LET-a CeMAT ASIA event 2020

Intelligent Manufacturing, Smart Logistics—Embrace the New Era of Intelligent Logistics

27 - 29 August 2020

China Import & Export Complex (Guangzhou)

After Show Report

www.chinalet.cn
Overview

No. of Exhibitors: 400+

Professional Visitors: 30,000+

Show Scale: nearly 30,000 m²

Delegations: 168+

Series Forums & Conferences: 20+

Topics: 100+
LET-a CeMAT ASIA event, the brand project of Hannover Messe Group, is held in the China Import & Export Complex (Guangzhou) at the end of May every year. Based on the South China market, the event shares the development opportunities of the Guangdong-Hong Kong-Macao Greater Bay Area, radiates to Asia-Pacific countries and regions, and actively exploits the procurement business opportunities in the BRI countries by leveraging its advantageous geographical location. The LET-a CeMAT ASIA event not only provides professional services for domestic visitors, but also meets the different needs of professional buyers from various countries and regions with more choices.

1. Economic advantages of the BRI and the GBA

The global advanced logistics system integration, logistics visualization, transportation and sorting, intelligent handling, intelligent packaging, intelligent distribution, supply chain, intelligent factory and other comprehensive logistics solution providers have chosen LET-a CeMAT ASIA event as a platform to showcase their products and services to customers in South China, which include Swisslog Holding, Zebra, Keyence, Sumitomo, Nord Drivesystems, Hik Robot, Quictron, GZRobotics, MKRobotics, DK Robotics, Hanqia, Hejin, Heng-Chain, Huaxiang, VisionNavRobotics, Enfon, Kengic, Lonlink, Mushiny, Baoxiang, CHIM, A&B, Confirmware, Banyitong, Youli Intelligent, Eoslift, OMG, Bluesky Robot, Robotic Warehouse, Sema Intelligent, Sunil Intelligent, Goldai, Mccue, Conincro, Gurki, Vita, Dalong, Logitrans, Marshall, and Junhong Machinery.

2. Support from city officials, multinational officials in Guangzhou and business associations

Over the years, LET-a CeMAT ASIA event has received support from city officials, multinational officials in Guangzhou, business associations and industry experts. This year, leaders of Guangzhou Municipal Government, Guangdong Provincial Department of Commerce, Guangzhou Municipal Bureau of Industry and Information Technology, Guangzhou Municipal Bureau of Commerce, Guangzhou Haizhu District Government, Bureau of Science, Technology, Industry, Commerce and Information Technology of Guangzhou Haizhu District Government as well as more than 20 embassies and consulates of countries along the “Belt and Road”, and leaders of over 100 business associations have gathered together to witness the opening ceremony of LET-a CeMAT ASIA event.

3. Customized logistics solutions for professional visitors

LET-a CeMAT ASIA event takes logistics technology innovation as the starting point, fully displaying cases of intelligent landing of logistics equipment and technology, presenting the latest developments and trends of cutting-edge technology and high-tech artificial intelligence in the industry, bringing standardized solutions to professional audiences and tailoring logistics solutions for buyers at the same time. The system integrators represented by HC Robots, Youli Intelligent, Enfon, and Zikoo Intelligence take a modular construction approach to quickly complete the construction and debugging for food, pharmaceutical, e-commerce, retail, logistics and other terminal industry enterprises in factory production, implant logistics, warehousing logistics, supply chain logistics and other aspects with new inspiration, and replace traditional manual processes with automation and intelligence, so as to promote technology upgradation and efficiency.

