

# THE 6<sup>TH</sup> CHINA INTERNATIONAL VENDING MACHINES & SELF-SERVICE FACILITIES FAIR (CHINA VMF 2018)



## POST-SHOW REPORT



March 4th-6th, 2018  
China Import & Export Fair  
Complex  
[www.chinavmf.com](http://www.chinavmf.com)  
China's Biggest Vending Show!



### A New Chapter For China VMF Has Been Written!

The history of China VMF tells a story of how it outperforms itself time and time again. This year, China VMF successfully exceeded its old self in every aspect! While we review 2018 and look into 2019, let's take the time to go over its development path.

Edition	Exhibitors	Visitor Footfall	Floor Space (Sq.m)
2019(E)	350+	35,000+	30,000
2018	300+	30,000+	25,000+
2017	230+	21,000+	11,000+
2016	80	12,000+	8,000+
2015	48	8,000+	6,000+
2014	24	6,000+	3,000+

### Three Thematic Pavilions & Representative Exhibitors

While the show is growing in size, it is also growing in reputation. The fact that over **40%** exhibitors this year are either China-leading or world-leading, sufficiently proves that China VMF holds a special spot in the heart of global vending insiders.

#### 60% Vending & Self-service Machines





## 23% Unmanned Stores



## 17% Commercial Payment Solution



## Creating a Buzz on Social Media!

For 3 whole days, China VMF 2018 was the one event everyone in China's vending game was talking about on WeChat! Many raving reviews from exhibitors were posted on WeChat Moments, judging from which we could conclude that most exhibitors were having a great show, and they were generally very impressed by the large crowd, and the internationality of visitors.



## Exhibitor Post-Show Survey



**80%**

Exhibitors  
Gained New  
Prospects;



**72%**

Exhibitors  
Receive Orders  
On Site;



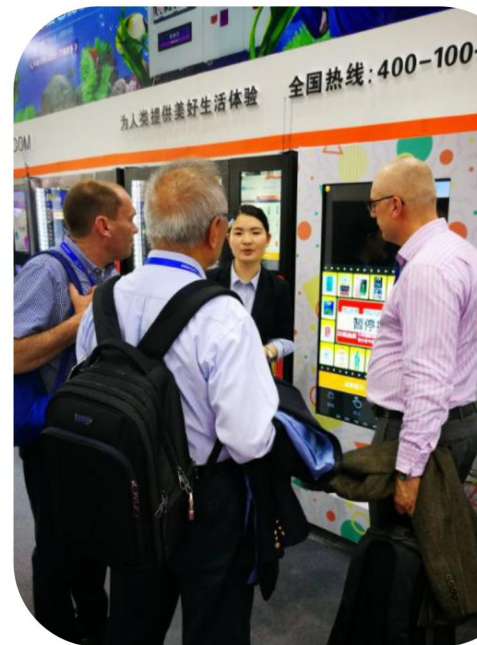
**96%**

Exhibitor Rated  
The Show As  
Well-Organized;

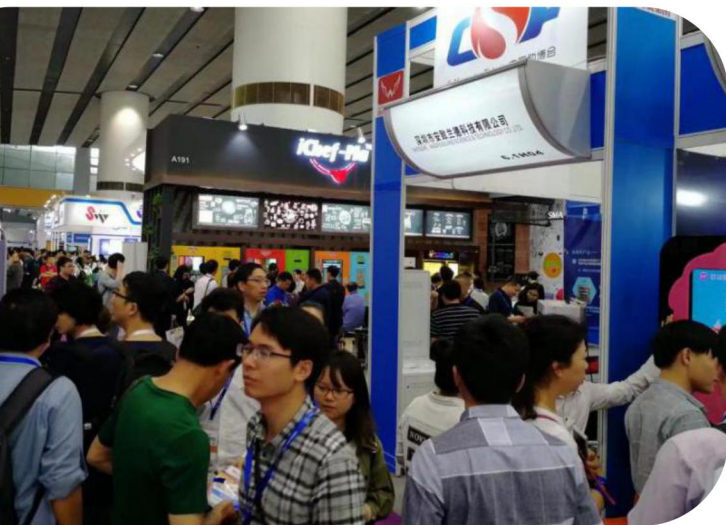


**97%**

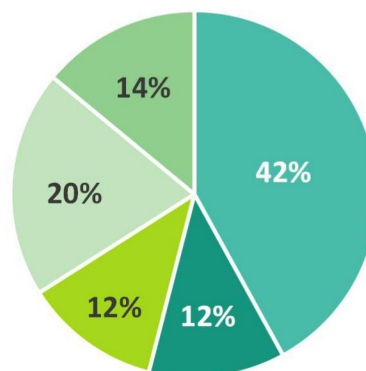
Exhibitors  
Impressed By  
The Show's  
Growth Rate.



