

# 2018展后报告

## 2018 Post Show Report

第八届中国（北京）国际  
机场技术、设备、设计和服务展览会  
The 8<sup>th</sup> edition of *inter airport China*

**2018.09.05-09.07**

中国国际展览中心·北京  
China International Exhibition Center, Beijing



# 2018 展会概况

## Exhibition Overview

被业界誉为国内机场设备第一展的*inter airport China*已经在北京成功举办了八届，见证了十四年来我国民用机场建设的快速、健康发展。作为亚太地区规模最大、影响力最高的机场建设领域专业化展览，*inter airport China*已成为机场技术、设备和服务供需双方开展深度合作、共商区域内机场建设发展大计的国际盛会。同时，也是*inter airport Europe*和*inter airport South East Asia*的姐妹展。

*inter airport China*, which has been known as the No.1 exhibition of domestic airport equipment by the industry, has successfully held eight editions in Beijing, witnessing the rapid and healthy development of our national airport construction in the past 14 years. As the largest and most influential airport construction specialization exhibition in the Asia-Pacific Area, *inter airport China* has now become an international event in the field of technology, equipment, and services for in-depth cooperation between the supply and demand parties and the development of airport construction in the region. Meanwhile it is also the sister show of *inter airport Europe* and *inter airport South East Asia*.

11,000m<sup>2</sup>

展会面积  
Total exhibition space

4,314

专业买家  
Qualified buyers

240

展商和品牌  
Exhibitors & Brands

37

参观国家  
Visiting countries

20

参展国家  
Exhibiting countries

3

三大国际展馆  
International pavilions

*inter airport China* 2018展会规模、展商和观众数量均打破记录，共有4,314名专业观众和买家来到现场，展商数量较2016年增长19%，观众数量增长22%，展位净面积增长20%。在展会现场，您不仅能看到来自20个国家和地区，近240家企业和品牌带来最创新的产品和最先进的思想理念，还能见到来自前50大机场和各大航空公司的决策者，这都充分体现了*inter airport China*不仅为国内与全球知名机场设备供应商之间搭建了一个开展交流与合作的平台，还为我国民用机场建设与发展起到了积极的推动作用。

A total of 4,314 industry buyers filled the aisles at the latest edition of *inter airport China*. In what was already a record-breaking edition in terms of exhibition space, equating to a 19% increasing on the exhibitor number, 22% increase on the visitor number and 20% increase of the net area of booth compare to the 2016 show. At the exhibition, you can see the most innovative products and the most advances ideas brought by 240 enterprises and brands from 20 countries and regions, while you can also see decision makers from the top 50 airports and major airlines. This fully demonstrates that *inter airport China* not only establishing a platform for exchanges and cooperation between domestic airports and world-renowned airport equipment suppliers, but also plays a positive role in promoting the construction and development of China's civil airports.





# 展商概况

## Analysis of the Exhibitors

### 展商总体满意度

Exhibitors are Satisfied with  
inter airport China 2018



### 展商2020年的参展意向

Exhibitors would Like to Exhibit  
inter airport China 2020



### 展商在展会期间达成以下目的

Exhibitors Achieved the Following Objectives

提高公司/产品的知名度 Increase the popularity of the company / product	100.0%
会见新的国内外客户 Meet new international & domestic buyers	97.5%
发展合作意向 Develop the possibility for cooperation	97.3%
展会期间取得订单意向 Received the orders during the show	84.7%

### 三大国际展团

3 International Pavilions



### 参展国家

Exhibiting Countries

中国 China	德国 Germany	意大利 Italy	法国 France	美国 USA
丹麦 Denmark	芬兰 Finland	瑞典 Sweden	奥地利 Austria	荷兰 the Netherlands
瑞士 Switzerland	韩国 South Korea	日本 Japan	比利时 Belgium	英国 UK
加拿大 Canada	爱尔兰 Ireland	斯洛文尼亚 Slovenia	西班牙 Spain	新西兰 New Zealand



\*以上为部分展商, 更多信息详见官网 | The above are some exhibitors. For more information, please visit the official website.

