

Industrial Automation BEIJING 2017

Leading Trade Fair for Process, Factory and
Building Automation Systems and Solutions

May 10 - 12, 2017
Beijing Exhibition Centre

After Show Report

www.industrial-automation-beijing.com

2017



Chinese Mechanical
Engineering Society



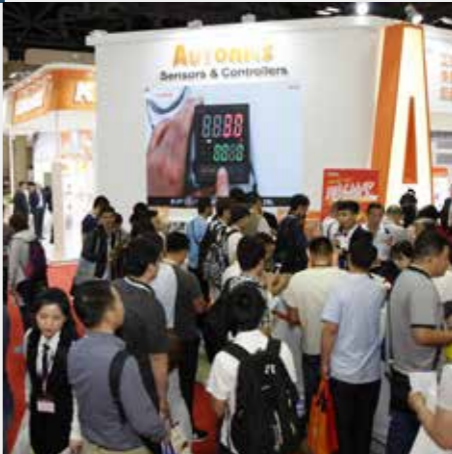
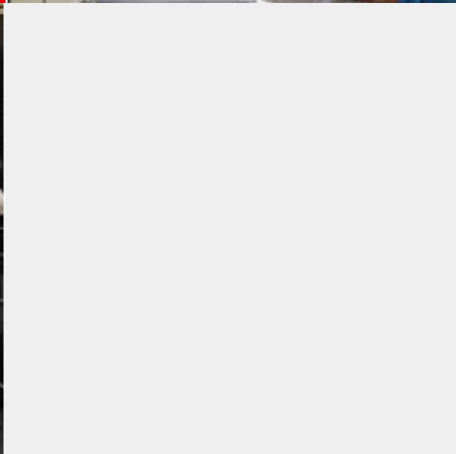
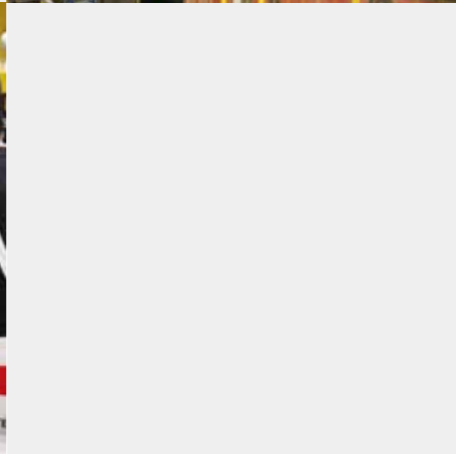
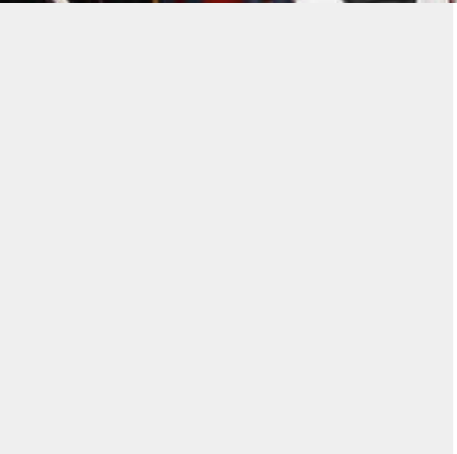
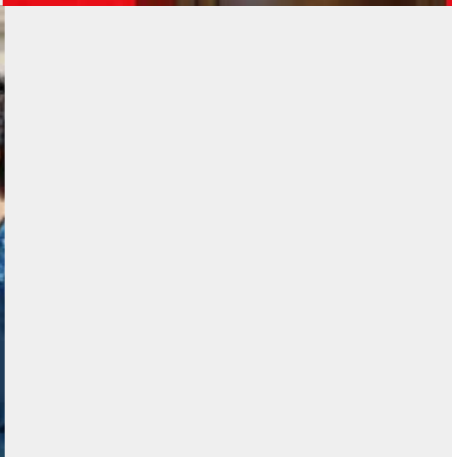
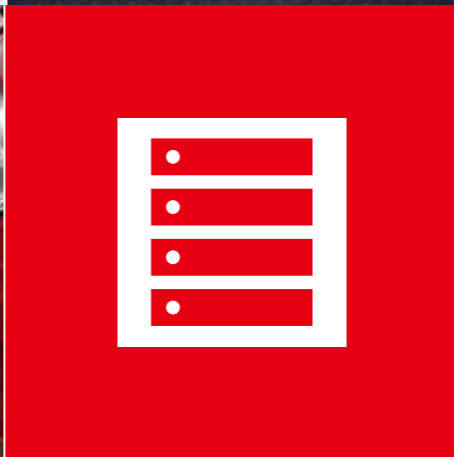
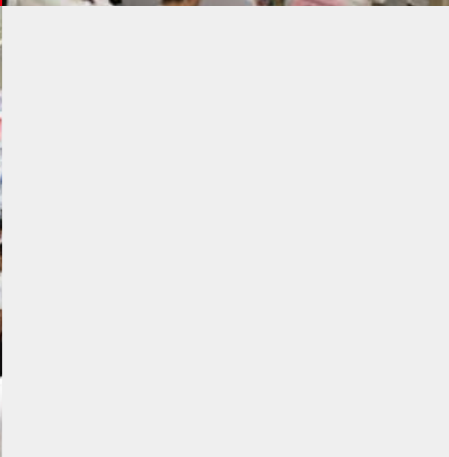
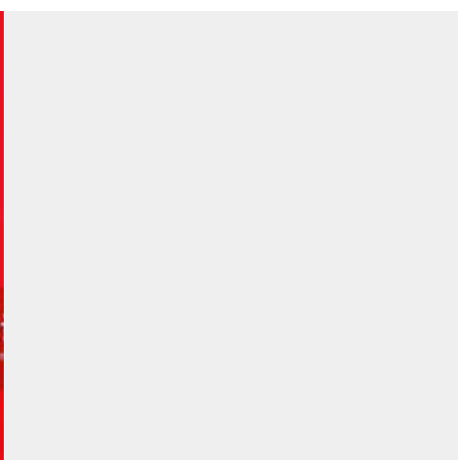
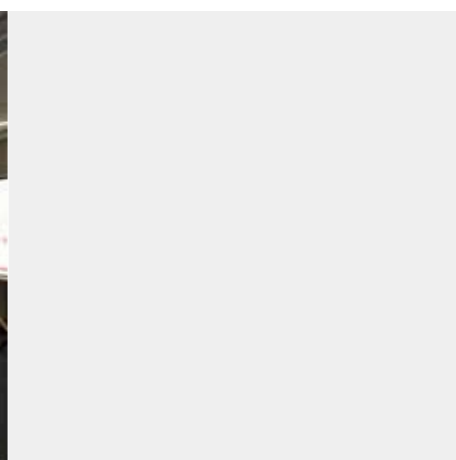
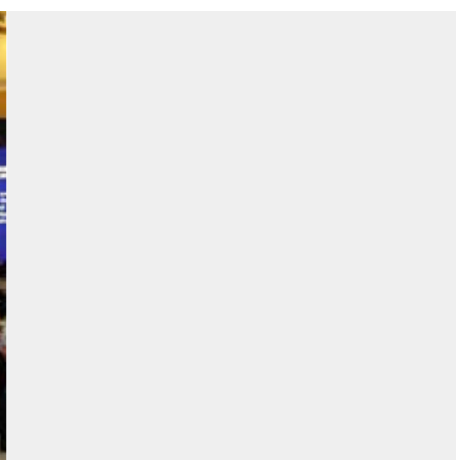
Deutsche Messe