4. Well-known exhibitors and advanced logistics technologies

The global advanced logistics system integration, logistics visualization, transportation and sorting, intelligent handling, intelligent packaging, intelligent distribution, supply chain, intelligent factory and other comprehensive logistics solution providers have chosen LET-a CeMAT ASIA event as a platform to showcase their products and services to customers in South China, which include Swisslog Holding, Zebra, Keyence, Sumitomo, Nord Drivesystems, Hik Robot, Quictron, GZRobotics, MKRobotics, DK Robotics, Hanqia, Hejin, Heng-Chain, Huaxiang, VisionNavRobotics, Enfon, Kengic, Lonlink, Mushiny, Baoxiang, CHIM, A&B, Confirmware, Banyitong, Youli Intelligent, Eoslift, OMG, Bluesky Robot, Robotic Warehouse, Sema Intelligent, Sunil Intelligent, Goldai, Mccue, Conincro, Gurki, Vita, Dalong, Logitrans, Marshall, and Junhong Machinery.

5. Efficient business matchmaking

LET-a CeMAT ASIA event has always been committed to connecting intelligent factories, production, warehousing, distribution, retail, supply chain and other upstream and downstream enterprises in a comprehensive manner, and building a business negotiation platform for exhibitors and buyers of the entire industry chain. Since the beginning of the year, the COVID-19 epidemic has made a certain impact on the sales and procurement of enterprises. To address this pain point, the organizer has launched the new Business Matchmaking activity at LET-a CeMAT ASIA event 2020, aiming to build a comprehensive communication platform for exhibitors and buyers to achieve seamless communication before, during and after the event. Hundreds of buyers and over 50 exhibitors have registered for the three-day event this year. Buyers who participated in the event spoke highly of this year’s Business Matchmaking and expressed their gratitude to the organizers for providing them with a convenient and efficient new experience.

6. Numerous concurrent events for latest industrial news

Focusing on the theme of “Intelligent Manufacturing, Smart Logistics - Embrace the New Era of Intelligent Logistics”, LET-a CeMAT ASIA event 2020 has organized more than 20 series forums and conferences, and invited industry experts to share their views on the over 100 topics, including the “Grasping the Digital Megatrend and Promoting the New Growth of Intelligent Logistics” presented by Dr. FANG Dianjun, Chief Scientist of Fraunhofer Institute of Logistics, “Intelligent Manufacturing as the Engine of Solid Economy” presented by Dr. LI Peigen, Academician of Chinese Academy of Engineering, “Packaging and Logistics in the Era of Internet of Things” presented by Prof. CHENG Liangjun, Vice President of Guangdong Packaging Technology Association and Dean of Computer College of Guangdong University of Technology. The sharing of experts and scientists linked to the frontier information of logistics, which helped participants broaden their horizons and find the right direction in the exchange of ideas.

Highlight
Introduction

The three-day LET—a CeMAT ASIA event 2020 was rounded off on 29 August in Zone B of China Import & Export Complex (Guangzhou). Under the theme of “Intelligent Manufacturing, Smart Logistics – Embrace the New Era of Intelligent Logistics”, other three concurrent shows – Guangzhou International Cold Chain Logistics Exhibition 2020, Guangzhou International Logistics and Supply Chain Exhibition 2020 and IMS—a CeMAT ASIA event 2020 & IIoT Show 2020 were jointly staged with LET. The exhibition covered 30,000 sqm, attracted more than 400 well-known exhibitors at home and abroad and over 30,000 professional visits.

LIU Guoliang, Chairman of Hannover Milano Best Exhibitions (Guangzhou) Co., Ltd., stated that even though COVID-19 has been plaguing a majority of sectors at varying degrees in the service industry, demands boosted under such special scenarios have brought another spring for logistics industry. He added that quarantine at home has made many residents choose online shopping and delivery service, which will be normalized in the post-pandemic era, and thus turns into a rigid demand. When productions are resumed totally, factories and end customers will have an increasing demand of logistics service. This necessitates advanced technologies and solutions in the post-pandemic era.

