



EXPO
RemaxWorld
Zhuhai China



POST SHOW REPORT

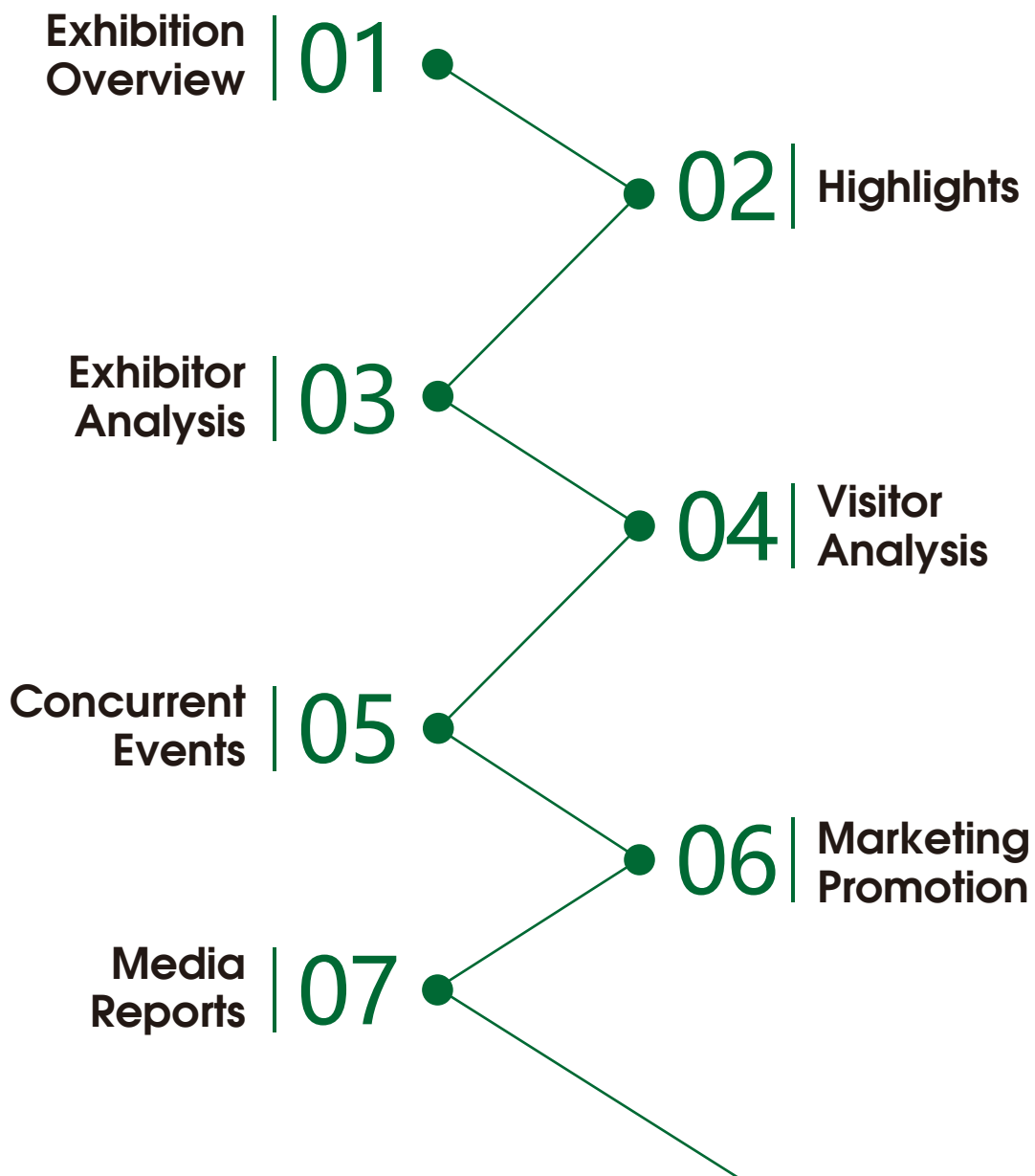
RemaxWorld Expo 2019

October 17-19, 2019 | Zhuhai, China

Organizer: RT Media Co., Ltd

RT Convention & Exhibition Services Company

Contents



Exhibition Overview

RemaxWorld 2019 was held again in the International Convention and Exhibition Center on October 17-19, 2019 in Zhuhai, China. The three-day expo and concurrent summit attracted more than 461 exhibitors and more than 15,243 visitors. Participants came from 109 countries and regions.

This year, RemaxWorld not only exhibited printing consumables, but added exhibits for printers, copiers, print consumables, copying consumables, 3D printers and consumables, office equipment and consumables, smart office solutions as well as stationery, in keeping with visitor expectations.