**Industrial
Automation**
BEIJING

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A new layout of six display sections assembling top-notch enterprises

- Control Technology
- Machinery Infrastructure
- Sensor and Connector
- Robots and Accessories
- Digital Factory
- Application Park

After three-packed days, Industrial Automation Beijing 2017 drew to a close with great triumph at Beijing Exhibition Center on May 12, 2017.

As the most influential industrial automation event in Northern China, this year's show attracted a strong lineup of 210 leading enterprises within a display area of 23,000 sqm. 85 buyer delegations up to 2,212 people paid their visits, contributing to a total visitors' number up to 18,147, a 3.2% increase compared with last year.

Exhibition Area
23,000
sqm

Exhibitors
210

Total Visitors
18,147

Delegation
Visitors
2,212

Industrial Pioneers Making Practical Showcases



A strong lineup of 210 leading enterprises from Germany, South Korea, the Netherlands, the United States, Japan, Switzerland, Turkey, Singapore, Italy, Israel, Denmark and China Taiwan made their presence. Main exhibitors included Phoenix, Siemens, Rockwell, Beckhoff, Turck, IFM, Cognex, ELCO, Eplan, Weidmueller, Pilz, Hilscher, Hiwin, Elmo, KOYO, NB China, Schmalz, Autronics, Schmersal, Bernstein, Pentair, Dongan, YOUNGSUN, Han's Motor, Moons', Hongfa.

As a perfect display platform where the supply meets the demand, Industrial Automation Beijing 2017 launched Application park for automation products for the first time, inviting leading industrial enterprises to deliver speeches on four hot topics including automobile manufacturing, intelligent packaging, agricultural machinery manufacturing and smart city, promoting the upgrading and transformation of manufacturers by jointly exploring the intelligent manufacturing applications and solutions.

Digital factory has gained increasing attentions from enterprises as a vital system which protects the manufacturing process. In response to this demand, this year's show introduced digital factory show of the global manufacturing technology benchmark, HANNOVER MESSE. The first debut of Digital Factory in Industrial Automation Beijing 2017 brought the top-notch industrial technology and showcased the integrated solutions which control the manufacturing process through a series of means including integration, simulation, analysis and control.

Application Park Building Industrial Application Platform



Digital Factory Drawing Wide Attention





Beckhoff Automation (Shanghai) Co., Ltd.

In this year's exhibition, we have shown our full range of control products based on PC and EtherCAT as well as the automation and motion control solutions with the greatest scalability. Our goal is to help customers create real added value in Industry 4.0 and IoT applications. This year's exhibition is very fruitful, even better than our expectations. The number and quality of trade visitors, the booth lingering time, and the organization of thematic meetings have fully reflected the high standard of this exhibition and also manifested the organizer's strong professional competence. We have been paying attention to the exhibitions in the northern China region for 5 years, especially the best automation exhibition in Beijing. The answer is self-evident: IA BEIJING is our right choice.



