ComVac ASIA 2021

26-29 October 2021
Shanghai New Int'l Expo Centre

www.comvac-asia.com

After Show Report
Building up a Reputation for an Excellent Brand in 15 Years

ComVac ASIA celebrated the 15th birthday in 2021. Under a new theme of “Compressed Air, extend the POWER”, it attracted nearly 300 leading companies of Compressed Air, Parts and Components of Compressor, Compressors, Post-processing Equipment for Compressed Air, Lubricants. To express gratitude for exhibitors, visitors and industrial associations’ full support in the past 15 years, the organizer planned and held an Award Presentation on site and displayed considerably pictures and stories about the history of ComVac ASIA in the thematic zone in memory of the 15th anniversary. Meanwhile, more than 10 exciting lectures on special topics and the release of new products took the audience to explore new orientations of the industry.
Exhibitor analysis

Compressed Air 85%
Parts and Components of Compressor 36%
Compressors 24%
Post-processing Equipment for Compressed Air 14%
Lubricants 8%

Exhibitor feedback

Over 87% exhibitors made successful sales and closed deals onsite.

Number of visitors at your stand
- Very Satisfying: 41%
- Satisfying: 44%
- OK: 9%
- Others: 1%

On-site contract ratio
- Very Satisfying: 37%
- Satisfying: 57%
- OK: 6%
- Others: 1%

Match with visitor
- Very Satisfying: 53%
- Satisfying: 35%
- OK: 9%
- Others: 3%

Overall satisfaction
- Very Satisfying: 27%
- Satisfying: 40%
- OK: 28%
- Others: 5%

*The total percentage exceeds 100%, because the business scope of exhibitors overlaps.*
Visitor Analysis

Percentage of domestic and overseas visitors

- Visitors from Mainland China
  - Abroad: 99%
  - Hong Kong, Macau, and Taiwan: 1%

Origin of visitors from abroad

- North America
  - Canada: 20%

- Europe
  - Germany: 20%

- Percentage of visitors from Shanghai
  - Shanghai: 27%
  - Other Mainland China Visitor: 73%

Origin of Mainland China Visitors

- East China: 70%
- North China: 6%
- South China: 9%
- Central China: 7%
- Northeast China: 4%
- Southwest China: 3%
- Northwest China: 1%
# Visitor Analysis

## Visitor industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automobile Manufacturing</td>
<td>13%</td>
</tr>
<tr>
<td>Petro chemistry</td>
<td>10%</td>
</tr>
<tr>
<td>Metallurgy</td>
<td>5%</td>
</tr>
<tr>
<td>Construction machinery</td>
<td>53%</td>
</tr>
<tr>
<td>Pharmaceutical and Medical</td>
<td>6%</td>
</tr>
<tr>
<td>Food/Beverage</td>
<td>5%</td>
</tr>
<tr>
<td>Rail Transit</td>
<td>4%</td>
</tr>
<tr>
<td>Packaging / Printing</td>
<td>5%</td>
</tr>
<tr>
<td>Aerospace &amp; Aviation Manufacturing</td>
<td>4%</td>
</tr>
<tr>
<td>Textile machinery</td>
<td>8%</td>
</tr>
<tr>
<td>Oceaneering/Shipbuilding</td>
<td>3%</td>
</tr>
<tr>
<td>Energy/Hydropower/Thermal power</td>
<td>9%</td>
</tr>
<tr>
<td>Refrigeration/Heating</td>
<td>12%</td>
</tr>
<tr>
<td>Construction/ Building Materials</td>
<td>4%</td>
</tr>
<tr>
<td>Environmental science and technology/Environmental engineering</td>
<td>12%</td>
</tr>
<tr>
<td>Others</td>
<td>12%</td>
</tr>
</tbody>
</table>