## Visitor Profile

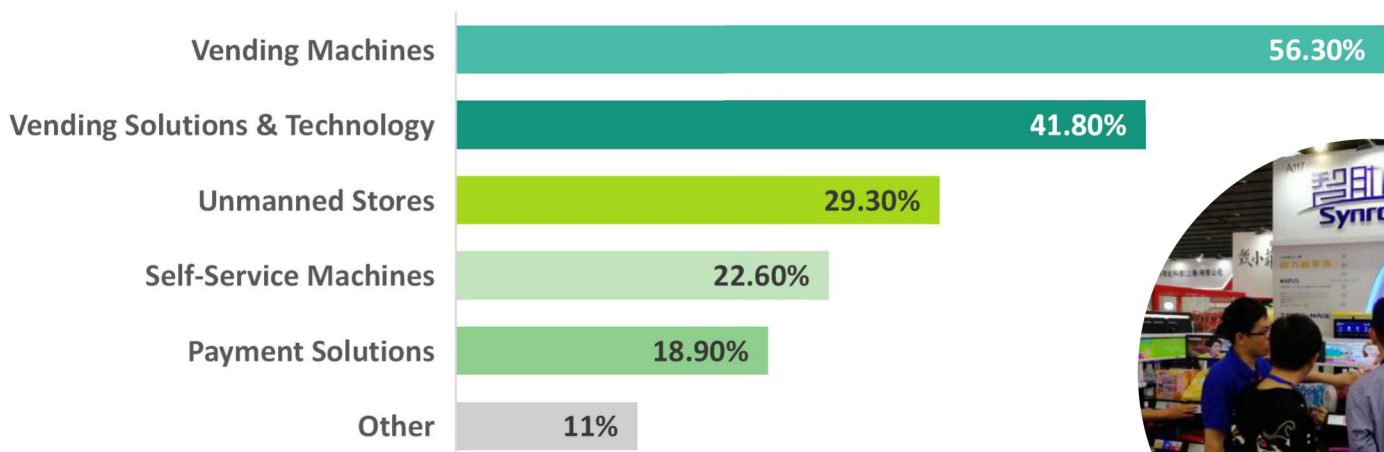


### Visitors' Roles in Decision Making



- C-suit Leaders
- Managers
- Directors
- Recommender
- Other

### Visitors' Product Interests



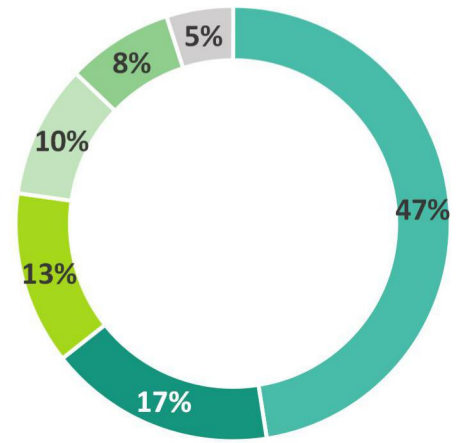


## Overseas Buyer Origins



- Southeast Asia
- Europe
- Oceania
- Other
- Taiwan, Hong Kong, Macao
- North America
- East Asia

## Domestic Buyer Origins



- Guangdong Province
- Zhejiang Province
- Beijing City
- Fujian Province
- Shanghai City
- Other

## Keeping You Abreast of the Latest Vending Trends!

China VMF never lets you down in reflecting industry trends and consumer palates! According to the exhibits on site and our pre-show buyer survey, we have concluded 4 noticeable vending trends!