Based on the South China market, LET supports more development opportunities in the Guangdong-Hong Kong-Macao Greater Bay Area and explore procurement opportunities in countries along the Belt and Road. LET—a CeMAT ASIA event has set off again, and together with all logistics people, we will face the new challenges and opportunities of the logistics industry in the post-epidemic era. Look forward to meeting you in Guangzhou again between May 25th and 27th, 2021!
With the theme of "Focusing on Logistics, Leading the Future", the "Golden Ant" Awards Ceremony honored outstanding enterprises that have made outstanding contributions and led the industry development trend in the application cases of logistics and automation to improve quality and efficiency, explore the frontier of logistics, and share new concepts, new models, new layout and new technologies in the field of logistics. A total of six awards were presented at the ceremony, including "Golden Ant" Highest Potential Award, "Most Popular Technical Innovation Award", "Most Popular Logistics Equipment Award", "Golden Ant" Innovation Award, "Golden Ant" Star Award and "Golden Ant" Popularity Award, with HIK Robot, Xinbao Pharm and Cascade as strategic partners supporting the "Golden Ant" Ceremony.

The 5th China Intelligent Logistics Summit & China Logistics Industry 'Golden Ant' Awards Ceremony

Through cooperation with many organizations, including China Chamber of International Commerce, Guangzhou Chamber of Commerce, Guangdong Cold Chain Association and Alliance of Industrial Internet (Guangdong), more than 20 series activities were held in the same period of the three-day LET-a CeMAT ASIA event 2020. Corporate executives, engineering technicians, and industry experts have made authoritative interpretation of policies and shared their respective strategies to deal with problems. In addition, they also analyzed the demand of South China’s logistics industry by combining the frontier information of logistics and focusing on the industry trend and the development direction of intelligent logistics. The series of activities have provided more opportunities for exhibitors to communicate with professional buyers for further cooperation.

BRI International Smart Logistics Development Summit 2020

With the "Belt and Road" policy, and to promote the integration of transnational resources, the organizer has held the BRI International Smart Logistics Development Summit 2020 for the first time with "Going Out, Inviting In · New Opportunities in Intelligent Logistics" as the core theme, and has invited consulates and embassies from over 10 core member countries in Guangzhou and China as well as representatives of experts and scholars in the field, including Denisse Llamos Infante, Consul General of the Republic of Cuba in Guangzhou, and Peleg Lewi, Consul General of the Consulate General of Israel in Guangzhou, so as to promote mutually beneficial cooperation and win-win development between enterprises and countries under the BRI.

From digital logistics to intelligent logistics

Dr. FANG Dianjun, Chief Scientist of Fraunhofer Institute of Logistics, brought a seminar on the first day of the event with the theme of "Grasping the Digital Megatrend and Promoting the New Growth of Intelligent Logistics", which gave the participants a deeper understanding of intelligent logistics and its development trend.
Over 20 Series Forums & Conferences with Well-known Experts
Over 20 Series Forums & Conferences with Well-known Experts
Visitor Analysis

Visitor origin countries

Regional distribution of visitors

- Chinese Mainland: 99.5%
- Foreign audience: 0.23%
- Hong Kong, Macao, and Taiwan Region: 0.27%

Visitor Analysis

Non-local visitors

- South China: 80.31%
- East China: 10.96%
- Central China: 3.60%
- North China: 2.64%

Non-local visitors

- Local: 86.71%
- Non-local: 13.29%

Overseas

Asia: 19.61%
- Japan: 3.92%
- Singapore: 3.92%
- Pakistan: 1.96%
- Kazakhstan: 1.96%
- Malaysia: 1.96%
- Myanmar: 1.96%
- Israel: 1.96%
- Indonesia: 1.96%

Hong Kong, Macao and Taiwan Region: 49.02%
- Hong Kong, China: 25.49%
- Taiwan, China: 23.53%

North America: 5.88%
- Canada: 5.88%

South America: 3.92%
- Brazil: 1.96%
- Venezuela: 1.96%

Europe: 19.61%
- Europe: 9.80%
- Germany: 7.84%
- Italy: 1.96%

Africa: 1.96%
- Niger: 1.96%

Overseas (Asia): 19.61%
- Japan: 3.92%
- Singapore: 3.92%
- Pakistan: 1.96%
- Kazakhstan: 1.96%
- Malaysia: 1.96%
- Myanmar: 1.96%
- Israel: 1.96%
- Indonesia: 1.96%

