The 11th Indonesian International Plastics Exhibition
The 10th Indonesian International Printing Exhibition
The 10th Indonesian International Processing and Packaging Exhibition

Jakarta International Expo
Kemayoran, Indonesia

POST SHOW REPORT

INDOPLAS, INDOPACK and INDOPRINT Scores Big with Positive Turnout

The Indonesian International Plastics, Packaging and Printing Exhibitions, INDOPLAS, INDOPACK and INDOPRINT, welcomed 24,918 trade visitors from 31 countries, when it closed its door on a highly positive note on 22 September at Jakarta International Expo, Kemayoran, Indonesia. This represented a 10 per cent increase over the last edition in 2016. The predominantly local visitors came from diverse industries such as automotive and transportation, building and construction, chemical, food and beverage, graphic arts and printing houses, retail, pharmaceutical and more.

The latest edition bridges the synergistic industries of plastic, packaging and printing at one central location, welcoming some 360 exhibiting companies from 21 countries and economic regions, providing a one-stop platform serving the entire end-to-end supply chain for local and international companies.

KEY SUCCESS & FIGURES

360
Exhibitors from 21 Countries

24,918
Trade Visitors from 42 Countries

Once again, the increase in the line-up of international exhibitors in 2018 testifies that the trio of INDOPLAS, INDOPRINT and INDOPLAS is the most important platform for business opportunities in the region.

Mr Thomas Franken - Deputy Director, Global Portfolio Plastics and Rubber, Messe Düsseldorf GmbH

This cross-sector platform that brings together the plastics, packaging and printing industries to one central location and to a destination such as Indonesia continues to gain global interest underscored by the busy show floor and successful networking, thus reinforcing its role as a highly-relevant marketplace.

Mrs Rini Sumardi - Managing Director, WAKENI
Here's what they are saying about INDOPLAS, INDOPACK and INDOPRINT 2018

**Acquiring new customers**
- Guntur Tjandra, Sales Division Manager Plastic & Converting
  PT Rieckermann Indonesia
- Reuben He, Manager
  Xiamen Changsu Industrial Co Ltd

**Presenting novelties & further developments**
- Rebecca He, Marketing Manager
  PT Rieckermann Indonesia
- Ema Ersawati, Director
  PT Trimitra Packaging

**Establishing new distribution channels**
- Andhika Kurniawan Pontoh, Marketing Manager
  PT Epson Indonesia
- Juergen Rehkopf, Managing Director
  Reifenhauser Pte Ltd

**Information on existing products**
- Billy Tjang, Managing Director
  PT Biliplast Grapindo
- Erna Erlawaty, Director
  PT Trimitra Packaging

**70% of show floor covered by international market players**

**90% of exhibitors were able to acquire new customers at the exhibition**

**97% of exhibitors were able to establish new distribution channels during the exhibition**

---

**EXHIBITOR STATISTICS**

5 National Pavilions and Country Groups  
from Austria, China, Germany, Singapore and Taiwan

360 Exhibitors from 21 Countries / Regions

- Austria
- Belgium
- China
- Denmark
- Germany
- France
- Hong Kong
- India
- Indonesia
- Italy
- Japan
- Malaysia
- Netherlands
- Norway
- Switzerland
- Singapore
- South Korea
- Thailand
- Turkey
- United Kingdom

**Top 4 Reasons for Exhibiting**

1. Acquiring new customers
2. Presenting novelties & further developments
3. Establishing new distribution channels
4. Information on existing products

**EXHIBITION AREA**

15,000sqm

---

**VISITOR STATISTICS**

Highly positive turnout with 24,918 Trade Visitors from 42 Countries

10% Increase from the last edition in 2016

95% of Trade visitors satisfied with the exhibition

95% of Trade visitors planning to purchase products and services exhibited

99% of Trade visitors find the exhibition beneficial

---

**PRODUCT CATEGORY ACCORDING TO INTEREST**

<table>
<thead>
<tr>
<th>PLASTICS</th>
<th>PACKAGING</th>
<th>PRINTING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plastic Products &amp; Processing</td>
<td>Packaging Machines &amp; Appliances</td>
<td>Printing Machinery, Appliances &amp; Accessories</td>
</tr>
<tr>
<td>Raw Materials / Auxiliaries</td>
<td>Services for the Packaging Industry</td>
<td>Pre-press &amp; Pre-media</td>
</tr>
<tr>
<td>Machinery &amp; Equipment</td>
<td>Packaging Materials, means &amp; aids</td>
<td>Book Binding – Print Finishing</td>
</tr>
<tr>
<td>Services</td>
<td>Consumables</td>
<td>Paper Converting – Including Packaging Production</td>
</tr>
</tbody>
</table>

**STATISTICS & FIGURES COLLECTED FROM EXHIBITORS AND VISITORS SURVEY RESULTS**

- Product demand from the region indicates strong potential for growth.
- Interactions with potential customers and the media was excellent.
- The exhibition had a very positive impact on the local economy.

