Show Overview

Thank you for your participation!
The 24\textsuperscript{th} Guangzhou International Lighting Exhibition ended another successful edition.

172,856 visitors from 133 countries and regions

Increase 4.1% from 2018

2,626 exhibitors from 22 countries and regions

Demonstrated the latest in lighting and LED products and solutions

195,000 sqm of exhibition space spanning 19 Halls

Lighting accessories, component and equipment LED technology luminaries

Concurrent Events:
THINKLIGHT: Envisage The Next Move

A three-day forum discussion with 50+ speakers
Our Visitors

Visitor Growth Over 5 years

Visitor Figures (2015-2019)

- Overseas (17%)
  - 2015: 28,880
- Domestic (83%)
  - 2015: 143,976

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Our Visitors

Diverse and professional visitors

Overseas visitor breakdown by regions

- North America: 4%
- South America: 3%
- Europe: 18%
- Middle East: 7%
- Africa: 3%
- Asia: 61%
- Oceania: 4%

Top 10 visiting countries and regions:

- China, India, Korea, Hong Kong, Taiwan, Russia, Malaysia, Thailand, USA, Australia

Domestic visitor breakdown by regions

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>South China</td>
<td>72%</td>
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<tr>
<td>East China</td>
<td>17%</td>
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<tr>
<td>North China</td>
<td>3%</td>
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<tr>
<td>Central China</td>
<td>3%</td>
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<tr>
<td>North East</td>
<td>2%</td>
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<tr>
<td>South West</td>
<td>2%</td>
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<tr>
<td>North west</td>
<td>1%</td>
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</tbody>
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## Our Visitors

### Visitors by business nature

<table>
<thead>
<tr>
<th>Industry: 36%</th>
<th>Wholesale: 37%</th>
<th>Retail: 3%</th>
<th>Skilled trades: 3%</th>
<th>Service: 13%</th>
<th>Other: 8%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing industry 30</td>
<td>Exporter 14</td>
<td>Wholesale trade 8</td>
<td>Commercial agent 7</td>
<td>Distributor 5</td>
<td>Importer 3</td>
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<tr>
<td>Utilities company (gas/water/power) 3</td>
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<tr>
<td>Building/construction industry, contracting company 3</td>
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<tr>
<td>Retail trade 3</td>
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<tr>
<td>Skilled trades (electrician, installer etc.) 3</td>
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<tr>
<td>Design studio 3</td>
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<tr>
<td>Engineering and planning office 3</td>
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<tr>
<td>Power service provider, contracting company 2</td>
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<tr>
<td>System integrators 1</td>
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<tr>
<td>Other service provider, consulting company 4</td>
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<tr>
<td>Other 8</td>
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</tbody>
</table>

### Visitor occupational status:

- **32%** Division manager, Operations/ Plant manager, Branch manager
- **18%** Self-employed, Entrepreneur, Co-owner
- **23%** Department head, Group head
- **9%** Managing director, Board member
- **10%** Other salaried staff
- **7%** Others
- **1%** Trainee, Apprentice
Our Visitors

Visitor’s interests:

- LED technology: 48%
- Commercial lighting: 46%
- Outdoor lighting: 31%
- Residential lighting: 29%
- Decorative lighting: 23%
- Light control, management and measurement systems: 14%
- Accessories and electronic components: 14%
- Light production and measurement equipment: 13%
- Display technology & application: 48%
- Electric lights: 46%

93% visitors has reached their visiting objective to the fair

Visitor influence on purchasing/procurement decisions:

- Consultative: 37%
- Decisive: 25%
- Collective: 26%
- No influence: 12%

95% of visitors are satisfied with the fair
86% of visitors tend to visit again next year
80% of visitors attend the fair to gather industry information
84% of visitors have gained innovations at this fair
Our Exhibitors

2,626 exhibitors from 22 countries and regions

Exhibitors participation objectives:

- Presenting of own company/brand: 71%
- Presenting innovations, new developments: 65%
- Initiating new business relations: 64%
- Obtaining an overall impression of the market situation: 44%
- Cultivating existing business relations: 52%
- Preparing sales deals: 52%
- Exchanging experience: 44%
- Showing, discussing product variants: 44%
- Attaining sales deals: 42%
- Comparing competitors: 39%
- Passing on specialist knowledge: 37%

82% of exhibitors have attained their participation objectives

87% of exhibitors are tend to participate GILE 2020

73% of exhibitors have reached their targeted customers

79% of exhibitors participate the fair for industry information

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Brand Showcase

Lighting applications, accessories and electronic components:

- alanod
- BJB
- FEELUX
- Fumagalli
- HPWINNER
- ledLink
- LiGman
- 木林森MLS
- OML
- WAGO
- YD Illumination