Regional distribution of visitors

- Chinese Mainland: 99.5%
- Foreign audience: 0.23%
- Hong Kong, Macao, and Taiwan Region: 0.27%
Visitor Analysis

### Industries of interest to the visitor

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Packing equipment with order picking</td>
<td>52.06%</td>
</tr>
<tr>
<td>Storage technology and workshop equipment</td>
<td>46.01%</td>
</tr>
<tr>
<td>Mechanical handling equipment</td>
<td>39.45%</td>
</tr>
<tr>
<td>Material handling technology, storage technology and logistics system</td>
<td>35.34%</td>
</tr>
<tr>
<td>Smart factory</td>
<td>34.18%</td>
</tr>
<tr>
<td>Cold chain logistics</td>
<td>28.60%</td>
</tr>
<tr>
<td>Conveying and sorting equipment and accessories</td>
<td>27.22%</td>
</tr>
<tr>
<td>Lifting platform (including high altitude)</td>
<td>25.95%</td>
</tr>
<tr>
<td>Traffic engineering</td>
<td>25.38%</td>
</tr>
<tr>
<td>Transport vehicles</td>
<td>25.38%</td>
</tr>
<tr>
<td>Automatic packaging equipment and consumables</td>
<td>25.38%</td>
</tr>
<tr>
<td>Internal material system and software</td>
<td>24.66%</td>
</tr>
<tr>
<td>Logistics software</td>
<td>23.47%</td>
</tr>
<tr>
<td>Logistics service and outsourcing</td>
<td>22.21%</td>
</tr>
<tr>
<td>Forklift truck and accessories</td>
<td>20.78%</td>
</tr>
<tr>
<td>Lifting equipment</td>
<td>19.83%</td>
</tr>
<tr>
<td>Order picking equipment</td>
<td>17.48%</td>
</tr>
<tr>
<td>Weighing and measuring equipment</td>
<td>15.72%</td>
</tr>
<tr>
<td>Loading technology</td>
<td>15.62%</td>
</tr>
<tr>
<td>Automated warehouse</td>
<td>15.26%</td>
</tr>
<tr>
<td>Logistics robot, AGV</td>
<td>14.93%</td>
</tr>
<tr>
<td>Overall smart factory solution</td>
<td>14.76%</td>
</tr>
<tr>
<td>Industrial robot</td>
<td>13.90%</td>
</tr>
<tr>
<td>Internal logistics system integration</td>
<td>13.69%</td>
</tr>
<tr>
<td>Industrial production and process automation</td>
<td>13.64%</td>
</tr>
<tr>
<td>Integrated logistics service</td>
<td>13.33%</td>
</tr>
<tr>
<td>Supply chain and services</td>
<td>12.28%</td>
</tr>
<tr>
<td>Warehouse and workshop logistics equipment</td>
<td>11.39%</td>
</tr>
<tr>
<td>Cold storage construction and refrigeration equipment</td>
<td>11.15%</td>
</tr>
<tr>
<td>Pallets and containers</td>
<td>11.10%</td>
</tr>
<tr>
<td>Cold chain transport vehicle</td>
<td>10.20%</td>
</tr>
<tr>
<td>Rack and shuttle</td>
<td>10.06%</td>
</tr>
<tr>
<td>Cold chain logistics services</td>
<td>10.00%</td>
</tr>
<tr>
<td>Cleaning equipment</td>
<td>9.04%</td>
</tr>
<tr>
<td>Industrial casters</td>
<td>8.72%</td>
</tr>
<tr>
<td>Electrical system</td>
<td>7.70%</td>
</tr>
<tr>
<td>Industrial information technology and software</td>
<td>7.60%</td>
</tr>
<tr>
<td>Sensor/machine vision</td>
<td>7.43%</td>
</tr>
<tr>
<td>Cold storage technology</td>
<td>7.26%</td>
</tr>
<tr>
<td>AUTO - ID/Internet of things</td>
<td>5.59%</td>
</tr>
<tr>
<td>Motion control</td>
<td>5.10%</td>
</tr>
<tr>
<td>Fresh - keeping equipment and materials</td>
<td>4.83%</td>
</tr>
<tr>
<td>Microsystems technology</td>
<td>4.44%</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
</tr>
</tbody>
</table>

