

cippe2021

Visitor Data Report

June 8-10, 2021

Beijing-New China International Exhibition Center

EastFair Technolony Co., Ltd.

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Prepared by:Information Department

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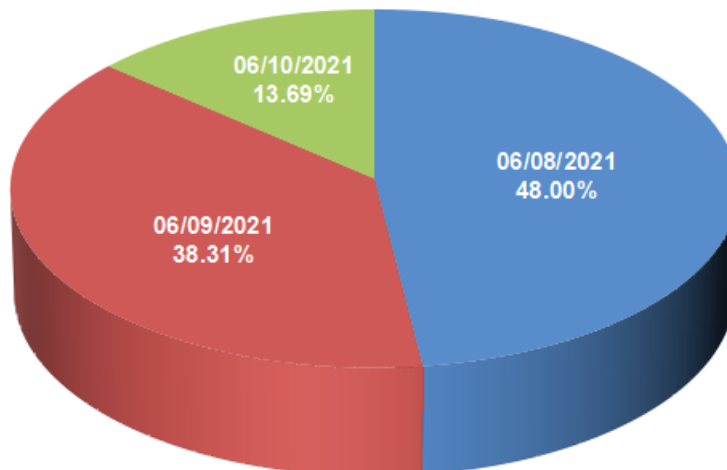
I. Overview

According to statistics, cippe2021 attracted a total of 56,898 visitors, and 123,000 person-times were recorded in the access control system. Among the 56,898 visitors, 56,318 are from Chinese mainland, 73 from Hong Kong SAR, Macao SAR and Taiwan (region) of China, and other 507 from abroad.

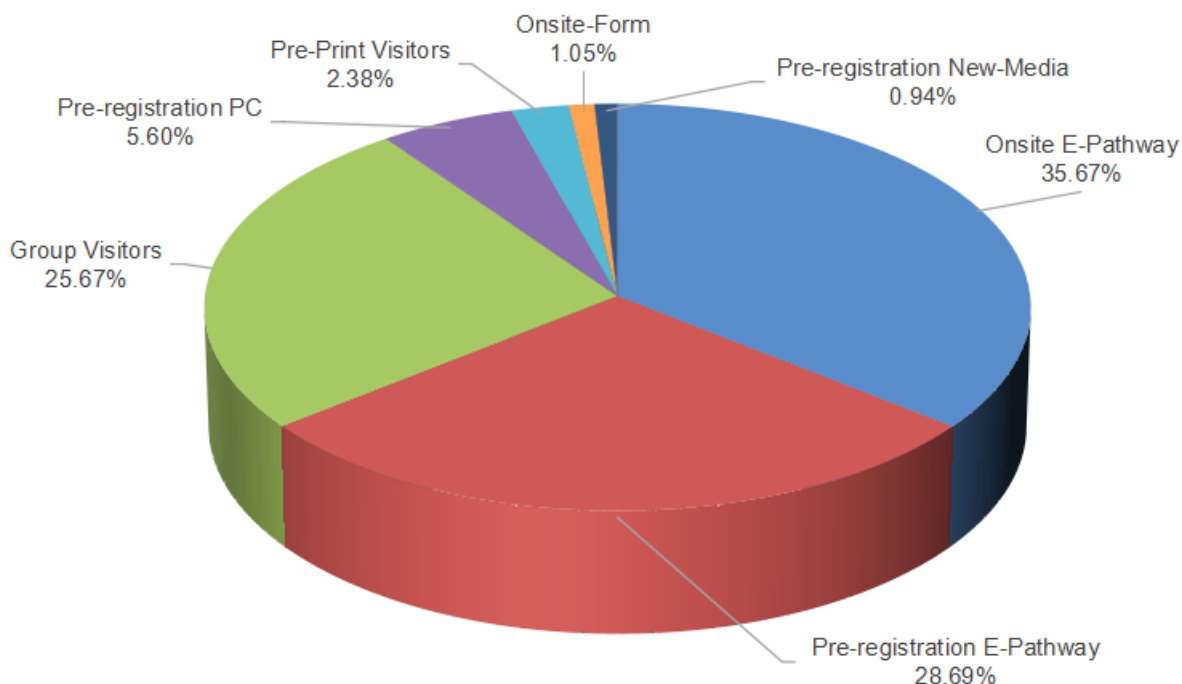
Visitor Attendance

Date	Visit Times	Daily Visitors	Unique Visitors	Percentage of Unique Visitors
06/08/2021	58,693	32,656	32,656	100.00%
06/09/2021	45,336	26,066	18,966	72.76%
06/10/2021	18,971	9,318	5,276	56.62%
Total	123,000	68,040	56,898	83.62%