Chinese printer original equipment manufacturers caught the attention of visitors at the show. More than 30 manufacturers, like Pantum, Jolimark, Avison, HGOA, Cumtenn, Jiangxi Fufeng, Yuqiaofu, Biaotop, Puty, Olicom and Ouring, showcased laser, inkjet, dot-matrix, handheld, label, blue-print, ID card, 3D, wide-format and UV flatbed printers.

Both domestic and international aftermarket companies also showcased printing and copying consumables including remanufactured and new-built compatible finished products. In addition, key cartridge components on display included chips, toners and inks. Industry giants including Ninestar, Apex, Dinglong, GoldenGreen, Mito, Chipjet, GPI, Jadi, Static Control, Zhono, Megain and others exhibited at the show.

RemaxWorld Expo and Summit 2020 will be held on October 15-17, 2020 at Zhuhai International Convention & Exhibition Center in China.

Highlights

China Printer OEMs Rise, A New Era of Chinese Printing

As the global printer industry chain continues to evolve, restructure and consolidate as impacted by the global economy, trade wars and consumer demands, China continues to develop as a global R & D and production base. This year, more than 30 China printer OEMs, like Pantum, Jolimark, Avision, HGOA, Cumtenn, Jiangxi Fufeng, Yuqiaofu, Biaotop, Puty, Olicom and Ouring, exhibited and caught the attention of RemaxWorld visitors. They showcased laser, inkjet, dot-matrix, handheld, label, blue-print, ID card, 3D, wide-format and UV flatbed printers.

The patented "Made in China" printers were popular and welcomed by more than 15,000 domestic and international professional buyers. As the world's largest office equipment and supplies exhibition, RemaxWorld helped to promote Chinese brands and Chinese printing which has entered a new era.

Office Equipment Increases, Continue to Leverage the "Big Office" Platform

This year, a wide variety of products were on display at RemaxWorld, not only printing and copying consumables, but also printers, copiers, 3D printers and consumables, office equipment and consumables, smart office solutions as well as stationery.

There was a significant increase in the number of office equipment and smart office solutions exhibitors, accounting for 10.2% and 10.1% among the total exhibitors, respectively. RT Media as the organizer, is committed to build a "big



Highlights

office” chain and provide a one-stop platform for domestic and international suppliers and professional buyers.

International Influence Increases, Countries of Attendees Show Diversity

According to RT Media, there were more than 15,243 professional buyers from 109 countries including China, USA, Canada, Brazil, Argentina, UK, Germany, Russia, Turkey, Egypt, the United Arab Emirates, Japan, India, Australia, Nigeria, South Africa and others.

This year, the number of professional buyers visiting the Expo for the first time increased by 32.9%, and the number of participant countries increased by 4.8%. RemaxWorld is a strong international event.

Market Competition Upgrades, Innovative Business Model Seek for Win-win

The global market continues to change. Companies no longer compete by products and prices, but business models. It is developing to a direction to achieve the “win-win” situation. In the show this year, Pantum announced an innovative “open-end consumables” business model seeking synergies between aftermarket companies and equipment companies, as well as consumables and equipment distribution channels. Through a face-to-face communication in RemaxWorld, the traditional divide was disrupted and more cooperation was evident. Companies aim to take the lead and be more competitive through innovation and the breakthrough of new business models.



“This year, I saw a lot of new faces in the expo. I can feel the event participants are very professional, dedicated and enthusiastic. There are many new products and new elements this year, including various printers and intelligence office solutions. I have concluded transactions with some new suppliers, and I am optimistic about our industry prospects.”

——Ahmed Sultan
Big Data Egypt (Egypt)

Exhibitor Analysis

461 Exhibitors

This year, RemaxWorld 2019 welcomed 461 exhibitors. Office equipment companies like Pantum, Jolimark, Avislon, HGOA, Cumtenn, Fufeng, Yuqiaofu, Biaotop, Puty, Olicom and Ouring joined the expo alongside after industry giants including Ninestar, Apex, Dinglong, SGT, Mito, Chipjet, GPI, Jadi, Static Control, Zhono, Megain and also hundreds of small to medium size companies.

With a fully booked out exhibition space of 30,000 m², the expo showcased a range of new products including printers, copiers, office equipment, intelligent office solutions and stationery as well as printing and copiers consumables.