Hilscher Systemautomation (Shanghai) Co., Ltd.

As a highly professional automation feast in the industry, IA BEIJING 2017 has once again created a successful model! Standing out with all-out innovative efforts, this year's exhibition is featured with unprecedented scale, popularity and effect! Thanks to the organizer for building such a good platform, inviting highly professional visitors and organizing communication meetings and seminars. It is possible for manufacturers, visitors and experts to discuss about the industrial future, envisage and plan the future together. Wish IA BEIJING more success in the future! See you next year!



Phoenix Contact (China) Holding Co., Ltd.

The most intuitive impression of IA BEIJING 2017 left on the exhibitors is the intention to organize a high-end forum for high-quality trade visitors. This has brought unlimited impetus to Phoenix Contact in its industry brand influence and potential sales opportunities. We hope to have more in-depth cooperation in the future, and wish Hanover Exhibition Company continuous improvement!

Weidmüller Interface (Shanghai) Co., Ltd.

We have attended IA BEIJING, a representative automation exhibition in northern China for many years in a row. It has gradually become a platform for us to communicate and meet with customers in northern China. The innovative connection solution Klippon®Connect exhibited by Weidmuller has become a highlight in this year's exhibition, and the visitors have showed great interest in it. The forum held concurrently with the exhibition also had many highlights. In such a professional and high-level exhibition, we have benefited a lot and have great expectations for next year's exhibition!



Pilz Industrial Automation (Shanghai) Co., Ltd.

The number of visitors to IA BEIJING is increasing and the quality of visitors is also improving year after year. It lives up to the reputation as the largest professional automation exhibition in North China. In addition, this year's new application park forum is very characteristic, and we hope to see more similar activities in the future.



Shanghai AMP & Moons' Automation Co., Ltd.

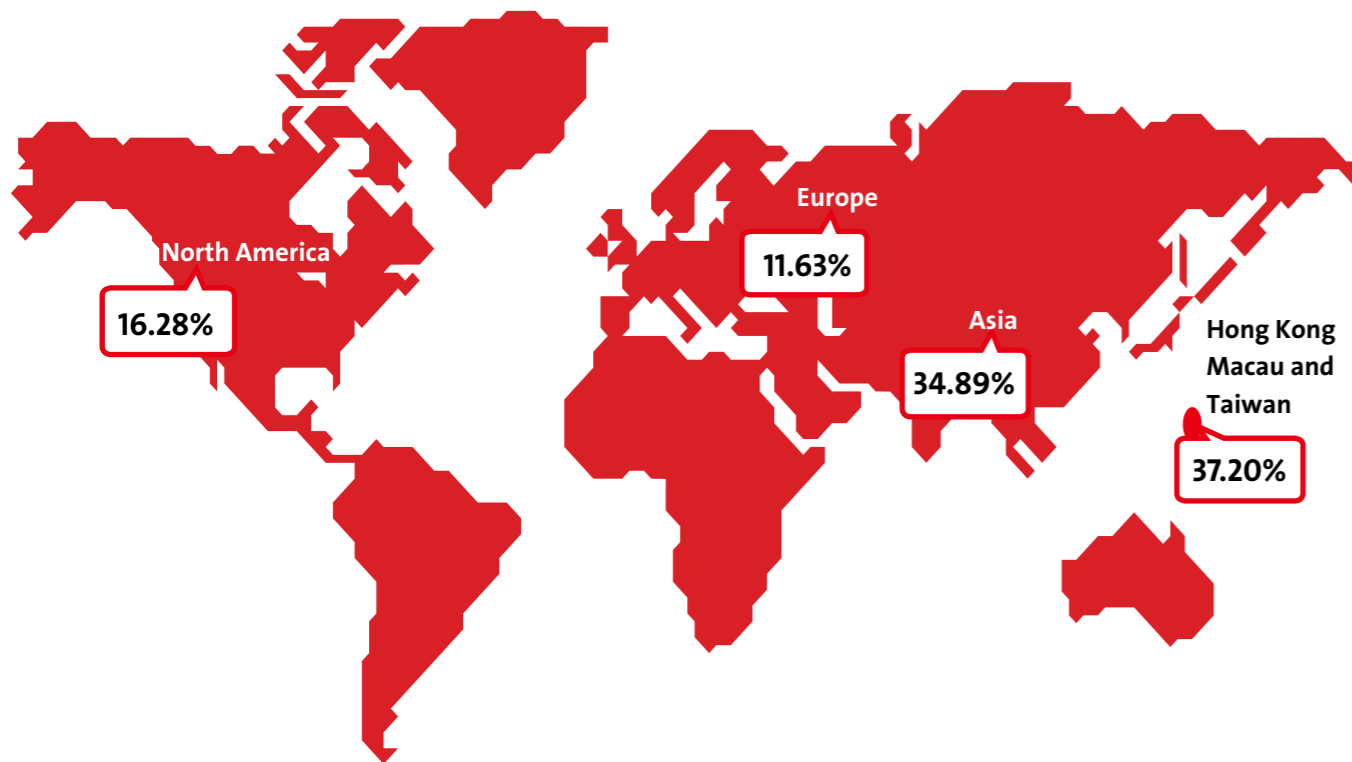
IA BEIJING is the most influential pageant of the industrial automation industry in the northern market of China; the 2017 exhibition has undoubtedly verified this fact in terms of scale, popularity and effect. It is the first time for Moon's to participate in an automation exhibition in North China. Our booths have received numerous visits; the visitors were highly professional; and the outcomes were better than expectation. We would like to extend special thanks to the organizer for their recommendation and great support. And we look forward to attending the 2018 exhibition.