Breakdown of Daily Visitor Attendance



Registration Channels

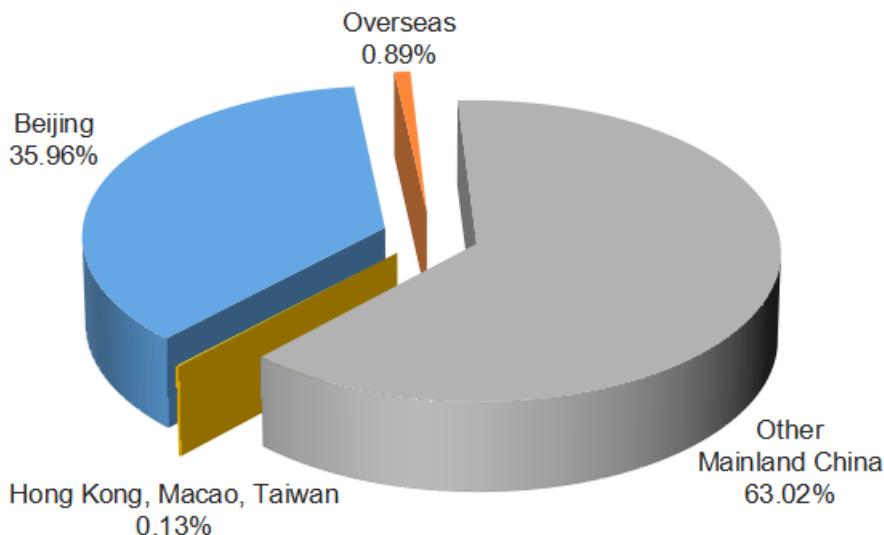


Item	Number	Percentage
Onsite E-Pathway	20,296	35.67%
Pre-registration E-Pathway	16,324	28.69%
Group Visitors	14,606	25.67%
Pre-registration PC	3,186	5.60%
Pre-Print Visitors	1,354	2.38%
Onsite-Form	597	1.05%
Pre-registration New-Media	535	0.94%
Total	56,898	100.00%

*E-Pathway is a mobile visitor registration system provided by EastFair.