## Visitor interest

<table>
<thead>
<tr>
<th>Interest</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air compressor</td>
<td>82%</td>
</tr>
<tr>
<td>Processing compressor</td>
<td>34%</td>
</tr>
<tr>
<td>Special compressor</td>
<td>36%</td>
</tr>
<tr>
<td>Parts and components of compressor</td>
<td>45%</td>
</tr>
<tr>
<td>Post-processing equipment for compressed air</td>
<td>39%</td>
</tr>
<tr>
<td>Lubricants and related equipments</td>
<td>23%</td>
</tr>
<tr>
<td>Vacuum pumps</td>
<td>27%</td>
</tr>
<tr>
<td>Vacuum valves and accessories</td>
<td>17%</td>
</tr>
<tr>
<td>Vacuum measurement and calibration instruments, gauges and vacuum leak detector device</td>
<td>14%</td>
</tr>
<tr>
<td>Vacuum application equipment</td>
<td>15%</td>
</tr>
<tr>
<td>Vacuum materials, vacuum pump oil and vacuum engineering equipment</td>
<td>16%</td>
</tr>
</tbody>
</table>

*The percentage is based on the number of visitors who answered this question. The total percentage exceeds 100%, because multiple selections were possible.
Visitor Analysis

### Job function

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacture, production, quality control</td>
<td>19%</td>
</tr>
<tr>
<td>Purchasing, procurement</td>
<td>16%</td>
</tr>
<tr>
<td>Research and development, design</td>
<td>13%</td>
</tr>
<tr>
<td>Business/company/ general management</td>
<td>8%</td>
</tr>
<tr>
<td>Finance, accounting, controlling</td>
<td>1%</td>
</tr>
<tr>
<td>Information/communication technology</td>
<td>1%</td>
</tr>
<tr>
<td>Human Resources, Administration</td>
<td>1%</td>
</tr>
<tr>
<td>Sales, Distribution</td>
<td>28%</td>
</tr>
<tr>
<td>Marketing, advertising, PR</td>
<td>4%</td>
</tr>
<tr>
<td>Logistics: material management, warehouse, transport</td>
<td>1%</td>
</tr>
<tr>
<td>Maintenance, repair</td>
<td>3%</td>
</tr>
<tr>
<td>Others</td>
<td>1%</td>
</tr>
</tbody>
</table>

### Visit purposes

- To get an overview of the market: 77%
- Contact existing business partners: 42%
- To look for new products and innovations: 47%
- To find specific, new solutions for my company: 23%
- To gather information for investment or purchasing decisions: 12%
- Purchase, place an order: 20%
- To cultivate my business contacts: 13%
- To find potential suppliers: 20%
- Evaluate next year’s attendance: 8%
- Other objectives: 1%

### Visitor's influence on purchasing decisions

82% of visitors have direct or indirect influence on equipment purchasing.

* The percentage is based on the number of visitors who answered this question. The total percentage exceeds 100%, because multiple selections were possible.
Visitor Testimonials

Visitor testimonials

Jiangsu Jianghai Lubrication & Hydraulic Equipment
Mr. Wang

We are specializing in lubrication equipment which needs pumps, motors, coolers and power accumulators. Every year we want to learn about new technologies. Recently, innovations are abundant in oil purifiers, instruments and monitoring products. We hope to know more about relevant producers.

Ouryao
Mr. Jiao

This is the 4th consecutive year for Ouryao to cooperate with ComVac ASIA in the form of organizing a delegation. As the co-founder of Ouryao, I’ve been part of the organization of conference and training for 4 consecutive sessions, and witnessed the booming international compressor exhibition and rapid increase of its popularity in pharmaceutical industry. In spite of the pandemic this year, training onsite still had a full house and the exhibition was so crowded. I look forward to the next exhibition with more new products, technologies and applications. Wish ComVac ASIA become better and better. And wish the whole industry a rapid warm-up after the pandemic.
Exhibitor testimonials