The three-day show has attracted **18,147** professional buyers, which is **3.2%** greater than last show. Domestic visitors are from **32** provinces/directly-controlled municipalities, with those from Northern China accounting for **90.18%**.

Overseas Visitors

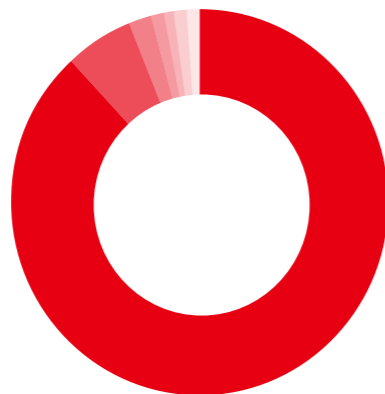
There are 0.4% visitors coming from 13 different foreign countries and regions, including USA, Russia, Turkey, Japan, Korea etc.



Domestic Visitors

Visitors mainly came from the following **10** cities in China:

Beijing, Tianjin, Baoding, Langfnag, Tangshan, Shanghai, Shijiazhuang, Qinhuangdao, Cangzhou and Shenyang.



- Northern China 90.18%
- Eastern China 5.10%
- Northeast China 1.84%
- South China 1.23%
- Central China 0.87%
- Northwest China 0.54%
- Southwest China 0.24%

Visitor's Purchasing Authority

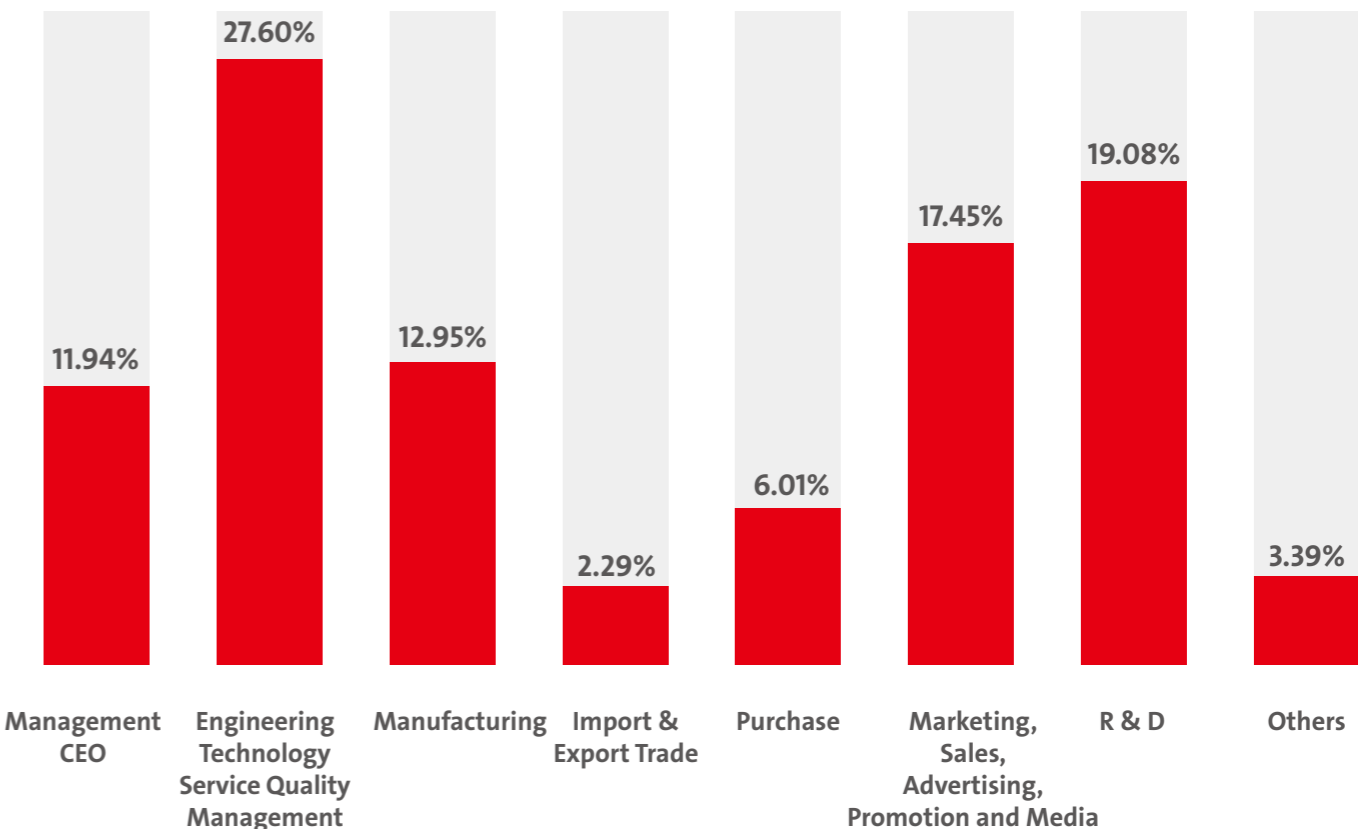


Professional buyers with purchase recommendation rights and final decision-making rights make up 80%

Decision-maker	29.72%	
Recommender	16.98%	
Consultant	34.08%	
Not involved	19.52%	

* The percentage is analyzed on the basis of the number of people who answered this question. Part of the visitors made multiple choices, and thus the total percentage exceeds 100%.