**Unmanned Stores:** A promising sector in the rising New Retail trend.



**Mini Vending Machines:** Sprouting up in buses, hotel rooms and etc, for more efficient use of space.



**Self-service Parcel Pickup Machines:** A new service spawned by the online shopping boom.

**Hot Meals Vending Machines:** Projected to be widely deployed in business parks.



# The 5th Asia-Pacific Vending Industry Summit

**28**  
Noted  
Speakers

**9**  
Countries  
Presented

**300+**  
Capacity  
Audience



Featuring **22 Brilliant Speeches**, one enlightening **Panel Discussion** and an eye-opening **New Product Launch**, this dual-track two-day forum delved into the latest vending trends and the emergence of New Retail.

## Partial Speakers



**Phillip Barry**  
Australian Vending  
Association President



**Aleksander Wasik**  
Polish Vending  
Association President



**Francesc Güell Isern**  
Asociacion Nacional  
Española De Distribuidores  
Automaticos  
General Secretary



**Zheng Zhengchun**  
Taiwan Vending Machines  
Association President



**Zhou Lingyi**  
LE Vending President



**Jin Ou**  
Kimma President



**Luo Mingju**  
Zhonggu Group  
President



**Chen Haibo**  
Deep Blue  
Technology  
President



To show their staunch supports to China VMF, delegations from trade associations, leading enterprises, influential media, and etc have also attended the forum as our special guests.

### Partial Present Delegations:

- IRM JAPAN;
- GRN VIETNAM;
- IRM MALAYSIA;
- Vendiman Private Limited (India);
- Sun108 Co.,Ltd (Thailand);
- Taiwan Vending Magazine;
- Hong Kong Vending Machines Association;



▲ Mr. Francesc Güell Isern being interviewed by TV station after the forum

## APVA AWARDS



Initiated by Asia Pacific Vending Industry Association (APVA), the APVA AWARDS is designed to recognize the contribution made to global vending industry by outstanding enterprises. This year, 12 award categories were set up, and 60 enterprises were awarded.

### Partial Award Winners

#### 2017 Enterprises of Influence Awards

Yinhai Star;  
Convenisun;  
Easy Touch;  
Easivend;  
UBOX;  
KIMMA;  
JOIE UBIQUE;  
AUEMA; etc.

#### 2017 Star Operators Awards

TS Vending (Malaysia);  
Vendiman (India);  
Sun108 (Thailand);  
Miyuan Beverage; etc.

#### 2017 Premium Quality Awards

Fuji Electric;  
Crane Payment  
Innovations (CPI);  
Nayax; etc.

#### 2017 Technological Innovation Awards

Zhouyi;  
Dongji;  
Miquan;  
Yunjuxian;  
Fulei;  
Gump Come; etc.

#### 2017 Sino-Japanese Bridge Awards

TKB

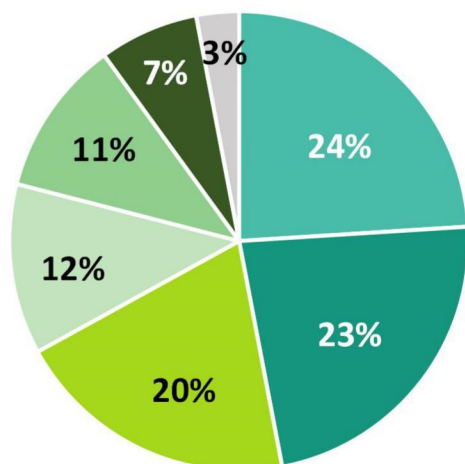
# Staunch Media Supports

Behind the success of China VMF 2018, there are the staunch supports from media and an extensive publicity campaign. Looking backed at the past year, **6,300+ News Reports** about China VMF have been released by domestic and international media, prior and subsequent to the show, via our **220+ Media Partners** and other promotional tools, covering the show's update, exhibitors, industry development, and etc.



News Reports by Media At Home & Abroad

## Media Partner Analysis



- Trade Associations
- Trade Magazines
- Professional Websites
- News Paper
- Social Media
- TV Station
- Other

## Partial Media Partners



## Contact Us!

Guangdong Grandeur International Exhibition Group

Contact Person: Syble Yao  
Tel: +86 20 29188152  
Fax: +86 20 82579220  
E-mail: chinavmf@yeah.net  
Website: www.chinavmf.com/en