LED chips, packages, modules and light engines:

- Bridgelux
- Cree
- Gdison
- Everlight
- HC Semitek
- Luminus
- Nationstar
- Refond
- RFsemi
- Shineon

LED drivers, driver ICs and controllers:

- Power Integrations
- DONE
- Inventronics
- MW
- MOSO
- CarrollLink Power

LED components and packing materials:

- BAI YUN
- Human Chem
- KNT Technology
- Beijing Kangmei

LED inspection, testing and manufacturing equipment:

- InventFine
- WanHua
- EverFine
Testimonials

Exhibitors

Luminus

“This is our fifth year exhibiting at GILE. Last year was very fruitful and the 2019 edition seems to be going in the same direction. We get a lot of visibility and are able to promote our brand. It’s an opportunity for us to meet the right buyers.”

Decai Sun, Ph.D
Chief Executive Officer
Luminus

Ligman

“This is our fourth year exhibiting at GILE and I have had a lot of memorable experiences from working at the fair. Each year GILE offers the chance to meet with many renowned domestic and international lighting brands. We are very pleased with the quality and professionalism of exhibitors and buyers at the fair.”

Guo Yan, Regional Director,
Xinyu MLS Lighting Technology Co Ltd

Ligman

“Ligman is an outdoor lighting manufacturer in Thailand. We aim on entering the Chinese market and GILE is a good opportunity to meet local buyers and gather information to decide about our strategy.”

Allen Quek, General Manager,
Ligman PTE LTD.,
Ligman (China) LTD

BJB

“We are a German company and we’ve been exhibiting at GILE for 18 years. GILE is an ideal platform for us to present our brand and to grow our market in Hong Kong, China and globally. Last year, we realised 20% of growth with our business in China.”

Keith Hsieh, President,
BJB Electric Taiwan Corporation
Hans Hagemann, Member of Board,
BJB GmbH & Co. KG
Visitors

“We are actively looking for product portfolios in Asia. I have observed that the quality of the products being showcased is getting better and better and that the way they are designed and made is changing fundamentally in China. Overall my visit was a success and I’m very satisfied with the companies that I have visited and the contacts that I was able to make.”

Mr Jonathan Brune, Executive Manager, Durable (Germany)

“GILE is very all-rounded and is indeed an excellent fair that you can find anything relating to the lighting industry here. We are so happy that we are able to see different kinds of technologies including connectors and motion sensors. This is definitely one of the best shows in Asia. We have visited many shows around the world, yet GILE is always the one we look most forward to.”

Mr Deepak Doshi, Lighting Engineer (India)
Vast changes in the lighting industry have led to the convergence of distinct technologies, industries and devices. Today, those in the lighting community have to consider many complex factors while making their next move. GILE offers a dynamic hub for the lighting industry to learn and share ideas across different disciplines and sectors, establishing dialogue about strategies for a new, complex and ever-changing market place.

The theme of Guangzhou International Lighting Exhibition 2019 (GILE) – THINKLIGHT: Envisage The Next Move – aims to encourage the lighting community to see the changes as a means of progression and innovation.
**THINKLIGHT: Envisage The Next Move**

The THINKLIGHT forum invited renowned speakers from the lighting industry to share their latest insights for the assembled audiences. Over the three-day event programme more than 50 assembled speakers took to the stage to discuss a wide variety of topics including the impending 5G era, city and retail lighting and broader discussions on what’s next for the lighting industry.
We covered...

What’s next for the lighting industry?

Master sharing
- Methodology for lighting design
- From architectural lighting to architectural media
- Lighting design of things (LDoT)

New era
- The era of AIoT
- The era of 5G network
- The Convergent Future

New lifestyle
- Today’s HOME
- Today’s RETAIL
- Today’s CITY

Break away from red ocean
- Illuminated ingenuity
- Craftsmanship: Quality and specialization
- Counter-market expansion
We discussed...

THINKLIGHT: Envisage The Next Move

“As technology progresses it becomes even more important that we remember the needs of the people and what is the best way to employ it rather than letting technology lead us.”

Ms Chanyaporn Bstieler
Assistant Professor
King Mongkut’s University of Technology Thonburi (Thailand)

“We are still in the emerging stage of the smart lighting. IoT is not always fully understood by the manufacturers however the knowledge of systems integration to enable the smart city is still a work in progress.”

Mr James Wallace
Design Director
LightPlan

“Lighting designers must combine both technical and artistic worlds to merge them seamlessly together to have a holistic expression which is beautiful. I hope the audience left with an understanding that lighting has a lot of potential.”

Mr Enrique Peiniger
Founder and Chief Innovator
OVI
THANK YOU!

See you again in 2020

9 – 12 June 2020
China Import and Export Fair Complex
Guangzhou, China