XIAMEN EAST ASIA MACHINERY INDUSTRIAL CO.Ltd.
General Manager Han Wenhao

Firstly, congratulations to a successful ComVac ASIA in 2021. This excellent show gathered together elites from global air compressor industry. XIAMEN EAST ASIA MACHINERY INDUSTRIAL CO.Ltd. displayed an enriched set of exhibits this year under several core themes for the ZS and ZW series of oil-less air compressor, the GV series of dry-style screw vacuum pump, the ZBS series of crew blower and ZTB series of centrifugal blower, providing users with a novel and shocking experience and gaining attention and fondness of friends from all walks of life. At the exhibition, XIAMEN EAST ASIA MACHINERY INDUSTRIAL CO.Ltd. felt the unremitting innovative motive of the industry. It is in this atmosphere that the industry of air compressor has been making innovation and climbing up for another summit. XIAMEN EAST ASIA MACHINERY INDUSTRIAL CO.Ltd. will stay true to its original intention in pursuit of innovation and bring new products and technologies as well as a fully novel experience to clients in 2022. Finally, thanks to the organizer for the tremendous efforts in organizing this successful show. Wish ComVac ASIA further progress. Looking forward to meeting you at ComVac ASIA 2022!

Gardner Denver
Sales Manager Peter Xu

A new around of infection before the opening of ComVac ASIA made us so worried. However, that immediately dissipated when we saw so many professional visitors engaging in high-quality exchanges. This comes down to three factors: 1. The greatness and prosperity of our motherland as well as a prospering economy and manufacturing; 2. Considerate organization and professional influence of ComVac ASIA; 3. The debut of Gardner Denver after its merge with Ingersoll Rand drew wide and enthusiastic attention from the industry. Endless streams of visitors to the booth of Gardner Denver helped us deeply feel market’s high expectation for Gardner Denver. This year, we launched the GDK series of air compressor which is widely praised by the market. Next, we will keep up with the times by launching new products to satisfy clients’ higher requirements. Wish ComVac ASIA a better future. See you in 2022!
15th Anniversary Opening Ceremony and Exhibitors Awards

Application of Modeling and Simulation in Air Compressor Design - GARDNER DENVER

600 + station cases, how can cloud intelligent control achieve 10-30% energy saving for power station - MOGULINKER TECHNOLOGY (SHENZHEN) CO., LTD.

Deman provides Energy-saving solutions for you - Ningbo Deman Compressor Co., Ltd.

Safe and highly efficient compressed air - Q-TECH (SHANGHAI) GAS EQUIPMENT CO., LTD.

Application and requirements of filtration in compressed air system - SS AIR

The Seminar of Aerodynamic Technology Supporting Strategy - Shanghai Justdo Intelligence Technology Co., Ltd

Intelligent energy-saving air compressor makes great contribution to enterprises carbon neutral - XINLEI COMPRESSOR CO., LTD.

B&D smart air station management system - Guangdong Baldor-Tech Co., Ltd.

We offer all - LIUTECH MACHINERY EQUIPMENT CO., LTD

Energy saving and consumption reduction, integrated development - Ningbo BaoSi Energy Equipment Co., Ltd

JAGUAR - Opening a New Generation of Energy Saving - XIAMEN EAST ASIA MACHINERY INDUSTRIAL CO., LTD.

Independent core technology-Introduction of Hanbell oilfree products - SHANGHAI HANBELL PRECISE MACHINERY CO., LTD.

Seek Innovation & Mutual Win - DENAIR Leads the Infinite Future - DENAIR ENERGY SAVING TECHNOLOGY (SHANGHAI) PLC.

Quality Management of Pharmaceutical Clean Workshop and Sterilization Control of Environmental Space
In retrospect, whether the financial storm triggered by the subprime mortgage crisis in the U.S. when ComVac ASIA landed in China, or the global economic order undermined by the pandemic at its 15th anniversary, hardships and tests never impede ComVac ASIA. Along the journey, it has grown up from a baby in cradle to a 15-year-old teenager supported by hundreds of fearless and robust Chinese companies from the air compressor industry. Thanks to every old friend for witnessing the development of the air compressor industry in China together with us.

In 2007, the brand of “ComVac” in HANNOVER MESSE was formally introduced into China and made its debut on an exhibition area at PTC ASIA.

In 2013, it was formally named as ComVac ASIA after its product categories at ComVac ASIA had been enriched and expanded. It finally became a full-fledged show, thanks to a helpful incubation platform and brand advantages.