Visitors' Main Job Functions



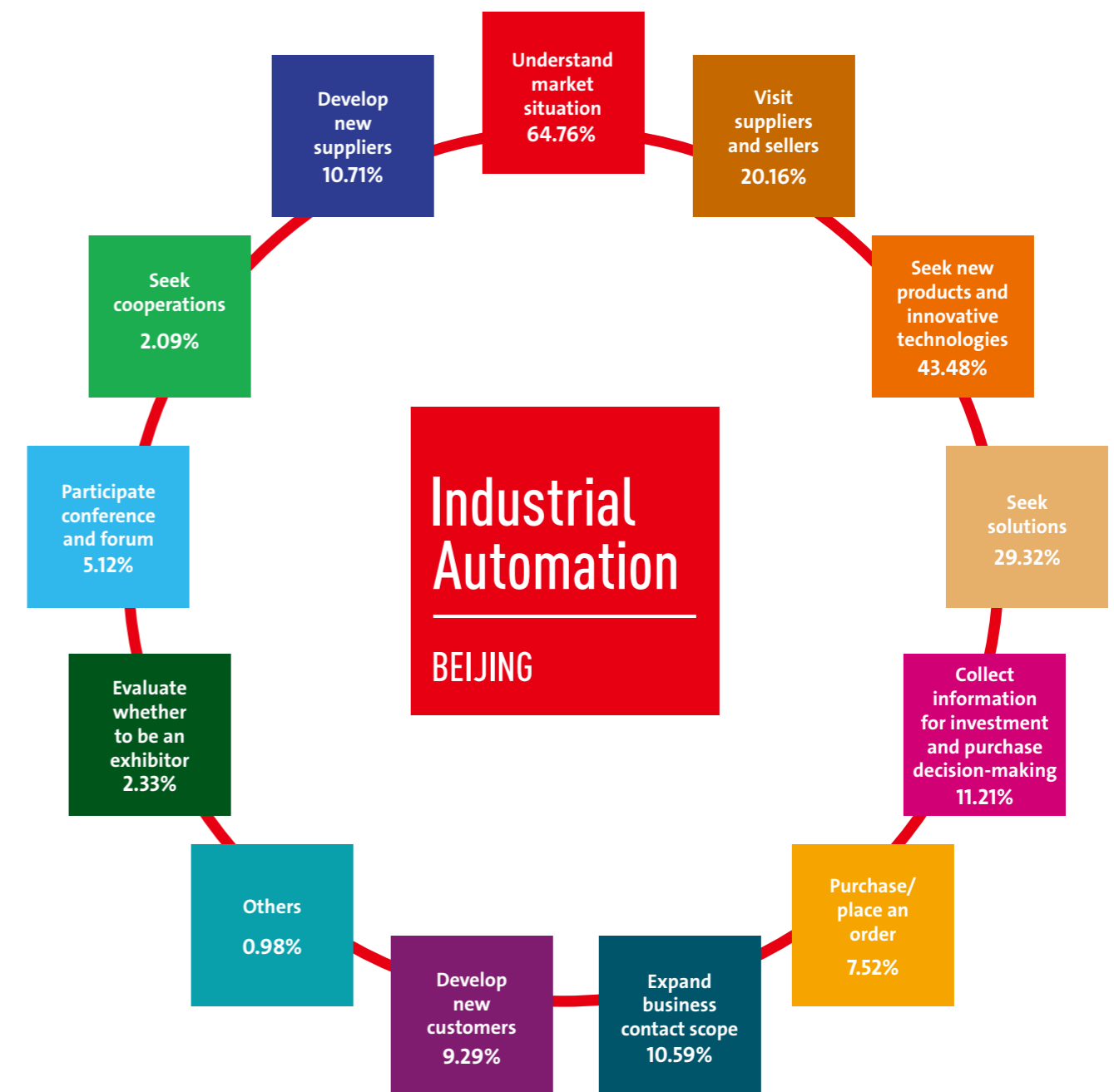
Visitors' Industrial Areas

Mechanical manufacturing, aviation & aerospace, automobile manufacturing, electronic manufacturing, food & beverage, pharmaceutical packaging, machine tool and other application industries account for over **43%**



Visitor's Purchasing Authority

In 2017, **73.4%** visitors visited the show for the first time. **52%** of the remaining visitors visited it for the third straight year. Over **93.7%** visitors said they would be there in 2018.





Schmalz (Shanghai) Co., Ltd.