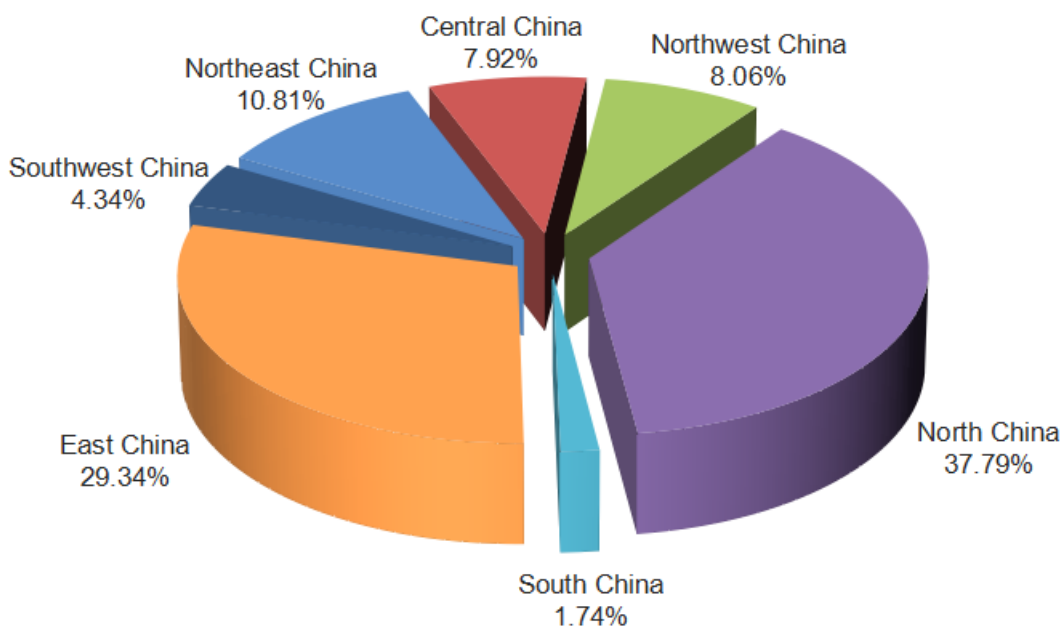
II. Geographical Breakdown of Visitors

Origin of Overall Visitors

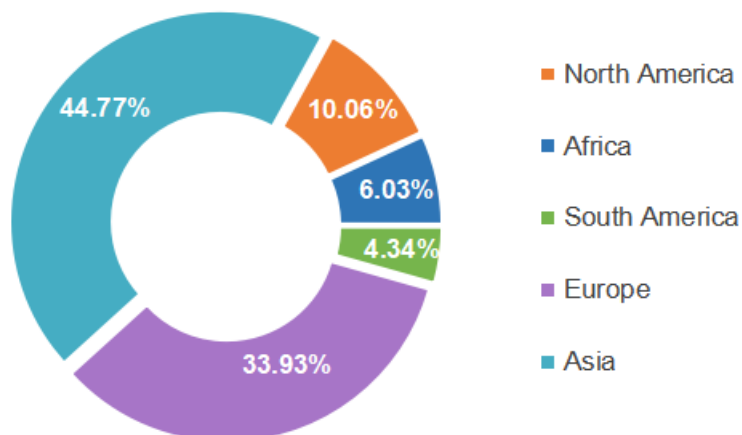


Origin of Other Domestic Visitors

Excluding the 20,463 local (Beijing) visitors of the exhibition, calculated on a base of 35,855 non-local visitors from the Chinese mainland, the regional distribution is as follows:

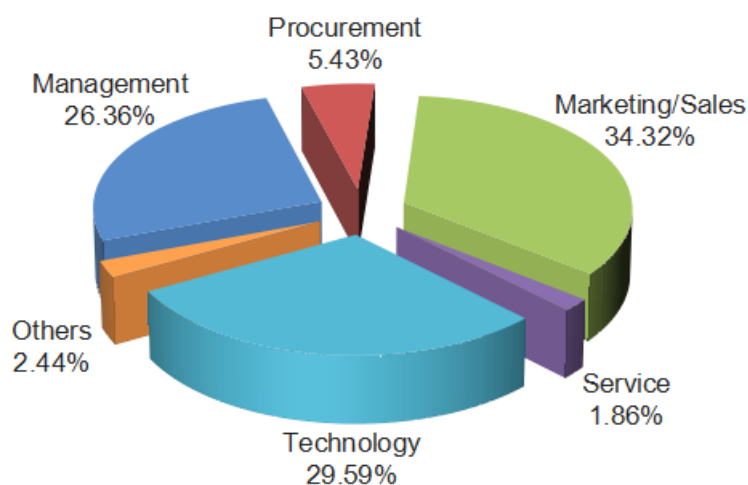


Origin of Overseas Visitors

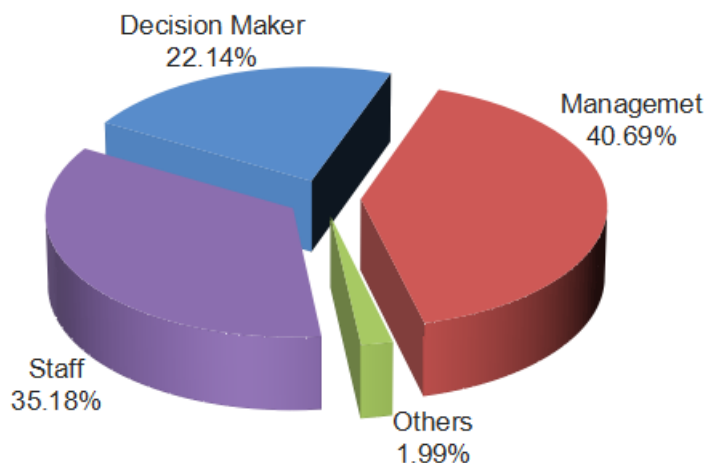


III. Visitor Job Functions and Seniority

Job Functions

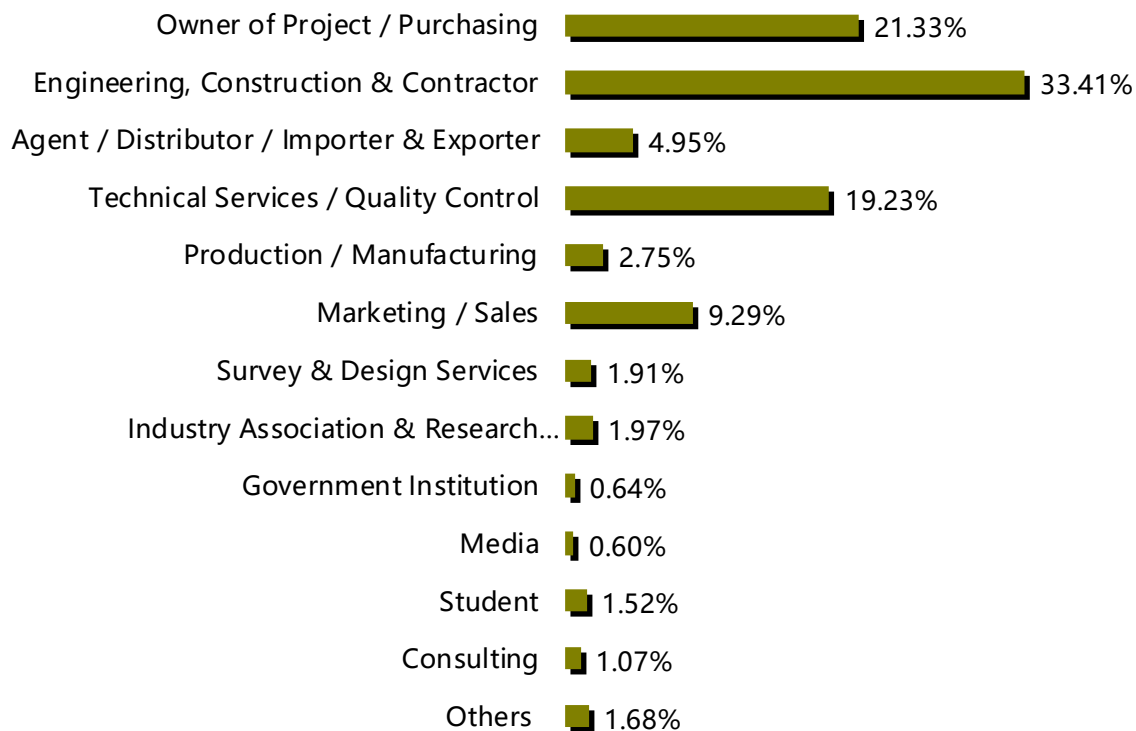


Visitor Seniority



IV. Visitor Survey Results

Business Nature

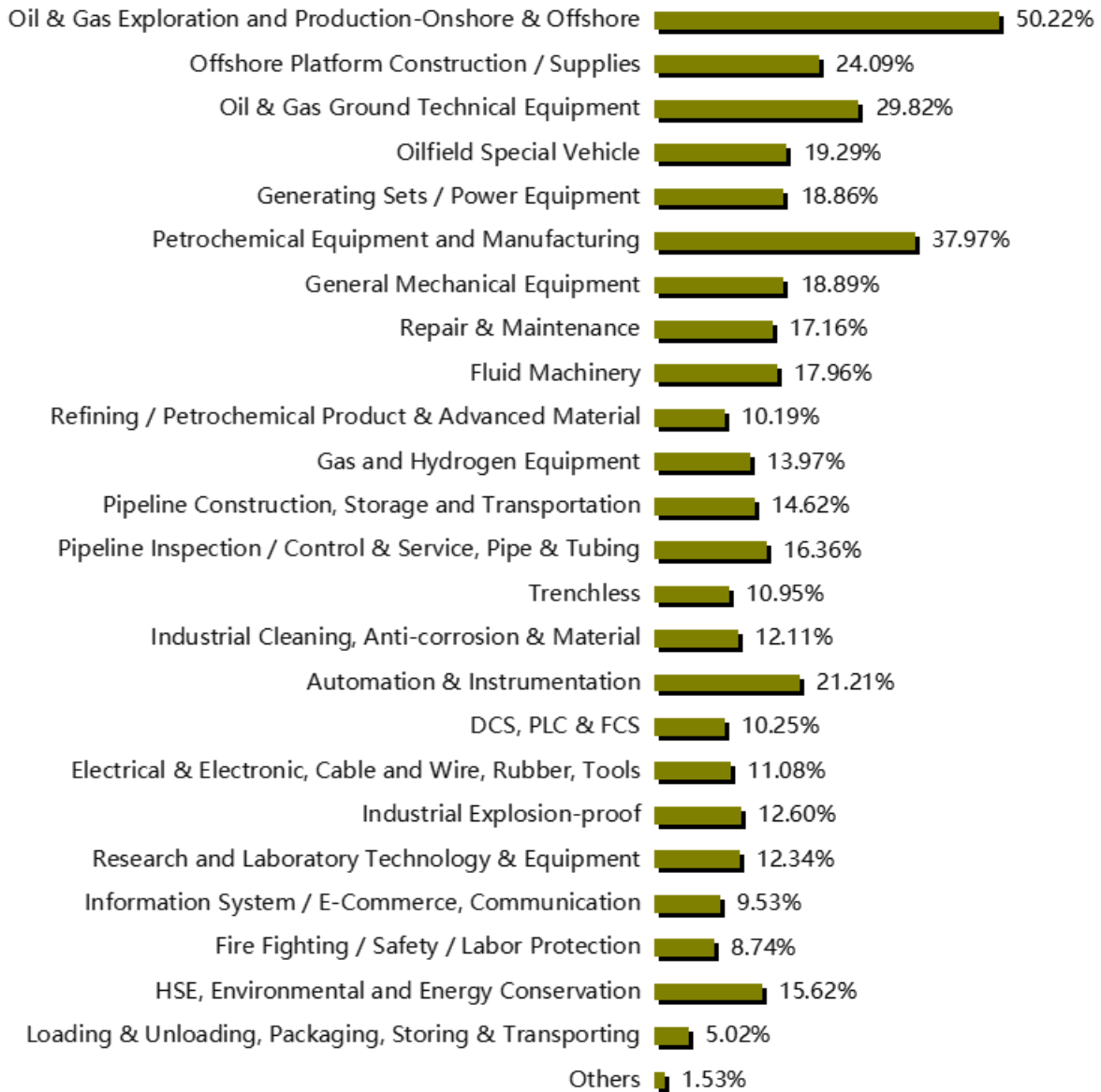


The following is the detailed data:

Item	Number	Percentage
Owner of Project / Purchasing	2,772	21.33%
Engineering, Construction & Contractor	4,342	33.41%
Agent / Distributor / Importer & Exporter	643	4.95%
Technical Services / Quality Control	2,499	19.23%
Production / Manufacturing	357	2.75%
Marketing / Sales	1,207	9.29%
Survey & Design Services	248	1.91%
Industry Association & Research Institution	256	1.97%
Government Institution	83	0.64%
Media	78	0.60%
Student	197	1.52%
Consulting	139	1.07%
Others	218	1.68%
Total	13,039	100.32%