## 展商评语

### Exhibitor Testimonials

*inter airport* China是中国机场行业两年一届的盛会, 范德兰德公司作为全球行李系统的领导企业, 我们每次都很积极地参加, 对于今年的展会效果, 我们非常满意, 未来我们也将继续参加*inter airport* China, 并且持续关注中国机场行业的发展。

*inter airport* China is a biennial event for the Chinese airport industry. As a leader in global baggage systems, Vanderlande is actively participating every time. We are very satisfied with the results of this year and will continue to participate in the future. And we will continue to pay attention to the development of China's airport industry.

**VANDERLANDE**

范德兰德物流自动化系统(上海)有限公司——王宏 亚太区售前技术支持总监  
Vanderlande Industries Logistics Automated Systems (Shanghai) Co., Ltd.

对于康耐视来讲, 我们希望能够在航空工业和民航产业做出成绩, *inter airport* China为我们在行业内打响知名度提供了一个绝佳的平台。

For Cognex, we hope to make achievements in the aviation industry and the civil aviation industry. *inter airport* China provides an excellent platform for us to become famous in the industry.

**COGNEX 康耐视**

康耐视 中国——农科科 大中华区物流行业客户销售总监  
Cognex China

国际机场展能为丰田带来更优质的客户, 而丰田能为客户提供更专业的产品。

*inter airport* China can bring better customers to Toyota, and Toyota can provide customers with more professional products.



丰田产业车辆(上海)有限公司——邓琨 销售部产品营销组主任  
Toyota Material Handling (Shanghai) Co., Ltd.

*inter airport* China是国内机场行业非常专业的展会, 我们在展会期间接待了很多机场公司及航空公司的专业人士, 除了市场推广及品牌宣传之外, 与用户的直面交流也帮助我们了解了客户的需求, 我们对本次展会的效果满意。

*inter airport* China is a very professional exhibition in the domestic airport industry. During the exhibition, we received many airport companies and airline professionals. In addition to marketing and brand promotion, the direct communication with users also helped us understand the needs of customers. We are satisfied with the results of this exhibition.



武汉拓安智能科技集团有限公司——张雪兰 总经理助理  
Wuhan TopAn Intelligent Technology Co., Ltd.

感谢主办方提供*inter airport* China这样一个专业的平台, 展示广泰公司的企业实力, 我们在这次盛会中同老朋友重逢, 又结识新伙伴, 期待下一届。

As a representative of the company, I would like to thank the organisers for providing a professional platform such as *inter airport* China to demonstrate the company's corporate strength. We met with old friends; we also met new partners and look forward to being able to have more cooperation in the next exhibition.



威海广泰空港设备股份有限公司——郭强 市场部总管  
Weihai Guangtai Airport Equipment Co., Ltd.

DATALOGIC是唯一一个在此次展会上展现全图像ATR + RFID这一领先技术的公司, 这确实吸引了观众的视线, 并彰显了未来的市场趋势。*inter airport* China作为机场行业的专业展会, 为展商提供了展示最新技术和解决方案的平台, 并且搭建了和业内合作伙伴及机场用户面对面交流的桥梁。

DATALOGIC is the only one who present the leading technology: full image ATR + RFID at this exhibition, it does attracts the visitor's attention and highlights the future market trend. As a professional exhibition in the airport industry, *inter airport* China provides a platform for exhibitors to display the latest technology and solutions, and set up a bridge to face-to-face communication with industrial exports and users.

得利捷(深圳)工业自动化有限公司——张志伟 销售副总裁兼大中华区及韩国总经理  
Datalogic (Shenzhen) Industrial Automation Co., Ltd.

