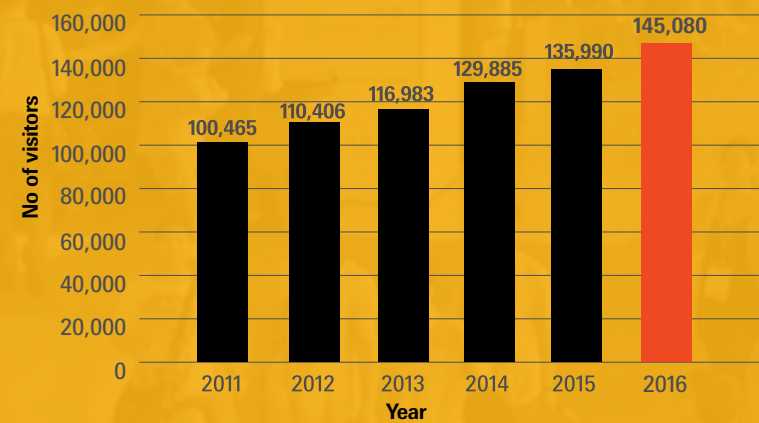


Global prospects

THINK globally

High growth • Emerging markets • Sustainable development

Visitor figures (2011 – 2016)

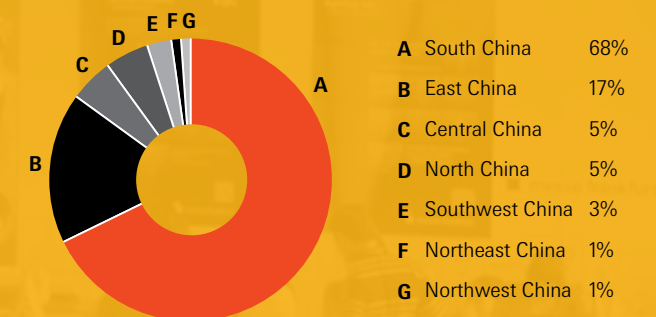


145,080
visitors from
137 countries
and regions (2016)
(↑6.7%
compared to 2015)

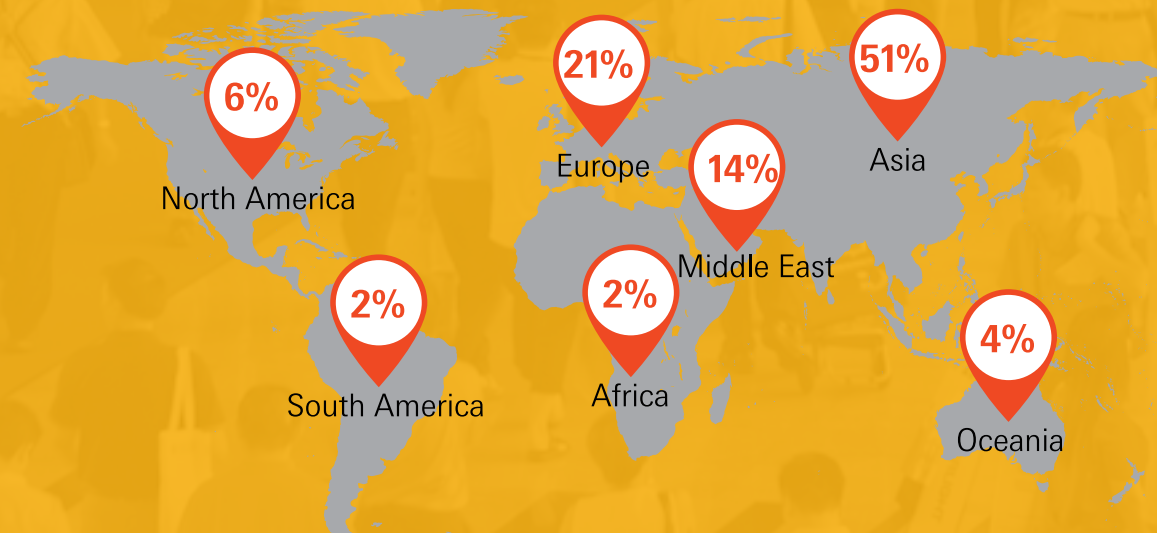
Total visitor breakdown (2016)



Domestic visitor breakdown (2016)



Overseas visitor breakdown by region (2016)



Top 10 overseas visiting countries and regions (2016)

Hong Kong, Taiwan, India, Korea, Thailand, Singapore, the US, Australia, Italy and Germany
(In order of highest attendance)

Visitor feedback

"We are the biggest manufacturer of our kind in Turkey and have been in the lighting industry for nearly 35 years. We came to the Guangzhou International Lighting Exhibition (GILE) to source outdoor and indoor lighting, and have already met suppliers that meet our quality requirements and placed orders with them. The fair is very effective in allowing us to find a wide range of suppliers that can produce good quality products that are reasonably priced."

