## Proportion of Visitors from End User Companies Rises Year After Year



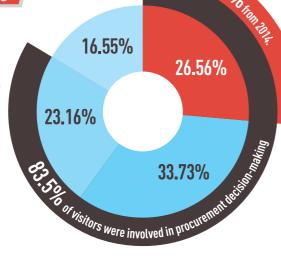
Note: The number is from Aluminium China 2015 Post-show statistic.

### Visitors' Role in Decision-Making

83.5% of visitors were involved in procurement decision-making; 26.6% of them were the final decision makers. This is a rise of 6.3% from 2014.

Recommendations 33.73% Requirement Specification 23.16%

Not involved in the purchasing process 16.55%



This is a rise of 6.3

#### To Investigate New Products and Suppliers

——The Most Important Visiting Objective

of visitors came to learn about the status of industry developments and gather intelligence on new trends, as well as product and technology information

Investigate new products or service suppliers

Understand new technologies and products to prepare for future purchases

Top 5 Visitors' Interested Products

TOP 1

TOP 3

**TOP 4** 

# **TAP Diamond VIP\***



464 TAP Diamond VIP came to the exhibition - all from downstream application fields like automobile manufacturing, rail transportation, packaging and building & construction. This is up 37.7% from 2014.

#### Partial List of TAP Diamond VIPs at the Exhibition



MINTH GROUP

HETIAN











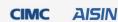


































242 commercial matches, including 136 domestic matches, serving 87 exhibitors; 106 international matches, serving 62 exhibitors

#### Visitor Feedback

98% of visitors were satisfied with the exhibition results - up 4% from 2014.

**99%** of the visitors are certain to, or very likely to, go to the exhibition a

### **Exhibitor Feedback**

98% of the exhibitors said they were certainly willing, or very willing, to recommend the exhibition to their colleagues – up 2% from 2014

99% of visitors said they were certainly willing, or very willing, to recommend the exhibition to colleagues or friends - up 1% from 2014

93% of the exhibitors said they have reserved, or they plan to reserve, a stand for 2016

#### 96% of the exhibitors were satisfied with the exhibition results - up 5% from 2014.

## **Buy Testimonials**

#### ORG Packaging Co., Ltd

Shen Chengming Purchasing Manager
The annual ALUMINIUM CHINA has been held by Reed Exhibitions for ten times, and become a good mentor and helpful friend for me as I visited it every time. When I got a foot in the door of the industry, I was taken by a senior to the exhibition. It gave me a new horizon, and the industry concept took shape in my mind at that moment. I have accumulated both knowledge and connections in the industry via the event. It has given a wonderful interpretation of the development of the aluminum industry in the past decade, and made me witness the brutal market, with winners and losers changing from time to time. I would like to express my gratitude to the aluminum exhibition, which has accompanied me for ten years and encouraged me to proceed forward in the future bravely! May the exhibition a better future!

#### Gestamp Co., Ltd.

As an important provider of solutions to lightweight car body and chassis, Gestamp has paid close attention to the field of aluminum products. The annual ALUMINIUM CHINA is an important platform for us to keep abreast of the industry, providing very professional forums and perfect service system for major domestic and foreign raw materials and equipment manufacturers present. In particular the TAP service has established a good communication channel between buyers and suppliers.

## Alpha Metal GmbH

I am very pleased to enjoy such a service (TAP). In particular, I can hold important talks in the lounge. The number of exhibitors has also increased over the previous years, but not limited to only large material exhibitors. Since my business depends on tax rate to a large extent, I am still considering whether to cooperate with these suppliers or not. However, the organizer's hard efforts have been seen obviously. I will come to visit it again next year. Thanks to

#### Capral Aluminium

Ben Lalor Purchasing Department
I am very glad to enjoy this Diamond VIP (TAP) service. The commissioners are all very reliable and friendly, helping us solve the problem of language barrier effectively. We have established business relationship with a number of suppliers via Matchmaking and will have more cooperation with other exhibitors. Thank Reed Exhibitions for providing such a good platform!

#### **Exhibitor Testimonials**

Aluminium castings, die castings

Surface processing equipment

#### Jinan Tianchen Aluminum Windows Machinery Manufacturing Co., Ltd. Fu Wang Sales Manager

Aluminium China is an aluminium industry event with extensive influence locally and abroad. Shanghai Tianchen has taken part in this event for many years. With this platform, in terms of technology, equipment and personnel, we showcased our corporate image and improved our brand influence in a comprehensive way. For business negotiations, through face-to-face communication, we increased the number of new customers, as well as their understanding of what we do. That boosted trust in our products and also helped to support continuing good relations with old customers. In terms of brand building, we displayed first-class products, and demonstrated strong R & D capabilities. Both of these are key to our strategic plan to advance the field of bigh-and aluminium procession. advance the field of high-end aluminium processing.

Many thanks to the organizers of Aluminium China for creating such a great trade platform!

## Foshan Nanhai Huanan Forging The Metal Structure Co., Ltd. Yan Jiajun Assistant Sales Manager

We were honored to participate in Aluminium China 2015. During these times of economic downturn, this show is a major display platform and boost to businesses. Through this year's event, we developed several new local and international customers and are now negotiating a contract with three of them. We thank the show organizers for their excellent efforts.

Shandong Innovation Metal Technology Joint Stock Co., Ltd
Sun Shuguang Assistant Sales Manager
First, thank you for your support and good service, which were really a great contribution to our successful participation in Aluminium China 2015. After years of cooperation, we've been deeply impressed by your company's great organization and onsite management of such a large international exhibition. You are the model the industry should follow and are truly worthy

# Aleris (Shanghai) Trading Co., Ltd. Michael Zhang Senior Sales Manager

Aluminium China is a great platform where we can present Aleris as a global rolling mill leader and introduce our Aleris Zhenjiang plant as the state-of-the-art facility catering to the Asia Pacific market. Each visitor was quite impressed by Aleris' footprint, recognizing our long term commitment with thinking globally and acting locally in this region. We appreciate Aluminium China for providing us with such a valuable opportunity.