- 13,008 visitors participated in the survey and 12,998 answered the above question.
- The percentage is based on the number of visitors who answered this question and the total percentage is beyond 100% due to some visitors made multiple choices.

Areas of Interest



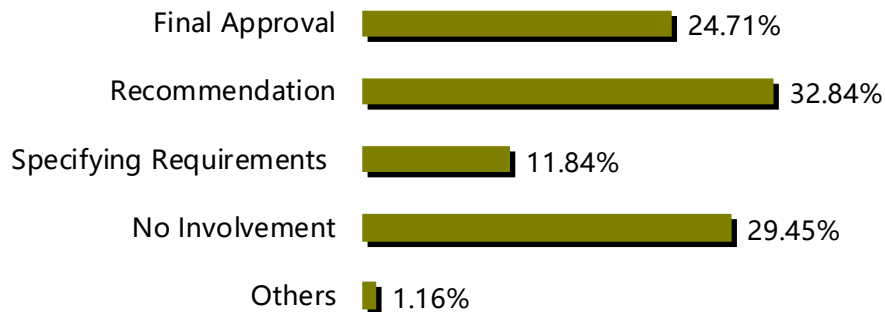
The following is the detailed data:

Item	Number	Percentage
Oil & Gas Exploration and Production-Onshore & Offshore	6,528	50.22%
Offshore Platform Construction / Supplies	3,131	24.09%
Oil & Gas Ground Technical Equipment	3,876	29.82%
Oilfield Special Vehicle	2,508	19.29%
Generating Sets / Power Equipment	2,451	18.86%
Petrochemical Equipment and Manufacturing	4,936	37.97%
General Mechanical Equipment	2,455	18.89%
Repair & Maintenance	2,231	17.16%
Fluid Machinery	2,334	17.96%
Refining / Petrochemical Product & Advanced Material	1,324	10.19%
Gas and Hydrogen Equipment	1,816	13.97%