Mr Mustafa Ergin Gungormez, Purchasing Manager, Pelsan (Turkey)

"This is my fourth visit to GILE and I gain something every time I join. This year, I found potential business partners, including suppliers who work on luminaries and control systems. I also learned about the latest trends in lighting. Attending the fair allows me to gain more options for my projects and GILE is a very influential event that helps increase exposure for its participants."

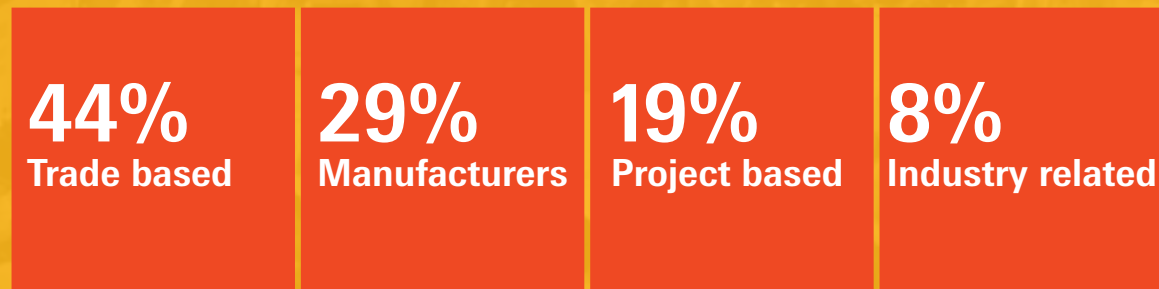
Mr Easty Chan, Lighting Designer, Acolyte Asia Ltd (Hong Kong)

Diversified customers

THINK strategically

Buyer demographic • Purchasing behaviour • Market segmentation

Visitor breakdown by business nature (2016)



- Chain stores
- Commercial agents
- Distributors
- E-retailers
- Exporters
- Importers
- Wholesalers

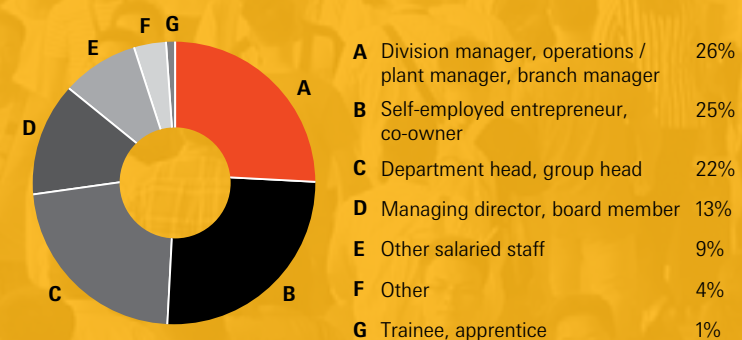
- Displays and signs
- LED chips
- LED components
- LED packaging
- Lighting fixtures
- Wafers

- Architects
- Building contractors
- Building technology service providers
- Design studios
- Energy suppliers
- Planners and engineers
- Procurement authorities
- Property developers
- System integrators

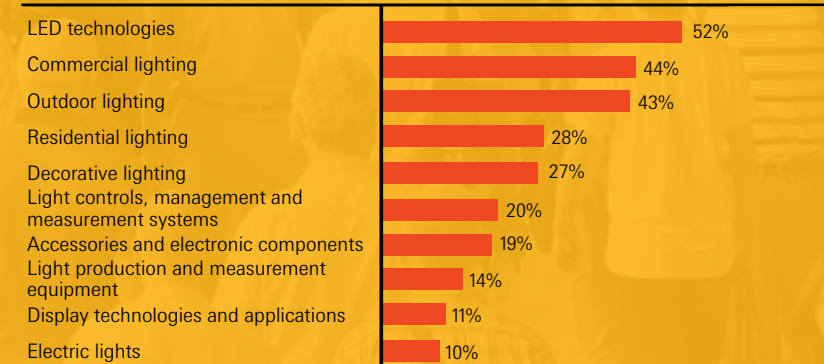
- Associations
- Media
- Organisations



Visitor occupational status (2016)



Visitor breakdown by sourcing preference (2016)



*Total exceeds 100% as exhibitors chose multiple selections.

Visitor feedback

"Being a trading company in electric fittings and fixtures, we are constantly looking for the latest components in the lighting industry. GILE provides an excellent platform to source such new components from China. This is my ninth visit and I have never been disappointed. It is truly a must-visit exhibition for everyone associated with the global lighting industry."

Mr Sunil Puri, Director, SU Import Services Pvt Ltd (India)

"I have been visiting GILE for five years now and every time I look forward to sourcing the newest lighting components at this exhibition. This time, I saw a significant shift towards the luminous segment. I met some new suppliers here and will be visiting their manufacturing facilities after the show for further evaluation."

Mr Robert Paajanen, CEO & Managing Director, AIRAM / Oy Airam Electric Ab (Finland)

95% visitors satisfied with sourcing results*

**Based on survey conducted onsite in 2016.*