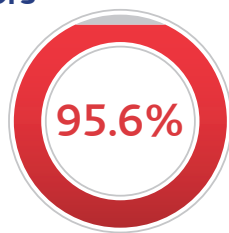


# 观众概况

## Analysis of the Visitors

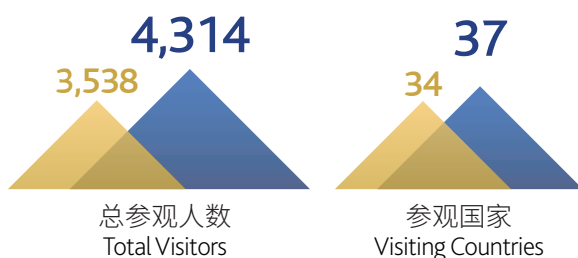
### 观众总体满意度

Visitors are Satisfied with  
inter airport China 2018



2016

2018



### 2018观众来源前十大机场排名

#### Top 10 Airports that Visitors are from

- 01** 首都国际机场和北京大兴国际机场  
Beijing-Capital International Airport &  
Beijing Daxing International Airport
- 02** 大连国际机场  
Dalian International Airport
- 03** 上海机场集团  
Shanghai Airport Authority
- 04** 新疆机场集团  
Xinjiang Airport Group
- 05** 西部机场集团  
China West Airport Group
- 06** 青岛国际机场  
Qingdao Liuting International Airport
- 07** 天津国际机场  
Tianjin-Binhai International Airport
- 08** 河南国际机场  
Zhengzhou Xinzheng International Airport
- 09** 广州白云国际机场  
Guangzhou Baiyun International Airport
- 10** 杭州萧山国际机场  
Hangzhou International Airport

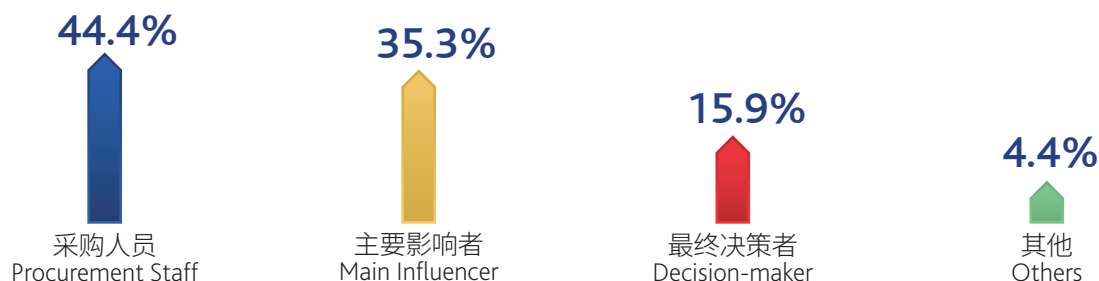
### 观众所属行业 (Top12)

#### Visitors' Industry (Top 12)

机场 Airport	34.4%
机场建筑/设计 Architecture / Design	12.8%
保养与维修公司 Maintenance and Servicing	9.9%
航空公司 Airlines	7.5%
地面操作公司 Ground Handling	6.8%
顾问/承建方 Consulting / Contracting	5.9%
零售, 餐饮, 旅游和休闲 Retail, Catering, Travel and Leisure	4.9%
货运航空公司 Cargo Carrier	4.1%
军用航空或机场 Military	3.8%
民航局/政府 Civil Aviation Authority / Government	3.1%
航空管制 Air Traffic Control	2.2%
码头运营商 Terminal Operator	1.6%