### Purpose of visit

<table>
<thead>
<tr>
<th>Purpose of visit</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Know the market overview</td>
<td>45.02%</td>
</tr>
<tr>
<td>Purchase/place an order</td>
<td>35.80%</td>
</tr>
<tr>
<td>Search for new products and innovative technologies</td>
<td>30.13%</td>
</tr>
<tr>
<td>Visit suppliers and vendors</td>
<td>20.48%</td>
</tr>
<tr>
<td>Seek solutions</td>
<td>19.20%</td>
</tr>
<tr>
<td>Develop business contacts</td>
<td>12.56%</td>
</tr>
<tr>
<td>Develop new customers</td>
<td>11.46%</td>
</tr>
<tr>
<td>Gather information for investment and purchasing decisions</td>
<td>9.26%</td>
</tr>
<tr>
<td>Develop new suppliers</td>
<td>8.82%</td>
</tr>
<tr>
<td>Assess participation</td>
<td>4.38%</td>
</tr>
<tr>
<td>Other</td>
<td>0.94%</td>
</tr>
</tbody>
</table>
Visitor Analysis

Visitor industry analysis

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial manufacturing</td>
<td>51.98%</td>
</tr>
<tr>
<td>Logistics service industry</td>
<td>38.79%</td>
</tr>
<tr>
<td>Warehousing services</td>
<td>19.17%</td>
</tr>
<tr>
<td>Machinery manufacturing</td>
<td>16.50%</td>
</tr>
<tr>
<td>The electronic commerce</td>
<td>10.53%</td>
</tr>
<tr>
<td>Supply chain management</td>
<td>10.15%</td>
</tr>
<tr>
<td>Food and beverage</td>
<td>9.91%</td>
</tr>
<tr>
<td>Cold chain logistics</td>
<td>9.33%</td>
</tr>
<tr>
<td>Logistics estate</td>
<td>8.91%</td>
</tr>
<tr>
<td>3C/electronics</td>
<td>8.30%</td>
</tr>
<tr>
<td>Post/express</td>
<td>8.17%</td>
</tr>
<tr>
<td>The car</td>
<td>7.41%</td>
</tr>
<tr>
<td>Information, software and solutions</td>
<td>6.31%</td>
</tr>
<tr>
<td>Freight forwarders</td>
<td>5.77%</td>
</tr>
<tr>
<td>Medicine</td>
<td>5.15%</td>
</tr>
<tr>
<td>Packaging/printing</td>
<td>4.95%</td>
</tr>
</tbody>
</table>

Authority to make purchase decisions

87%

More than 87% of visitors were involved in purchasing or related.

* The percentage is based on the number of people who answered this question. Due to the multiple choices of some audiences, the total percentage is more than 100%
Buyer Delegations in Upstream and Downstream Markets

Guangdong Manufacturing Association
Arab Businessmen Forum (China)
Jiangmen Logistics Profession Association
Guangzhou Association of Enterprises with Foreign Investment
Guangzhou Municipal Association of Grain Sector
Bottled Drinking Water Association of Guangdong & Dongguan
Beverage Industry Association
Zhongshan Logistics Association
Huizhou Association of Enterprises with Foreign Investment