Pipeline Construction, Storage and Transportation	1,901	14.62%
Pipeline Inspection / Control & Service, Pipe & Tubing	2,126	16.36%
Trenchless	1,423	10.95%
Industrial Cleaning, Anti-corrosion & Material	1,574	12.11%
Automation & Instrumentation	2,757	21.21%
DCS, PLC & FCS	1,332	10.25%
Electrical & Electronic, Cable and Wire, Rubber, Tools	1,440	11.08%
Industrial Explosion-proof	1,638	12.60%
Research and Laboratory Technology & Equipment	1,604	12.34%
Information System / E-Commerce, Communication	1,239	9.53%
Fire Fighting / Safety / Labor Protection	1,136	8.74%
HSE, Environmental and Energy Conservation	2,030	15.62%
Loading & Unloading, Packaging, Storing & Transporting	653	5.02%
Others	199	1.53%
Total	54,642	420.35%

- 13,008 visitors participated in the survey and 12,999 answered the above question.
- The percentage is based on the number of visitors who answered this question and the total percentage is beyond 100% due to some visitors made multiple choices.

Level of Purchasing Authority

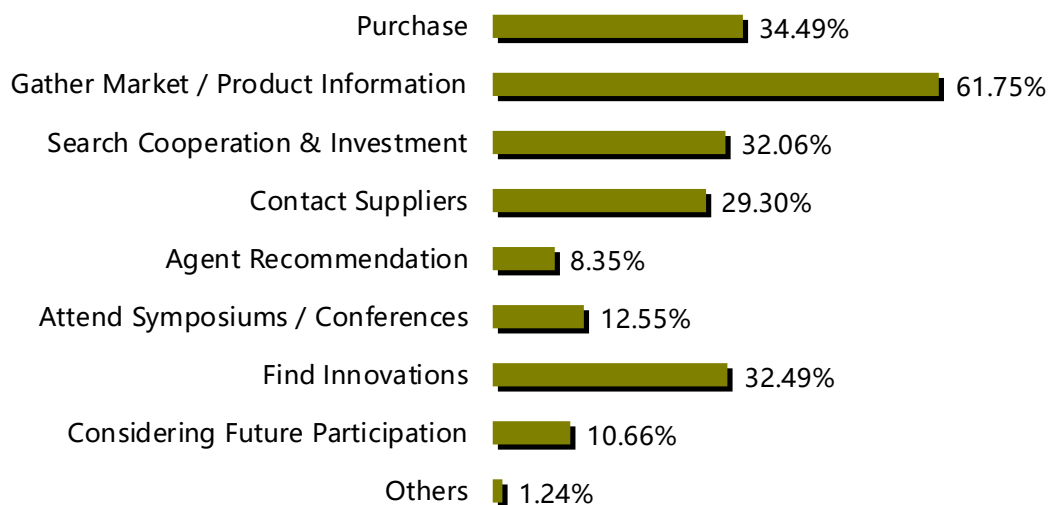


The following is the detailed data:

Item	Number	Percentage
Final Approval	3,167	24.71%
Recommendation	4,210	32.84%
Specifying Requirements	1,518	11.84%
No Involvement	3,775	29.45%
Others	149	1.16%
Total	12,819	100.00%

- 13,008 visitors participated in the survey and 12,819 answered the above question.
- The percentage is based on the number of visitors who answered this question.

Purpose of Visit



The following is the detailed data:

Item	Number	Percentage
Purchase	4,484	34.49%
Gather Market / Product Information	8,027	61.75%
Search Cooperation & Investment	4,167	32.06%
Contact Suppliers	3,809	29.30%
Agent Recommendation	1,086	8.35%
Attend Symposiums / Conferences	1,632	12.55%
Find Innovations	4,223	32.49%
Considering Future Participation	1,386	10.66%
Others	161	1.24%
Total	28,975	222.90%

- 13,008 visitors participated in the survey and 12,999 answered the above question.
- The percentage is based on the number of visitors who answered this question and the total percentage is beyond 100% due to some visitors made multiple choices.