In 2017, the technology forum for ComVac ASIA was created in response to industrial dynamics and mutually supported ComVac ASIA in the following years.

In 2021, ComVac ASIA celebrated the 15th birthday as its scale was upgraded again, covering more than 20,000 m² of N3 Hall, N4 Hall and outdoor exhibition area for Shanghai New International Expo Centre (SNIEC). It fully presented all sorts of compressor high-tech and built an outstanding platform of trade and commerce information for domestic and foreign manufacturers and terminal users.

In 2007, the brand of “ComVac” in HANNOVER MESSE was formally introduced into China and made its debut on an exhibition area at PTC ASIA.

In 2013, it was formally named as ComVac ASIA after its product categories at ComVac ASIA had been enriched and expanded. It finally became a full-fledged show, thanks to a helpful incubation platform and brand advantages.

In 2017, the technology forum for ComVac ASIA was created in response to industrial dynamics and mutually supported ComVac ASIA in the following years.

In 2021, ComVac ASIA celebrated the 15th birthday as its scale was upgraded again, covering more than 20,000 m² of N3 Hall, N4 Hall and outdoor exhibition area for Shanghai New International Expo Centre (SNIEC). It fully presented all sorts of compressor high-tech and built an outstanding platform of trade and commerce information for domestic and foreign manufacturers and terminal users.
Delegations (extract)

Shanghai Lun Ding Machinery Accessories
United OSD
Atlas Copco
Shanghai Kyouko E&M Technology
Jinan Hangkai E&M
Qingdao Weisheng Ruifeng Machinery
Puyang Aipabo Industrial Equipment
Shanghai Fengxian Equipment Vessel Factory
Shanghai RoadShare Technology
Shanghai Pingpu
Zhejiang Anbao Pharma
Shanghai Fulo Medical Equipment
Cure Genetics
Shanghai Jiyu Medicine
Suzhou Zelgen Pharmaceutical
Anhui Zhifei Longcom Biopharmaceutical
Yangzhou Yiyang Pharmaceutical
Zhejiang Dade Pharmaceutical

Shanghai Iven Pharmatech Engineering
Fubang Pharmaceuticals
Zhejiang Dade Pharmaceutical
Lepu Biopharma
Bibo Biopharma
Anhui Zhifei Longcom Biopharmaceutical
Shanghai Hrain Biotechnology
Shanghai Longyao Biotechnology
Hangzhou Xixi Hospital
Shanghai Xinfeng Pharmaceutical
Shanghai Neutan Pharma
Synermore Biologics (Suzhou)
Dragon Boat Biopharmaceutical
GRCL
Bayer Healthcare
Shanghai Jahen
Thermofisher Scientific Suzhou
UBIP Yangzhou

Starry Pharmaceutical
Thermofisher Scientific Suzhou
Sichuan Huaaoyao
Fulo Technology
UBIP Yangzhou