As a German enterprise in China attending 10 exhibitions every year, we are grateful to the organizer for organizing IA BEIJING, an exhibition with international standards and international-caliber services. We now have a reliable partner in selecting exhibitions in northern China. IA BEIJING is a good platform for us to communicate with new and old customers in northern China, and the buyer's matching service provided by the organizer enables the exhibitors to meet with target customers. This gave us a lot of confidence before the exhibition was even commenced. We wish that the IA BEIJING will become larger and larger in scale!



China Waterborne Transport Research Institute Associate Researcher Mr. Song Zhiguo

We have benefited a lot from this exhibition and the buyer's matching activities. We are very grateful to you for your warm and professional services and hope to participate in the future events. The several companies' products you provided for us are critical electrical components in our product development. Through exchanges with them, I believe the aim of participating in this event has been achieved. We have exchanged product-related technology, price, lead time and other information and expressed the willingness to cooperate. All these are very helpful to my work.



China Post Science and Technology Co.,Ltd. Manager of Electromechanical Dept. Mr. He Baoguo

First, it is a great honor for us to participate in the exhibition as a specially invited buyer. Our comments on this year's exhibition are as follows:

1. We would like to commend the exhibition's "one to one" matching service, through which the two sides that engaged in prepared and targeted negotiations were able to solve practical problems and expand their product's sales channels and application fields.
2. Standing on the forefront of the development of science and technology, the exhibition introduces some of the world's leading new technologies and new equipment every year.
3. There are new changes in exhibition publicity and booth design every year, avoiding "aesthetic fatigue".

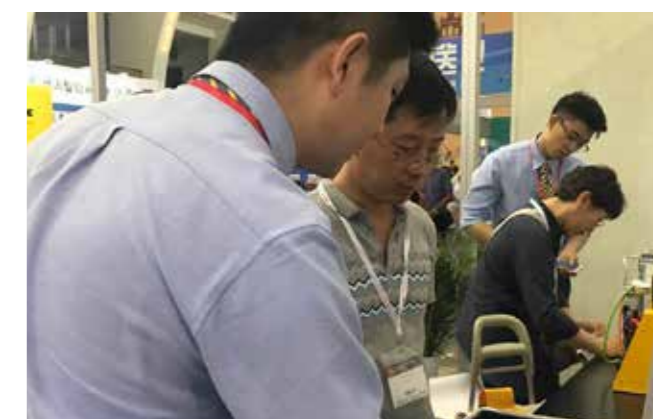
Central Iron & Steel Research Institute Group Deputy Director Mr. Zhao Ke

First of all, it is a great honor to participate in your buyer's matching activities, thank you! The overall exhibition site is quite satisfactory. You've been working very hard! In addition, there are a few expectations. Can the waiting time for admission be reduced? Is it possible to distribute some exhibitor brochures in advance, so that the visitors can plan their tours in a more targeted manner. The idea of buyer's matching activities is very good, and we hope that there will be more businesses involved next year.



Baoding Bolai Plastic Packing Materials Co., Ltd. Director of Electrical Dept. Mr. Zhang Zhixiu

We are very satisfied with the buyer's matching activities, and your services are very thoughtful and warm. This exhibition has been participated by many manufacturers. That said, we still hope to see more manufacturers and ideal suppliers at the next exhibition. Thank you very much for your hard work!



Beijing 365 Degree Agricultural Information Technology Co., Ltd. CEO Mr. Huang Peng

Thanks to Hanover for providing such a platform as IA BEIJING, though which I have found suppliers easily. The buyer's matching service is also very considerate. The VIP lounge area is particularly so, which is very heart-warming. I will invite more peers and friends to attend and/or visit the exhibition. Entering the exhibition venue accompanied by the organizer, we will receive more respect from the suppliers and the business negotiations will be smoother. Thank you very much for your efforts.



BOE Technology Group Co., Ltd.

It is a great honor to receive the invitation from IA BEIJING, which has organized us to participate in this exhibition. Our many thanks go to the organizer for the thoughtful services provided! During the exhibition, our engineers of various disciplines fully studied the manufacturers we are interested in, such as EPLAN in the electrical design sector and Fameview in the touch screen field. We also attended the meeting on the Industry 4.0 intelligent and leaned about the various changes in the links after the combination of manufacturing industry and the Internet. In short, we have benefited a lot, and wish IA BEIJING will get better and bigger in the future!

Nuctech Company Limited

This year, we organized a total of 65 technicians from the various departments of Miyun Base to attend the Industrial Automation Beijing 2017. This visit has broadened our vision and enabled our technicians to gain certain knowledge of future factory's big data model of manufacturing. The industrial technological revolution has arrived. Emerging technologies, such as artificial intelligence, robotics, big data and cloud computing are evolving quickly. Therefore, technicians should keep up with the development of the times, maintain constantly development, work hard and have the courage to make improvements. Only in this way can our products become more intelligent, our factory more modernized and our production more standardized.



Capital Engineering & Research Incorporation Limited

This year's exhibition collectively displayed intelligent manufacturing-related technologies; the exhibitors have shown a wealth of products in the fields of image recognition, security technology and digital factory, etc. The exhibition showed a warm atmosphere and the organizer provided a good exchange platform with considerate services for users and electrical manufacturers.