Guangdong Paper Association
Guangzhou Building Materials Industry Association
Zhongshan Modern Logistics Association
Guangzhou Pharmaceutical Profession Association
Foshan Electronic Information Industry Association
Zhongshan Information Industry Association
Zhuhai Chamber of Commerce of Foodstuffs and Native Produce
Shunde Electronic Information Chamber of Commerce
Guangzhou Stationery Association

Garden Food Trading (China) Co., Ltd.
Jinlongyu-Yihai Kerry (Guangzhou) Logistics Co., Ltd.
Tomita-Nikkyo Storage & Transportation (Guangzhou) Co., Ltd.
Carl Zeiss AG (China) Co., Ltd.
SF-DHL Supply Chain China
Jingdong Logistics-Guangdong Jingbangda Supply Chain Technology Co., Ltd.
Best Logistics Supply Chain Guangdong Branch

Midea Environmental Electric Manufacturing Co., Ltd.
Delta Electronics Industrial Co., Ltd.
Jabil Electronics (Guangzhou) Co., Ltd.
Guangdong SYtemmotor Technology Co., Ltd.
CR Sanjiu Pharmaceutical Co., Ltd.
Chemistry Pharmaceutical Co., Ltd.
Guangzhou Weimeizi E-commerce Co., Ltd.
Guangdong Southern Media Distribution and Logistics Co., Ltd.
Honda Motor Parts Manufacturing Co., Ltd.
Dongpeng Beverage (Group) Co., Ltd.

GAC Toyota Motor Co., Ltd.
Guangzhou Hollee Creative Home Co., Ltd.
Guangzhou Zhujiang Beer Co., Ltd.
Carpoly Chemical Group Co., Ltd.
Guangdong Xinhua Distribution Group Co., Ltd.
Detmold Group

Denso (Guangzhou Nansha) Co., Ltd.
Zhongshan Sinoltrans Logistics Co., Ltd.
Foshan Zhongyi-APC Furniture Co., Ltd.
Guangzhou Clic Pharmaceutical Group Co., Ltd.
ZC Rubber Group

Matsubayashi Optical (Guangzhou) Co., Ltd.
Guangzhou Fengxing Dairy Co., Ltd.
Guangdong Xinhua Distribution Group Co., Ltd.
Dashenlin Medical Group Co., Ltd.

*The above ranking is not in any order
Visitor Testimonials

Dashenlin Medical Group Co., Ltd.
Mr. Wu, Director of Distribution Center

It is a very meaningful exhibition, which gives us a very comprehensive and profound understanding of the development information in the field of logistics in the post epidemic period. Through this exhibition, we have also found suppliers that match our needs. Thank you to the Organizing Committee for arranging the docking, which has made us have a very pleasant communication and promoted further in-depth exchange and cooperation. Finally, I would like to thank the Organizing Committee again for the invitation and wish LET-a CeMAT ASIA event will become better and better every year.

Dongguan Tailiang Rice Co., Ltd.
Mr. Zhu, Director of Logistics

Thanks to the invitation of the Organizing Committee. It is a satisfying visit both in the pre-show information notice and entrance guidance reception, or on-site exhibits. During this visit, our company has focused on internal logistics systems and software, lifting equipment and accessories, and we are also very happy to recommend our products to food-related colleagues. Lastly, we wish LET-a CeMAT ASIA event better and bigger, and look forward to coming back in 2021!

Guangzhou Holike Creative Home Co., Ltd.
Mr. Zhang, Director of Supply Chain Operations Management Department

It is a pleasure to visit the popular event, and the professional management of the Organizing Committee has allowed the visitors and buyer groups to enter the exhibition efficiently. Being in the home furnishing industry, we have a very strong demand for logistics. The excellent product display at LET 2020 has provided me with a great idea to upgrade the warehousing and handling, and the exhibitors and exhibitions have also provided a lot of solutions for enterprises. I look forward to the continuation of the event next year.