### 观众在采购中的角色

#### Visitors' Role in the Procurement





## 观众参观展会目的 Purpose of the Visitors

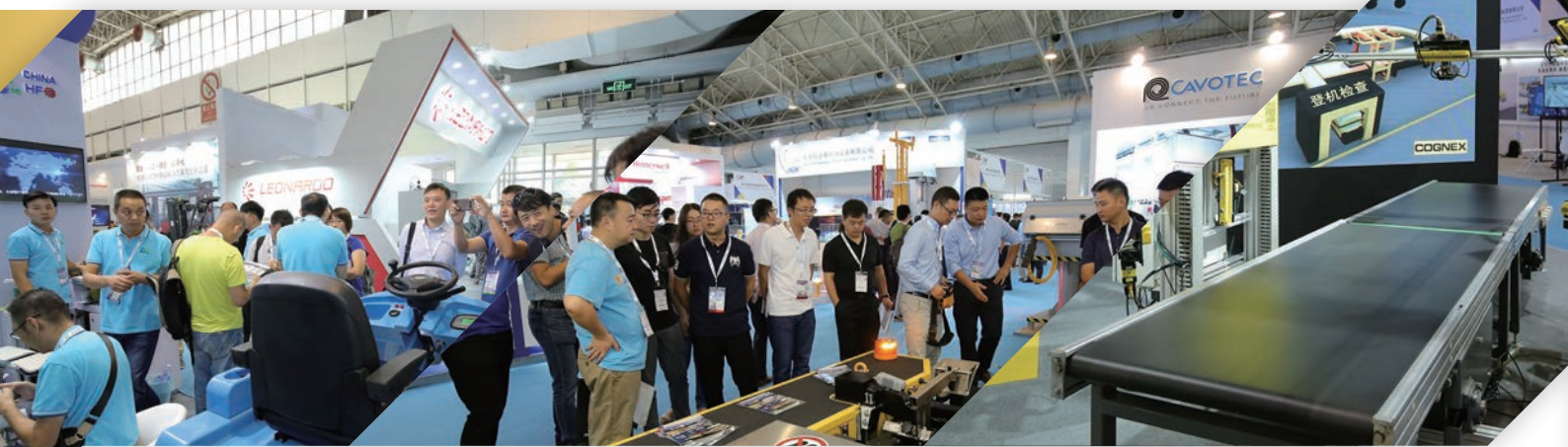
收集产品技术信息 Collection of Product Technical Information	51.7%
寻求国内/海外合作 Seek Domestic/Overseas Cooperation	23.8%
采购 Purchase	17.1%
与供应商交流 Supply Providers Exchange	4.9%
其他 Others	2.4%

## 观众职务类别 Visitors' Position in the Organisation

董事长、总经理、总监 President, General Manager, Director	28.9%
技术人员 Technical Staff	24.9%
设计/研究 Designer and Researcher	9.2%
采购人员 Procurement Staff	9.0%
其他 Others	4.1%

## 观众感兴趣的八大产品 Top 8 Exhibition Profile Visitors are Interested in

机场建设与安装 (空侧) Airfield Construction & Installations	36.6%	航站楼建设、安装与服务 Terminal Construction, Installations & Services	5.9%
空港支持设备和服务 Ground Support Equipments & Services	27.4%	数据处理硬件设备 Data Processing Hardware	2.1%
技术系统和服务 (空侧) Technical Systems & Services (airside)	18.4%	建筑室内设计 Architectural & Interior Design	1.5%
信息技术与软件 Information Technology (IT) & Software	7.1%	信息设计 Information Design	1.4%



## 海外观众来源前十国家 Top 10 Visitor Countries (Excluding China)

 泰国 Thailand	 瑞士 Russia	 德国 Germany	 印度 India	 新加坡 Singapore
 韩国 South Korea	 西班牙 Spain	 澳大利亚 Australia	 伊朗 Iran	 英国 UK

# 展会亮点

## Exhibition Highlights

### 1. 四大主题同期论坛&会议

#### Four Major Theme Forums & Seminars

作为每一届*inter airport China*的亮点，同期论坛和会议保持专业水准的同时，又注入了新的思考，再次升级。励展博览集团联合中国民航技术装备有限责任公司、《民航管理》杂志社精心筹备了为期三天近30场的研讨会。超过250名嘉宾和与会代表包括成都天府国际机场、新疆机场集团、云南机场集团、中国民航大学、四川机场集团等重点民航单位参与了在会议室举办的“民用机场特种车辆安全运营研讨会”和“民航工程建设及招投标研讨会”。在8A室内展馆举办的“中国机场建设与发展论坛”和“展商新技术交流会”吸引众多观众驻足聆听，座无虚席。

As the highlight of each *inter airport China*, the forum has infused new thinking and upgraded again while maintaining professional standards. Reed Exhibitions together with AVITEC and CAMM prepared a three-day seminar for nearly 30 sessions. In addition, the exhibition also welcomed over 250 delegates to the high-level conference sessions hosted by lead media partner Civil Aviation Management Magazine. They also organised an extensive drop-in seminar program in the hall.