*The above-mentioned names are displayed in random order without any prioritization.
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Matchmaking Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shanghai Shangtian Mechanical Equipment</td>
<td>Chongqing Maimai E&amp;M Equipment</td>
</tr>
<tr>
<td>Shanghai Fukun Mechanical Equipment</td>
<td>Jin Tong Ling Technology</td>
</tr>
<tr>
<td>Shanghai Feiyu Mechanical Equipment</td>
<td>Shaanxi Yishan Compressor</td>
</tr>
<tr>
<td>Shanghai Hanhu Compressor</td>
<td>Shanghai Youjun Mechanical Equipment and Technology</td>
</tr>
<tr>
<td>Shanghai Junkai Industries</td>
<td>Shanghai Kyouko E&amp;M Technology</td>
</tr>
<tr>
<td>Shanghai Quark View Trade</td>
<td>SPM</td>
</tr>
<tr>
<td>Air Compressor of Guanyou Machinery</td>
<td>Shanghai Chuanchuang Bearing</td>
</tr>
<tr>
<td>Nantong Shunjie Energy-saving Technology</td>
<td>Shanghai Ouchuang Monitoring Equipment</td>
</tr>
<tr>
<td>Sichuan Huachuan Yonggu Technology</td>
<td>KANWA</td>
</tr>
<tr>
<td>FS Elliott (Shanghai) Compressor</td>
<td>Shanghai Jinghuirong Mechanical Equipment</td>
</tr>
<tr>
<td>Tianjin Dadi Sanfeng Mechanical Equipment Sales</td>
<td>Shanghai Chunhui Industries</td>
</tr>
<tr>
<td>Ningbo Deman Air Compressor</td>
<td>Shanghai Zhenchang</td>
</tr>
<tr>
<td>Anhui Luokexide Air Compressor</td>
<td>Shanghai Fiorentini</td>
</tr>
<tr>
<td>Shandong Jieba Energy-saving Technology</td>
<td>Yiwu Chenggui Mechanical Equipment</td>
</tr>
<tr>
<td>Chengdu Binhongsheng Mechanical Equipment</td>
<td>EDSS</td>
</tr>
<tr>
<td>Wuxi Hangfeng Filter Equipment</td>
<td>Nantong Wanning Running Well</td>
</tr>
<tr>
<td>Zaozhuang Shunheng Mechanical Equipment</td>
<td>Nantong Hante Equipment</td>
</tr>
<tr>
<td>Shenyang Hongtian Mechanical Equipment</td>
<td>Boke Compressor (Suzhou)</td>
</tr>
<tr>
<td>Yancheng Mantelai E&amp;M Equipment</td>
<td>Youyi E&amp;M Equipment</td>
</tr>
<tr>
<td>Suzhou Moair Compressor</td>
<td></td>
</tr>
</tbody>
</table>

*The above-mentioned names are displayed in random order without any prioritization.*
## Online Guided Tours

ComVac ASIA 2021 has joined hands with 8 enterprises in two featured tour themes online for overseas visitors who want to discover the key trends and innovations at the ComVac ASIA 15th anniversary. Experienced guides lead you on a tour of the trade show and take you to selected exhibitors whose offering is relevant to your topical industry theme. Each exhibitor provides a 15-20 minutes introduction of the company’s latest products and optimal solutions in English. Online Guided Tours guarantee you'll never miss the highlights in your special area of interest.

## Online Matchmaking

As we are aware that overseas visitors may have travel restrictions due to the COVID-19 pandemic, we are organizing ONLINE MATCHMAKING aiming to assist overseas professional buyers to conduct international business more efficiently as well as to discover the key trends and innovations of the industry.

In 2021, ONLINE MATCHMAKING was successfully organized for the first time. We have attracted overseas buyers from Indonesia, Pakistan, Ukraine, Serbia, Vietnam, Thailand and other countries.

This is a unique opportunity for overseas buyers to negotiate online with professional and reliable suppliers selected and guaranteed by the exhibition organizer to meet their specific business needs.
Sponsors & Media Partners

- **Sponsors**

- **Co-organizers**

- **Cooperation Media & Websites**

* The logos are displayed in random order without any prioritization.
Promotion Channels

Total 570,000+ Impressions
STAND PRE-BOOKING

ComVac ASIA 2022
Nov.1-Nov.4, 2022
Shanghai New International Expo Centre

公司/Company: __________________________________________________________________________

联系人/Contact: ___________________________________________ 职位/Title: ___________________________________________

电话/Tel: ___________________________________________ 传真/Fax: ___________________________________________

手机/MP: ___________________________________________ 电邮/Email: ___________________________________________

公司产品/Products: __________________________________________________________________________

我司意向预订2022年展位/Planned exhibitor for 2022: ____________________________ 平方米/SQM

Hannover Milano Fairs Shanghai Ltd.
Tel: +86-21-2055 7036
Fax: +86-21-2055 7100

Deutsche Messe
Tel: +49-511-89 31165
Fax: +49-511-89 39681

* Please note that this document serves as a pre-booking of space for ComVac ASIA 2022. It doesn’t serve as a legally binding document. Official APPLICATION FORM will be ready in due time and will be sent to you shortly.