Carl Zeiss AG (China) Co., Ltd.
Mr. Sun, Responsible for Logistics and Warehousing

We are very honored to participate in the LET-a CeMAT ASIA event. This exhibition has demonstrated us the top technology in the field of logistics and lets us experience the high efficiency of intelligent and automatic logistics. On-site logistics automation equipment, logistics robots AGV, scanning equipment and other related sectors have attracted the attention of the audience. In addition, in the packaging and materials section, the advanced technology and equipment opened our eyes, and the exhibits precisely hit the audience’s demand. I will continue to come to the event every year to visit and exchange, so as to constantly expand the vision of logistics.

YOHOBUY (Jiangsu) Trading Service Co., Ltd.
Mr. Xu, Senior Director of Warehouse Logistics

First of all, I'd like to extend congratulations on a successful exhibition! I am impressed by the high quality of exhibitors and their high gold content, especially the appearance of leading logistics equipment enterprises such as HIK Robot and Quicktron, which we are particularly interested in. By participating in this exhibition, I have learned about the future direction of our enterprises in the transformation of logistics. I believe that next year's exhibition will be even more exciting, and we will definitely come back to visit and exchange ideas again.
Exhibitor Analysis

- **Exhibitor country distribution**
  - Chinese Mainland: 95%
  - Overseas: 5%

- **Exhibitor satisfaction**
  - Very satisfied: 30.4%
  - Satisfied: 42.70%
  - Fair: 24%
  - Other: 2.90%

### Number of visitors to stands

<table>
<thead>
<tr>
<th>Satisfaction</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Very satisfied</td>
<td>31.60%</td>
</tr>
<tr>
<td>Satisfied</td>
<td>56.70%</td>
</tr>
<tr>
<td>Fair</td>
<td>10.30%</td>
</tr>
<tr>
<td>Other</td>
<td>1.40%</td>
</tr>
</tbody>
</table>

### Number of valuable conversations

<table>
<thead>
<tr>
<th>Satisfaction</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Very satisfied</td>
<td>31.63%</td>
</tr>
<tr>
<td>Satisfied</td>
<td>57.53%</td>
</tr>
<tr>
<td>Fair</td>
<td>9.31%</td>
</tr>
<tr>
<td>Other</td>
<td>1.53%</td>
</tr>
</tbody>
</table>

### Contacts with prospective customers

<table>
<thead>
<tr>
<th>Satisfaction</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Very satisfied</td>
<td>34.59%</td>
</tr>
<tr>
<td>Satisfied</td>
<td>55.35%</td>
</tr>
<tr>
<td>Fair</td>
<td>7.33%</td>
</tr>
<tr>
<td>Other</td>
<td>2.73%</td>
</tr>
</tbody>
</table>
Gathering of Global Famous Brands

Global advanced logistics system integration, logistics visualization, transportation and sorting, smart handling, smart packaging, smart distribution, supply chain, smart factory and other comprehensive logistics solutions suppliers have chosen Guangzhou Logistics China as a platform to show their products and services to customers in south China.

Well-known Exhibitors

*The logos are displayed in random order without any prioritization.*
Exhibitor Testimonials

**Suzhou Mushiny Intelligent Technology Co., Ltd.**
FAN Yan, General Manager

LET-a CeMAT ASIA event is a very professional exhibition, which can provide enterprises in intelligent logistics industry like us with an excellent opportunity to communicate with professional audience and peers. We hope that with the help of LET platform, more people can know Mushiny Intelligent and the intelligent logistics solutions. We hope that more end customers could experience intelligent logistics as well.

**Jiangsu Zikoo Intelligence Technology Co., Ltd.**
CAI Chuanyu, President

As one of the largest logistics exhibitions in South China, LET-a CeMAT ASIA event is an industry event for exhibitors to share and exchange advanced technologies, innovative products and solutions, which is known as the best of the best. As a newcomer in the industry, Zikoo has taken part in the exhibition with its unmanned intelligent warehouse solutions, intelligent forklift and intelligent shuttle, and felt the booming market and huge development prospects in South China after which we have more confidence and hope in the environment of economic recovery after the epidemic.