### 2. 室内外双展馆

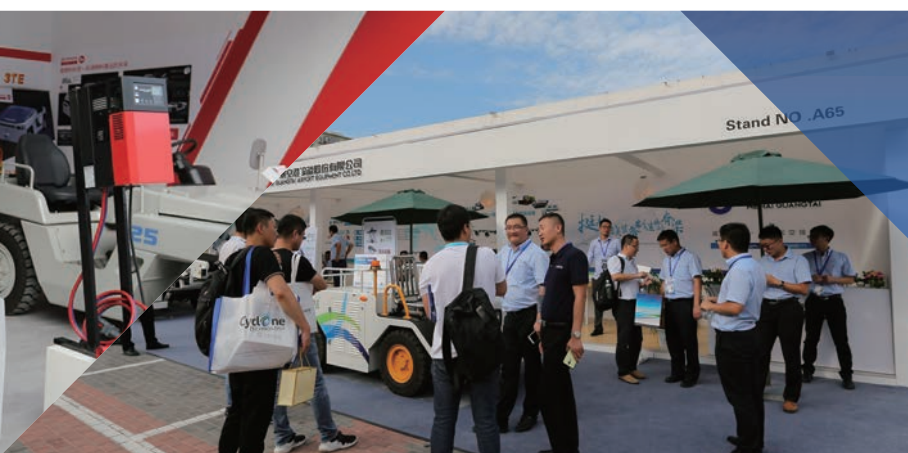
#### Indoor & Outdoor Exhibiting Area

室内展馆展商展示各自在航站楼、机场数据和机场设计方面的最新产品，包括行李处理、安检、安防、门禁技术、值机柜台、照明和暖通、机场座椅等产品，向专业观众诠释着从你踏入机场的一刻起，科技的身影便无处不在，未来智慧机场的发展迅猛，超乎你想象。

Indoor exhibitors show the latest products in terminal, airport data and airport design, including baggage handling, security, security, access control technology, check-in desk, lighting and HVAC, and airport seating, etc., to show the professional audience from the moment you step into the airport, technology is everywhere, the future of the development of Smart Airport rapid, beyond your wildest imagination.

室外展馆别具匠心，展商威海广泰首发国内首台纯电动蛇形输送机构货物装载机，丰田展示性能一流的电动牵引车，普雷斯特展示电剪式升降机和能举52米高的臂式升降机、中集天达展示了机场摆渡车和航空食品餐车、中国重汽集团柳州集团展示了多功能除冰除雪车等琳琅满目的地面设备让观众眼前一亮。

The outdoor exhibiting area is ingenuity. The exhibitor Weihai Guangtai is the first domestic pure electric serpentine transport cargo loader. Toyota displays the first-class electric tractor, Precede Machinery shows electric scissor lift and the 52-meter-high arm. The lifts, CIMC-Tianda Holdings Company showcased the airport shuttle bus and the aviation food dining car, and the Sinotruk Liuzhou Yunli Kodiak Machinery displayed a multi-functional deicing and snow removal vehicle and other dazzling destination equipment to make the audience shine.





# 展位预定回执表

Exhibition Reservation Form

*inter airport China 2020*

第九届中国（北京）国际机场技术、设备、设计和服务展览会

2020 | 北京·中国国际展览中心(静安庄馆)  
China International Exhibition Center, Beijing

公司  
Company

联系人  
Contact name

职务  
Job title

电话  
Tel

手机  
Mobile

传真  
Fax

邮箱  
Email

贵司的产品及服务  
Our products and services

贵司意向预订展位面积  
Your company would like to reserve the booth space of \_\_\_\_\_ 平方米  
M<sup>2</sup>

☐ 室内展馆  
Indoor Space

☐ 室外展馆  
Outdoor Space

\* 请填写相关信息，并通过邮件或传真的形式发送给我们，我们在收到本回执后会尽快与您联系。  
Please complete the sections clearly and return to us by email or fax, we will contact you shortly when we received the form.

## 联系方式 | Contacts

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For sales inquiries:

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