END SHOW REPORT

Metal + Metallurgy China 2016 (the 14th China International Foundry Expo, the 14th China International Industrial Furnaces Exhibition, the 16th China International Metallurgical Industry Expo, the 12th China International Refractories and Industrial Ceramics Exhibition) successfully completed on May 20 at China International Exhibition Center (New Venue), Beijing. 1,288 exhibitors and 83,013 visitors from 67 countries/regions witnessed the great success of the event covering a total display area of 108,000 square meters.

Overseas Strong Support
As always, the event was supported by the well-known industry associations all over the world, including CECOF, CEMAFON and EUnited Metallurgy from Europe, AMAFOND from Italy, VDMA from Germany, Fundigex from Spain, and TCIA from Taiwan Region.

Active Participation of the Leading Companies
As the largest of its kind in Asia, and the second largest worldwide, Metal + Metallurgy China 2016 met the demand of the development, connected the world with China, received wide identification of the industry and was an effective access for the elites to extend business. Exhibitors from China and abroad got together and showcased their best products and technologies at the same stage, like Primetals, SMS, Vesuvius, ABB, ABP, TMEIC, Sintokogio, Eirich, DISA, Foseco, Loramendi, Inductotherm, KW, Fuji Electric, Ziheng, Xinyan, ASK, Zuosing, Savelli, Anshan Iron and Steel, Bao Steel, Wuyang Iron and Steel, Hebei Iron and Steel, Xinan Foundry, Jinan Shengquan and etc.

After the exhibition, 95% overseas companies felt satisfied with the visitors' quality. 89% found quite some or even a lot of trade opportunities. In all, 95% overseas exhibitors would like to participate in the next Metal + Metallurgy China.

Professional Visitors and Buyers
The number of the visitors wrote a new record for over two-decade history and the visitors were from various upper-and-down-stream industries. Here are the statistics.

1. Domestic visitors are from

<table>
<thead>
<tr>
<th>Domestic Visitors</th>
<th>Hebei</th>
<th>Zhejiang</th>
<th>Henan</th>
<th>Tianjin</th>
<th>Guangdong</th>
<th>Hubei</th>
<th>Shanxi</th>
<th>Anhui</th>
<th>Fujian</th>
<th>Shan'xi</th>
<th>Heilongjiang</th>
<th>Shandong</th>
<th>Shanghai</th>
<th>Beijing</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>9.14%</td>
<td>7.56%</td>
<td>3.80%</td>
<td>3.61%</td>
<td>3.42%</td>
<td>1.62%</td>
<td>1.53%</td>
<td>1.50%</td>
<td>1.23%</td>
<td>1.04%</td>
<td>0.35%</td>
<td>10.29%</td>
<td>15.43%</td>
<td>32.10%</td>
</tr>
</tbody>
</table>

2. Overseas visitors are from
3. Visitors are interested in

4. Visitors are from the following industries

5. Visitors’ product interests are
6. Visitors’ job titles are

- Owner / Partner / Self Employed / Board Member: 14.87%
- Other Commercial Employee: 7.05%
- Skilled worker / Foreman: 8.22%
- Professor / University Lecture / Teacher: 2.00%
- Director: 5.04%
- Others: 3.91%
- Civil Servant: 2.99%
- Apprentice / Student: 1.97%
- Proprietor / General Manager: 15.84%
- Section Manager / Regional Manager: 38.11%

7. Visitors’ involvement of purchasing is

- No involvement: 17.00%
- Recommendation: 41.00%
- Specifying Requirements: 20.00%
- Final approval: 22.00%

8. The industries the purchase is used in

- Foundry Materials: 15.75%
- Metallurgical Materials: 12.11%
- Foundry Equipment: 21.49%
- Metallurgical Equipments: 10.24%
- Castings: 3.11%
- Foundry Mold: 6.22%
- Industrial Furnaces & Kilns: 3.89%
- Industrial Ceramics: 1.55%
- Refractory Materials: 4.67%
- Forging Processing & Plant: 1.55%
- Nonferrous Products: 3.11%
- Information & Trade: 1.55%
- Technical Process: 3.11%
- Heat Treatment: 3.89%
- Industrial Automation: 3.11%
- Other Commercial Employee: 7.05%
- Skilled worker / Foreman: 8.22%
- Professor / University Lecture / Teacher: 2.00%
- Director: 5.04%
- Others: 3.91%
- Civil Servant: 2.99%
- Apprentice / Student: 1.97%
- Proprietor / General Manager: 15.84%
- Section Manager / Regional Manager: 38.11%
- Owner / Partner / Self Employed / Board Member: 14.87%
9. Visitors’ willingness to the next edition is

High-ranking Conferences
Apart from the display of leading products and advanced technology, the high-quality forums were also held concurrently with the exhibition. Among them were the 9th China Int’l Steel Congress and the 12th CFA Congress & the First Global Foundry Forum, which had attracted nearly 2000 participants. All the activities have contributed to establishing a broader and more effective platform for business dialogues and academic exchanges within the industries.

Metal + Metallurgy China 2016 is organized by CFA (China Foundry Association), MC-CCPIT (the Metallurgical Council of CCPIT), Industrial Furnace Institution of CMES, and CIEC Exhibition Co., Ltd.

Metal + Metallurgy China 2017 will be staged at Shanghai New International Expo Center on June 13-16, 2017.

For any questions about the Metal + Metallurgy China 2017, please feel free to contact the organizer.
Hannover Milano Fairs Shanghai Ltd.
Contact Person: Jessie Cao/ Mary Li/ Steven Xie/Craig Luo
Tel: +86-21-50456700-243/257/245/451
Fax: +86-21-50459355
Email: jessie.cao@hmf-china.com/ mary.li@hmf-china.com
steven.xie@hmf-china.com/ craig.luo@hmf-china.com
Website: www.mm-china.com