---

**IT HAS EXCEEDED OUR EXPECTATIONS THROUGHOUT THE EXHIBITION, FROM THE FIRST DAY WE HAVE HAD MANY POTENTIAL CUSTOMERS ESPECIALLY FROM THE INDUSTRIAL AREA OF JABABeka. WE ARE ALSO VERY HAPPY WITH THE PRE-MARKETING EFFORTS LEADING UP TO THE EXHIBITION; FROM THE EMAIL BLASTS, ADVERTISING CAMPAIGN TO THE SOCIAL MEDIA POSTS. ALL IN ALL WE ARE VERY SATISFIED AND HAPPY WITH OUR PARTICIPATION.**

---

**WE BELIEVE THAT INDONESIA IS THE NEW POWER PLAYER IN THE PACKAGING INDUSTRY; THE INDUSTRY IS GROWING AND THE EXHIBITION WAS A GREAT OPPORTUNITY TO SHOWCASE OUR PRODUCTS TO POTENTIAL CUSTOMERS. WE HAD A LOT OF POSITIVE FEEDBACK AND OUR BUSINESS DEVELOPMENT TEAM WAS ABLE TO BUILD NEW RELATIONSHIPS.**

---

**WE HAVE ACHIEVED OUR GOALS DURING INDOPLAS 2018. THE RESPONSE WAS INCREDIBLY STRONG, WHICH WAS MORE THAN I CAN HOPE FOR. WE HAVE A LOT OF POSITIVE FEEDBACKS AND MADE A LOT OF CONTACTS IN BOTH THE EXHIBITION AND THE SEMINAR.**

---

**FROM THE FIRST DAY THROUGH TO THE END OF THE EXHIBITION, WE HAVE SEEN VERY STRONG AND PROMISING ATTENDANCE ESPECIALLY VISITORS FROM SURABAYA AND SOLO, AND WE HAVE ALSO RECEIVED SERIOUS ENQUIRIES ON OUR MACHINERY ON DISPLAY [INJECTION MOULDING MACHINES FOR HOUSEWARE PRODUCTS AND AUTOMOTIVE SECTOR]. WE ARE HAPPY TO SUPPORT AND GROW TOGETHER IN TANDEM WITH THE EXHIBITION.**

---

**WE HAVE SANCTIONED A LARGE WRAP-UP MEETING IN THE EVENING TO REVIEW THE PROGRESS MADE DURING THE EXHIBITION, THE PRESENTATION WAS INFORMATIVE AND HELPFUL. WE HAVE A LOT OF FEEDBACK FROM THE VISITORS AND ARE LOOKING FORWARD TO THE NEXT EDITION.**

---

**WE ARE HAPPY TO SUPPORT AND GROW TOGETHER IN TANDEM WITH THE EXHIBITION.**

---

**WE ARE VERY SATISFIED AND HAPPY WITH OUR PARTICIPATION. WE WILL DEFINITELY BE BACK AT THE NEXT EDITION!**

---

**WE ARE VERY SATISFIED WITH THE TRADE VISITORS AND THE GENERAL ATTENTION FROM THE MEDIA. THE EXHIBITION WAS A SUCCESS FOR US AND WE LOOK FORWARD TO PARTICIPATING IN THE NEXT EDITION.**

---

**WE HAVE BEEN VERY SATISFIED WITH FOOTFALL. THE EXHIBITION HAD A VERY POSITIVE IMPACT ON THE LOCAL ECONOMY AND THE POTENTIAL IN THE COUNTRY’S PACKAGING SECTOR. THE EXHIBITION WAS VERY BENEFICIAL FOR INDONESIA AS A WHOLE AND FOR PROMOTING THE INDUSTRY, AND WE FEEL VERY LUCKY AND HAPPY TO BE A PART OF THIS EXHIBITION. IT HAS BEEN AN EXTREMELY POSITIVE EXPERIENCE AND HIGHLY RECOMMEND IT TO OTHER INDUSTRY PLAYERS. WE WILL DEFINITELY BE BACK AT THE NEXT EDITION!**
Conferences & Seminars

<table>
<thead>
<tr>
<th>Event</th>
<th>Organisers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Economic Challenge Seminar</td>
<td>Asosiasi Teknik Grafika Media Indonesia (ATGMI)</td>
</tr>
<tr>
<td>Let's Talk About Street Food &amp; Fast Food Packaging</td>
<td></td>
</tr>
<tr>
<td>Plastics to Zero Waste</td>
<td>Asosiasi Industri Plastik Indonesia (INAPLAS)</td>
</tr>
<tr>
<td>The Next Industrial Revolution: Packaging and ‘Industry 4.0’</td>
<td>Indonesian Packaging Federation (IPF)</td>
</tr>
<tr>
<td>Print Pack Outlook Conference 2018: Spotlight on Print &amp; Packaging Media Technologies</td>
<td>The Mechanical Engineering Industry Association (VDMA) and Association for Printing Technologies (APTech)</td>
</tr>
<tr>
<td>Circular Plastic Packaging Alliance Seminar</td>
<td>Reifenhäuser Pte Ltd</td>
</tr>
<tr>
<td>Smart Printshop. Discover NOW.</td>
<td>PT Heidelberg Indonesia</td>
</tr>
<tr>
<td>Printalkshow: Mapping Industri Cetak Indonesia</td>
<td>PrintPack Magazine (member of KOPI)</td>
</tr>
</tbody>
</table>

Well attended industry specific seminars and conferences

Complementing the exhibition are conferences and seminars, which were well-received by the visiting trade attendees. These industry-specific sessions ran concurrently with the exhibition and feature thought leaders and industry experts sharing ideas and solutions for modern-day challenges.