**Vision Nav Robotics (Shenzhen) Co., Ltd.**
LI Luyang, CEO

The event is very efficiently organized with timely and effective on-site services, especially the special events represented by the "Belt and Road", which have provided new opportunities and new directions for expanding new business. Looking forward to participating again!

**Suzhou Mushiny Intelligent Technology Co., Ltd.**
FAN Yan, General Manager

The event is very efficiently organized with timely and effective on-site services, especially the special events represented by the "Belt and Road", which have provided new opportunities and new directions for expanding new business. Looking forward to participating again!

**Vision Nav Robotics (Shenzhen) Co., Ltd.**
LI Luyang, CEO

I have taken part in the event for two years with great harvest each time. This year, we have showed our new code reader products and exchanged solutions with many logistics equipment manufacturers, integrators and end users to get more cooperation opportunities. We also hope to help more customers solve the problems of logistics sorting and scanning. Thank you for providing such a platform, and we look forward to a more long-term cooperation in the future.

**KEYENCE (China) Co., Ltd.**
Ms. Wang, Technical Manager of Logistics Department

KEYENCE (China) Co., Ltd.
Promotion Channels

- **Baidu**
  - Home page impression: 183,000
  - Hits: 84,571

- **Live photo**
  - Hits: 340,000+

- **Email marketing**
  - Home page impression: 2,318,149
  - Hits: 48,083

- **Cooperative association**
  - 200+
Promotion Channels

- **WeChat**
  - Followers: 30,372

  - WeChat subscription number fans increase year by year

- **TikTok**
  - Followers: 2,517

- **Media partners**: 243

*Data by 31 August 2020*
Sponsors & media partners

- **Sponsors 2020**

  - Sumitomo Drive Technologies
  - HIKROBOT
  - Quicktron
  - cascade
  - Hilectro

- **Strategic cooperation media**

  - Forklift Online
  - China Industry & Transport
  - Jitlogistics
  - Logistics & Technology
  - Products.com
  - Industrial叉车
  - Vision Systems China
  - MACHINERY on Q

- **Supporting media**

  - Made-in-China.com
  - Ofweek
  - CCTV
  - CA168.com
  - China Aerospace
  - China Metallurgical
  - AIDC
  - AI Forum
  - Changsha
  - Smart Manufacturing
  - Manager
  - Masaki
  - Eworks
  - 86175.com
  - VIN
  - IIA NEWS
  - Plant & Equipment
  - CNEIC.com
  - AMI
  - WeiHuang
  - CTIA
  - ETL
Media Partners

*The above ranking is not in any order*
Splendid Moments
Welcome to
LET-a CeMAT ASIA event 2021
25 - 27 May 2021 | China Import & Export Complex (Guangzhou)

- Expected Show Scale 2021: Nearly 40,000 m²
- Expected No. of Exhibitors 2021: Over 450
- Expected Professional Visitors 2021: Over 40,000

Booth Application Form

Company: ____________________________________________________________

Contact: ___________________________ Position: __________________________

Tel: __________________________ Email: __________________________

Company products and services: ______________________________________

We intend to reserve a booth of: ______________ square meter in LET 2021 and reserve a booth of: ______________ square meter in CeMAT ASIA 2021

(26 – 29 October, 2021 | Shanghai New International Expo Centre)

*Please note that this document serves as a pre-booking of space for LET-a CeMAT ASIA event 2021. 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.
LET-a CeMAT ASIA event 2021

Concurrent Show

Guangzhou International Cold Chain Logistics and Equipment Exhibition 2021
Guangzhou International Automated Packaging and Packing products Exhibition 2021
Guangzhou International Logistics and Supply Chain Exhibition 2021
IMS-a CeMAT ASIA event 2021 & IIoT Show 2021

China Import & Export Complex (Guangzhou)
25-27 May 2021
www.chinalet.cn