



中国广州国际木工机械、家具配料展览会 CHINA INTERNATIONAL WOODWORKING MACHINERY & FURNITURE RAW MATERIALS FAIR (GUANGZHOU)

Post Show Report

27-30 March, 2007

China Import and Export Fair Pazhou Complex
No.380 Yue Jiang (Middle) Road, Hai Zhu District, Guangzhou

Asia's most comprehensive woodworking machinery and furniture production trade fair

interzum guangzhou 2007 was the definitive one-stop platform for participants to meet buyers, manufacturers and suppliers from all vertical sectors of the furniture manufacturing, production and design industries. interzum guangzhou 2007 enabled participants to tap on the potential of Asia's largest trading platform for the woodworking industry, providing an international avenue for buyers and manufacturers to do business.

Held in conjunction with the China International Furniture Fair and Hometextile China, the trade event is a one-stop forum for participants to meet buyers, manufacturers and suppliers from all vertical sectors of the furniture manufacturing and production industry, as well as design industry.

Overview of Post Show Results

- 96%** of exhibitors rated the event as being "excellent", "good" or "fair"
- 95%** of exhibitors stated that visitor quality was "excellent", "good" or "fair"
- 22%** of visitors were from international markets
- 58%** of visitors represented new customer opportunities for exhibitors

Facts and figures 2007

Exhibitors

Number of exhibitors	514 companies
Number of international exhibitors:	137 companies
Number of countries and regions	25 countries and regions

Floor space occupied

30,000 sq m

Opening hours

Tuesday - Thursday	9.00 am - 5.00 pm
Friday	9.00 am - 3.00 pm

Visitors

Total attendance	45,371
Visitors outside China	21.9%
Visitors from China	78.1%

Market information

Mr. Ren Xiangdong, Deputy Director, China Foreign Trade Centre said "The Chinese furniture industry has grown 15% a year in recent years. The 2006 gross production for the Chinese furniture industry is estimated to be worth RMB430 billion (US\$55.6 billion), with exports valued at US\$17.47 billion."

"In 2006, gross sales value for furniture production in Guangdong alone reached RMB128 billion (US\$16.5 billion), accounting for around 30% of national sales. Guangdong exported over US\$7 billion of furniture, 24.6% more than in the year 2005."

Post Show Report

Exhibit Profile

- Machines and Auxiliary Machines for Woodworking and Furniture Production
- Products for the Equipment of Machines
- Materials and Components for Furniture Production
- Machines, Materials and Components for Upholstery and Bedding
- Machines, Materials and Components for Interior Works

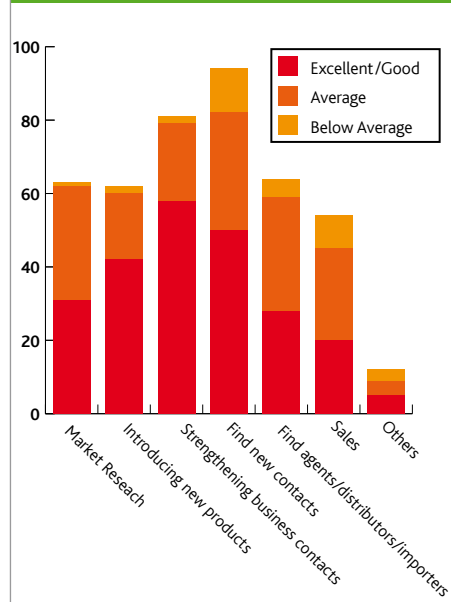
Exhibitor Countries/Regions

1. Australia	14. New Zealand
2. Austria	15. Philippines
3. Belgium	16. Poland
4. Canada	17. Russia
5. Chile	18. Singapore
6. China	19. Spain
7. Denmark	20. Taiwan Region
8. France	21. Thailand
9. Germany	22. The Netherlands
10. Hong Kong SAR	23. Turkey
11. Italy	24. United Kingdom
12. Japan	25. USA
13. Malaysia	

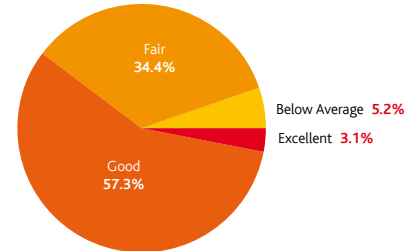
Exhibitors were very satisfied with their participation.

- 96% considered the the number of professional visitors was excellent, good or fair
- 95% considered the quality of professional visitors was excellent, good or fair
- 92% said they had achieved the original objective and considered the results to be excellent, good or average
- 61% were signing up at interzum guanzhou 2007 for next year's event

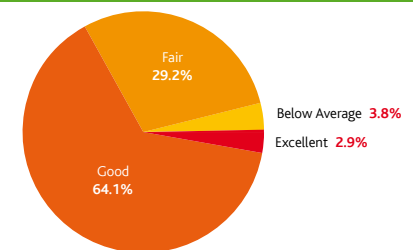
SUCCESS RATING RELATIVE TO STATED OBJECTIVE



PROSPECTS OF FOLLOW-UP BUSINESS



OVERALL SUCCESS RATING



Trade Visitors' Profile

- Furniture Manufacturing
- Wood and Plastic Trading
- DIY (Do-it-yourself) and BIY (Build-it-yourself)
- Institutions
- Wood and Plastic Processing
- Furniture Wholesale and Retail
- Interior Design

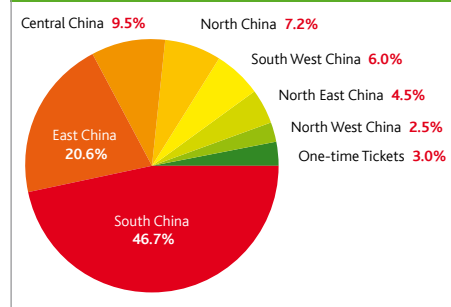
interzum guanzhou 2007 attracted 45,371 professional buyers

- 56% of domestic visitors represented new client opportunities
- 68% of international visitors represented new client opportunities

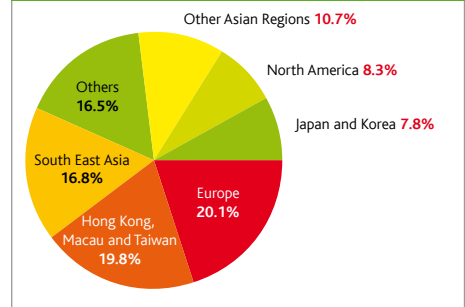
Top Countries/Regions of Visiting Buyers

China	35,452
Europe	1,997
Taiwan Region, Hong Kong	1,960
South-East Asia	1,663
Other Asian Regions	1,062
North America	818
Japan and Korea	774
Middle East	596
Africa	535
Australia and New Zealand	317
South America	189
Oceania	8

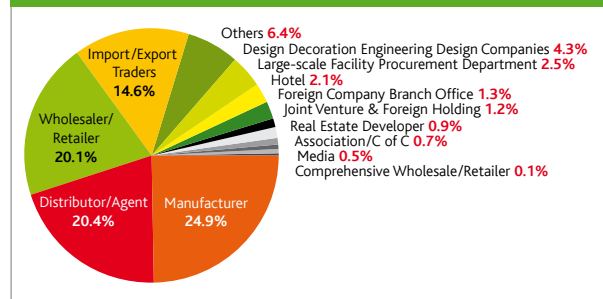
DOMESTIC BUYERS



OVERSEAS BUYERS



INDUSTRIES REPRESENTED BY BUYERS



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