78th China International Medical Equipment Fair
(CMEF Autumn 2017)
25th International Component Manufacturing & Design Show
(ICMD Autumn 2017)

Post Show Report

October 29th – November 1st, Kunming Dianchi Convention & Exhibition Center

Trading · Innovation · Learning

Exhibition Overview

- Over 130,000 sqm exhibition space
- Over 3,000 exhibitors
- Over 100,000 times visiting during exhibition days
- 11 national pavilions
- 50 Conference and forums

- Austria pavilion joined CMEF for its first time
- China-South & Southeast Asia Medical Cooperation Forum and Kunming Great Health International Summit
### National Pavilions

11 national pavilions participate

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Cooperate with South & Southeast Asia

*1st China-South & Southeast Asia Medical Cooperation Forum and Kuming Great Health International Summit*

Government officials in health industry from **Myanmar, Bangladesh, Sri Lanka and Laos** participate in CMEF autumn show.

President of the Medical Equipment Association of Myanmar, Deputy director of food and drug administration of Laos gave speech on the summit.

Times of visiting of the forum

1,000

The summit enhances the trading between Southeast Asian and South Asian countries, they have better understanding on China’s medical market and prepare for future cooperation.

Exhibitor Analysis

Exhibitors Satisfaction
81.1%
Expanding new customers and increasing sales are two most satisfactory feedback of the exhibitors.

Exhibitors Retention
94.8%
Over 80% of the exhibitors said they were satisfied with the exhibition and would reserve a booth for CMEF in the spring of 2018.

Exhibitors Recommendation
97.2%
"Technical frontiers", "the most professional", "good results" and "the largest scale" are the main reasons for the recommendation.

Exhibitors Sales Increase
94.5%
About 60.6% of the exhibitors said the exhibition effectively promoted business sales, and laid a good foundation for the full year cooperation.
Top 4 advantages of CMEF
—— Exhibitors

1. The exhibition can achieve good brand promotion
   - 96.9%

2. The exhibition is an excellent opportunity to understand the industry information
   - 98.1%

3. The exhibition is a good platform for peer communication
   - 98.9%

4. The exhibition helps the company increase sales
   - 94.5%
Visitor Analysis

Visitor Satisfaction 96.7%
Visitors are very satisfied with the exhibition

Visitor Recommendation 95.5%
Visitors are willing to recommend the exhibition to his/her peers

Rate of Return 95.7%
See you in Shanghai next year!

New Technologies / Products 84.4%
The exhibition satisfies visitors' demand for "new products and new technologies" and provides a trade negotiation platform

Visitor Composition

- Medical Devices Distributor/Agent: 41.8%
- Welfare and elderly care: 3.3%
- Accessories, components and Design of medical devices/OEM: 3.9%
- Hospital and Medical Institutions: 32.3%
- Import and Export Agency: 8.4%
- Rehabilitation Center: 7.1%
- Investment and Others: 3.0%
Top 4 advantages of CMEF —— Visitors

OPTION 1
Looking for proper service providers

OPTION 2
Order or purchase products and services

OPTION 3
Looking for new products and services

OPTION 4
Looking for potential agents or business partners
Purpose of Visit

1. Order or purchase products and services
2. Obtain the latest development of industry and collect the latest trends
3. Seek new technology and new products to prepare for future purchase
4. Search for new products or service providers
5. Join the academic lectures at the same time to improve the professional skills and knowledge
6. Looking for potential agents or business partners
7. Meet with existing suppliers and build up network with more industry peers
Wonderful Moments Review
Wonderful Moments Review
Coming Soon
Contact Us

International Sales
Ms. Cindy Zhu
Cindy Zhu: +86 (10) 84556578
xinyi.zhu@reedsinopharm.com

International cooperation
Audience consultation
Ms. Jen Qu
Jen Qu: +86 (10) 84556575
zhen.qu@reedsinopharm.com