Beijing North Vehicle Group Co., Ltd.

"Made in China 2025", a shift from "manufacturing" to "intelligent manufacturing" has become the general direction of China's industry transformation and upgrading. Automation, as the cornerstone of intelligent change, is undoubtedly the priority among priorities. The exhibition brought together the world's leading automation enterprises, especially the debut of German "digital factory", which has inspired us in the diversification of automation and intelligence developments. We organized more than 90 employees to visit this exhibition in two batches in two days. Thanks to the organizer for its considerate services and arrangements. We have benefited a lot from the exhibition, and will continue to visit the exhibition in the future! We wish the exhibition will become larger and larger in scale!



Tangshan Yuanfang Machinery and Equipment Co., Ltd.

The exhibition represents the highest level of China's industrial automation and intelligent manufacturing industry, and our staff are astonished at its scale and high quality. Exhibitors are well-known enterprises at home and abroad, including Kacon and Autonics from South Korea, Hangzhou Yongchuang, and etc. They have reached a number of technical exchange intentions with us, which provided an important opportunity for us in the automation technology applications, especially in the design work of our design institute. In short, all our employees attending the exhibition are very satisfied with the trip to Beijing Exhibition Center, and we are especially grateful to Manager Jiang who was responsible for our reception for his considerate arrangements. If there are similar activities launched in the future, we will continue to attend them for sure!



China Lucky Group Corporation

We also attach great importance to this event, and organized more than 60 people to visit it in two batches. We are especially grateful to Mr. Jiang Tianqin from the organizer for his great assistance! The exhibition was featured with proper organization, reasonable function division and frequent highlights. The concurrent meetings were brilliant, ranging from the seminar on application of automation industry, the trend-leading international conference of intelligent manufacturing to the interpretation on policies provided by the officials of Chinese ministries. Large automation manufacturers gathered in this exhibition, presenting a breathtaking high-tech feast. From sensing technology to controllers, and to control platforms, all the exhibits showed a quantum leap in intelligent manufacturing. The exhibition has helped visitors gain a new understanding of automation and solved the confusion in the implementation of intelligent manufacturing programs. It helped cement the direction of "Made in China 2025".



Concurrent Events Interpreting Intelligent Manufacturing

The most significant concurrent event, 2017 International Intelligent Manufacturing Conference was held on the first day of the show. Mr. Miao Wei, Minister of Ministry of Industry and Information Technology made his presence and delivered a keynote speech on "Further Promote the Intelligent Manufacturing, and Foster the New Motivation for Economic Development".



- 2017 International Intelligent Manufacturing Conference
- Chinese-German Roundtable Meeting
- MM-Intelligence Automation Industrial Application Seminar (Automobile & Parts)
- MM-Intelligence Automation Industrial Application Seminar (Electronic & Beverage & Packaging)
- Intelligent manufacturing set off - A Salon of Study on the Trend of Intelligent Manufacturing and Industrial Automation in China
- Core Technologies of Smart Factories Forum
- IP Protection and Monetization of Industrial Software Forum
- Application Park
- The 6th Conference of Green and Intelligent Technology Development of Logistics Equipment
- 2017 International Symposium on Advanced Intelligent Manufacturing Technology
- OPC China Tour Beijing Station - Use OPC UA to build industrial IIOT
- The Sixth Industrial Control System Information Security Summit 2017
- 2017 Industry IOT Application Development Seminar

INDUSTRIAL AUTOMATION

EVENTS WORLDWIDE

Leading Trade Fair Network for Factory and Process Automation, Systems Solutions and Industrial Software

GERMANY	HANNOVER	23-27 APR 2018
CHINA	BEIJING	MAY 2018
	SHENZHEN	28-30 JUN 2017
	SHANGHAI	7-11 NOV 2017
USA	CHICAGO	10-15 SEP 2018
TURKEY	ISTANBUL	15-18 MAR 2018

