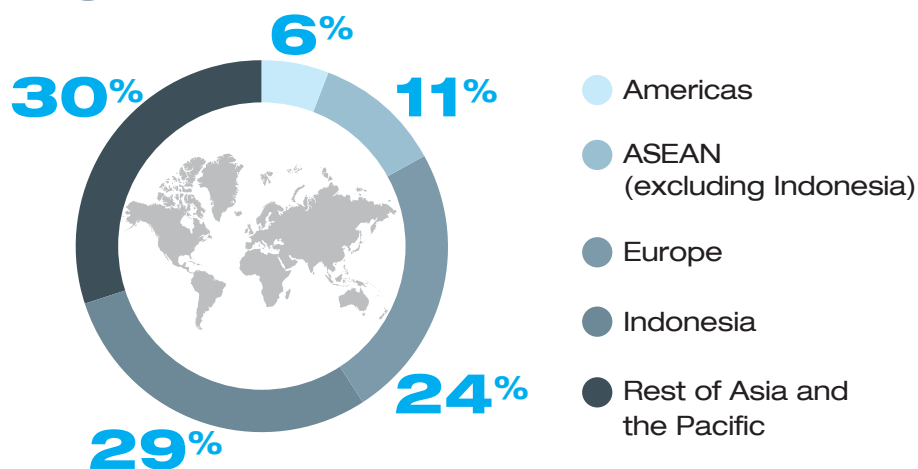




## POST SHOW REPORT

The 4th edition of indometal came to a successful close on 19 October 2018 as it brought together some of the best companies and brand names, and quality trade visitors, from the world of metal and steel. The show floor featured a comprehensive range of products, machinery, and new solutions to enhance manufacturing and processing capabilities. Over three days, indometal 2018 was the sourcing and procurement platform that was abuzz with networking and business discussions, alongside knowledge sharing concurrent seminars.

### Regional Breakdown



### Exhibitor Satisfaction



**90%**  
of exhibitors were satisfied with the quality of visitors



**98%**  
of exhibitors said indometal is an important exhibition in the region

### Top 3

#### Reasons Exhibitors chose indometal 2018

- Establishing New Distribution Channels
- Representation, PR, Image Cultivation
- Opening up New Markets

## Exhibitor Overview

**203**  
exhibitors

**22**  
countries represented

**5**  
national pavilions and country groups  
China, Germany, Indonesia, Italy, Taiwan

**71%**  
exhibitors from outside Indonesia

Jointly organized by:

## Visiting Groups and Delegations

Barata Indonesia • Cikarang Perkasa Manufacturing • Epiterma Mas Indonesia • Growth Asia • Honda Power Products Indonesia • Hyundai • Isuzu • Inalum • as well as visiting delegations representing various metal and steel sectors from the Czech Republic, and the China Foundry Association

## Visitor Satisfaction

**98%**

of visitors were satisfied with the product range at the exhibition

**97%**

of visitors said they would recommend the exhibition to colleagues and business partners

**98%**

found the exhibition beneficial to their work

## Top Visitor Profile

### by Job Function

- Sales & Marketing
- Corporate / Senior Management
- Production / Manufacturing Management
- Maintenance / Factory Management
- Research & Development
- Quality Control / Assurance / Testing & Inspection

### by Nature of Business

- Manufacturer / Producer
- Engineering
- Trader / Importer & Exporter / Wholesaler / Machinery Importer / Dealer / Distributor / Consultancy / Research & Development

## Visitor Breakdown

### by Company Activity

- Iron & Steel ..... 13%
- Automotive ..... 12%
- Building & Construction / Infrastructure Development .... 9%
- Plant, Machinery & Equipment Manufacturing ..... 8%
- Metal Components, Parts and Products Manufacturing ..... 8%
- Metal Metallurgical & Fabrication ..... 8%
- Automation / Engineering Services ..... 7%

### by Product Interest

- Metallurgical Technology ..... 95%
- Thermo Process Technology ..... 73%
- Metal Cutting Machine Tools ..... 64%
- Foundry Machinery, Equipment & Supplies ..... 59%
- Accessories ..... 54%
- Semi-finished & Finished Products ..... 41%
- Tubes ..... 34%

## Well-received industry seminars

indometal 2018 also included a strong line-up of well-attended seminars led by industry associations such as the Indonesian Foundry Industries Association (APLINDO), Indonesia Foundrymen's Association (HAPLI), Federation of Indonesian Metalworks & Machinery Industries Association (GAMMA). Topics covered included smelter development in Indonesia, trend market reports for the aluminium sector, to raising industrial utilisation in the domestic workforce.

Supported by:

• Ministry of Industry, Republic of Indonesia • Ministry of Trade, Republic of Indonesia • The Indonesian Iron & Steel Industry Association (IISIA) • Federation of Indonesian Metalworks & Machinery Industries Association (GAMMA) • Association of Metalwork and Machinery (ASPEP) • Indonesian Foundry Industries Association (APLINDO) • Indonesian Foundrymen's Association (HAPLI) • Indonesian Aluminium Extruders Association (APRALEX) • Indonesian Electric Cable Manufacturers' Association (APKABEL) • Indonesian Automotive Parts & Components Industries Association (GIAMM) • Indonesian Chamber of Commerce and Industry (KADIN) • Indonesian Exhibition Companies Association (IECA) • Singapore Manufacturing Federation

For enquiries:

Jointly organized by:

**Within Indonesia**  
PT. Wahana Kemalaniaga Makmur  
Tel (62) 21 5366 0804 \_ Fax (62) 21 5325 890/87  
indometal@wakeni.com

**Overseas**  
Messe Düsseldorf Asia Pte Ltd  
Tel (65) 6332 9620 \_ Fax (65) 6337 4633  
indometal@mda.com.sg

**wakeni** Exhibition & Convention • Expert  
PT.WAHANA KEMALANIAGA MAKMUR

**Messe Düsseldorf Asia**

# Visitor Overview

**6,711**

trade visitors across industry sectors

**15%**

increase in visitors compared to 2016

**25**

countries represented

Australia, Austria, Belgium, China, France, Germany, Hong Kong, India, Indonesia, Italy, Japan, Malaysia, Philippines, Saudi Arabia, Singapore, Slovenia, South Africa, South Korea, Spain, Taiwan, Thailand, United Arab Emirates, United Kingdom, USA, Vietnam

\*Statistics and figures in this report were compiled from the indometal 2018 exhibitor and visitor survey results