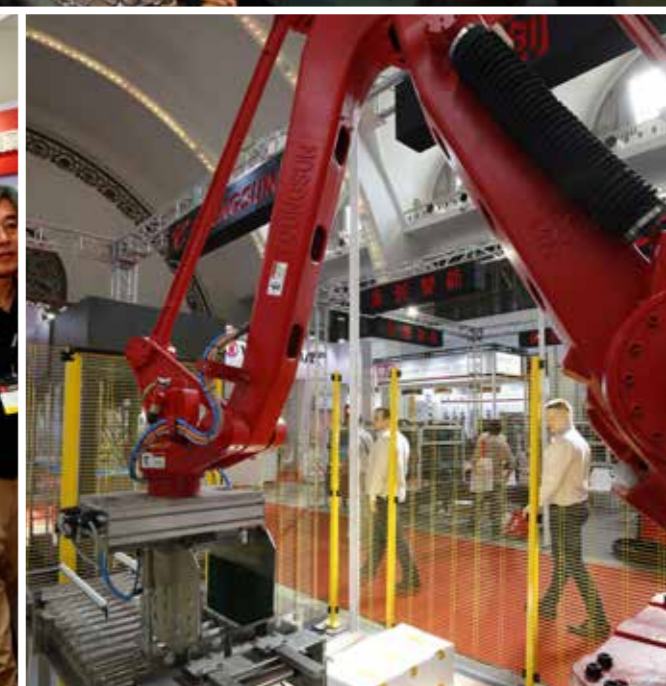
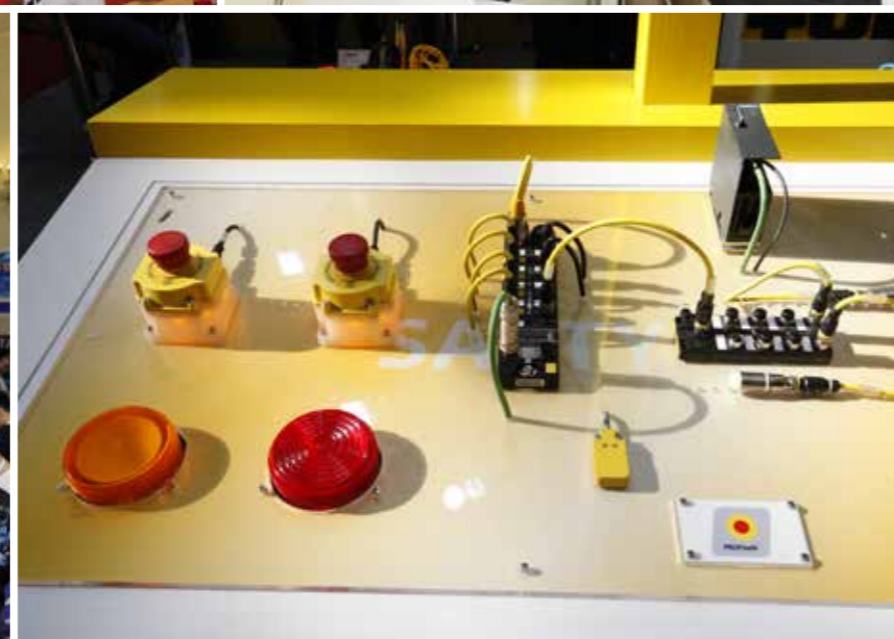
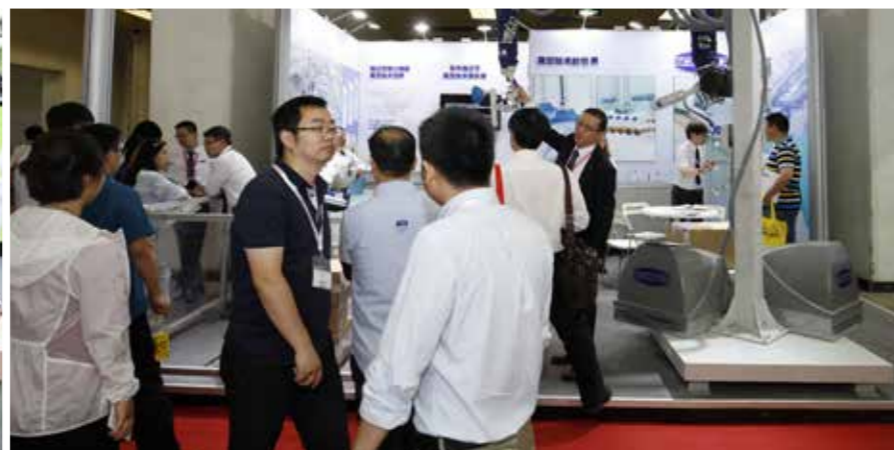
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Industrial
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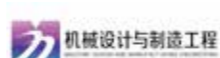




Supporting Media



Cooperation Media/Cooperation Websites



Mobile phone watch IABJ show

* The above rankings are in no order

Go Further into China's Fast Growing Automation Market!

Industrial Automation BEIJING 2018

May 2018, Beijing Exhibition Centre, No.135, Xizhimenwai Street, Xicheng District, Beijing

☐ I want to visit Industrial Automation BEIJING 2018

☐ I want to participate in Industrial Automation BEIJING 2018

Company: _____	Address: _____
Contact Person: _____	Tel: _____
Fax: _____	Mobile: _____
Zip Code: _____	Email: _____
Website: _____	Space: _____
Type of Company: <input type="checkbox"/> Foreign <input type="checkbox"/> Joint Venture <input type="checkbox"/> Local	
Exhibits Source: <input type="checkbox"/> Foreign <input type="checkbox"/> Local	
Date _____	Signature _____

Fill in the above form and fax back to us by +86-21-5045 9355/6886 2355

- Please note that this document serves as space booking at Industrial Automation BEIJING 2018, not legally binding. Official application form (i.e. legally binding) will be ready in due time and will be sent to you shortly.

For more information, please contact us

Deutsche Messe Worldwide
Hannover Fairs International GmbH
Contact: Mr. Andreas Wolf

Tel: +49-511-89 31193
E-mail: andreas.wolf@messe.de

Fax: +49-511-89 31601

Hannover Milano Fairs Shanghai Ltd.
Contact: Mr. David Zhang/Mr. Klaus Qian/Ms. Flora Fang
Email: im-beijing@hmf-china.com

Tel: +86-21 5045 6700 ext. 259/282/280
Website: www.industrial-automation-beijing.com

Fax: +86-21 5045 9355/6886 2355

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