For more details about the exhibitors, please visit:

<https://www.rtmworld.cn/app/emsapi/remaxworld-exhibitors/view/en>



94.6%

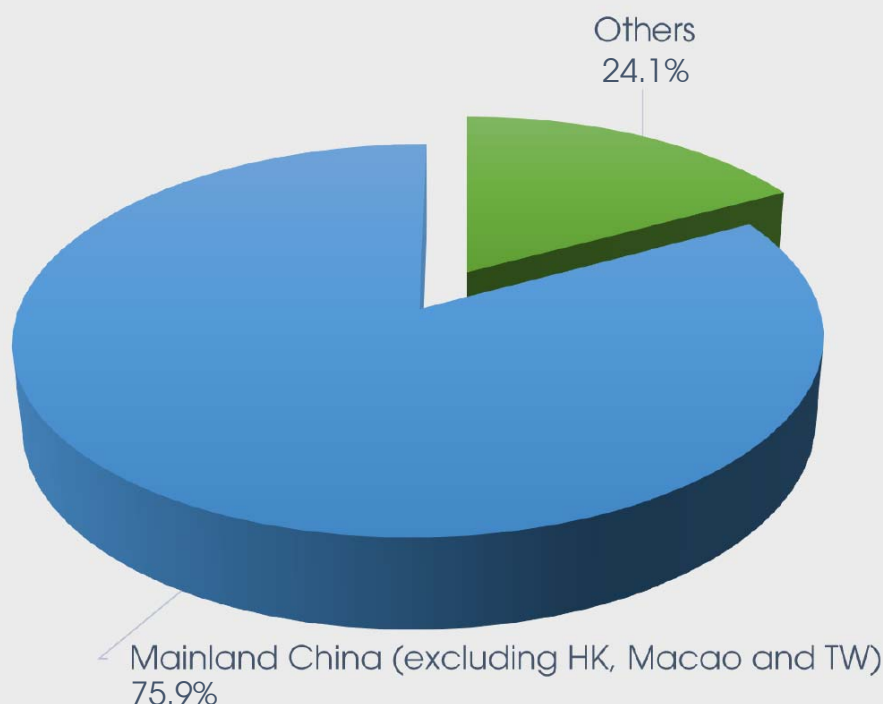
of exhibitors claim they were "satisfied" or "highly satisfied" with the expo



89.8%

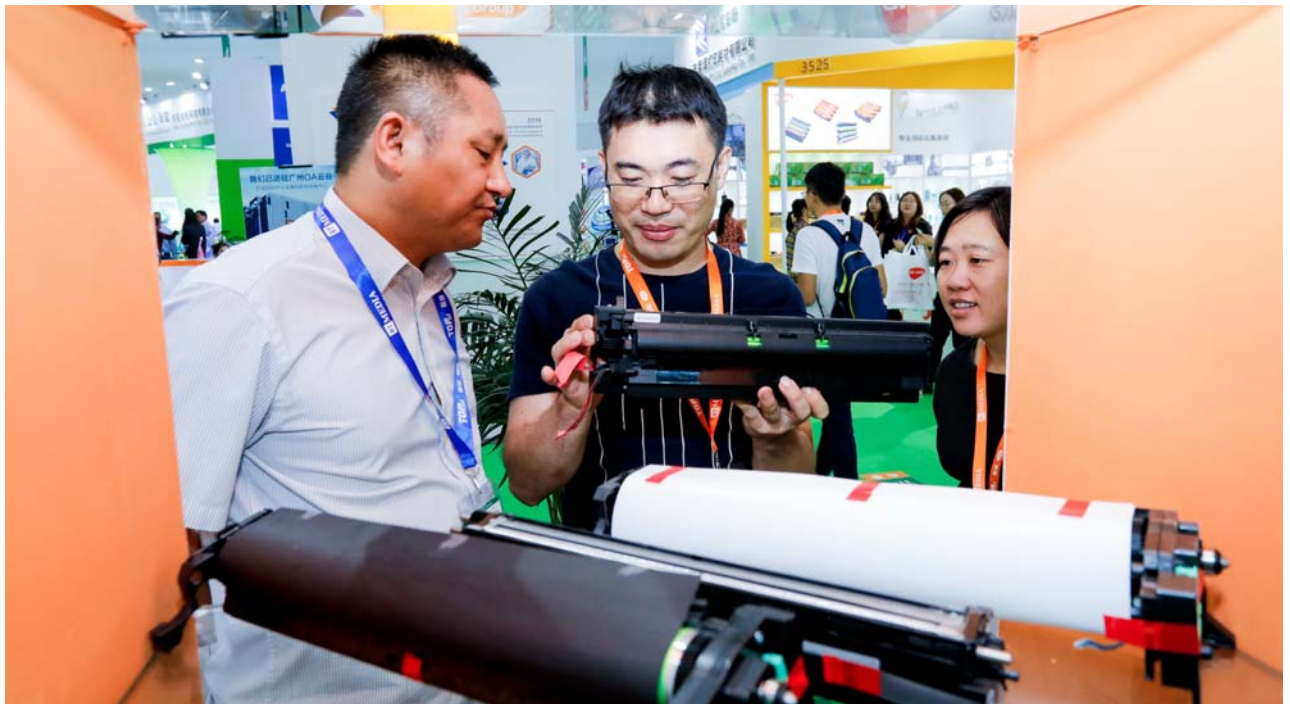
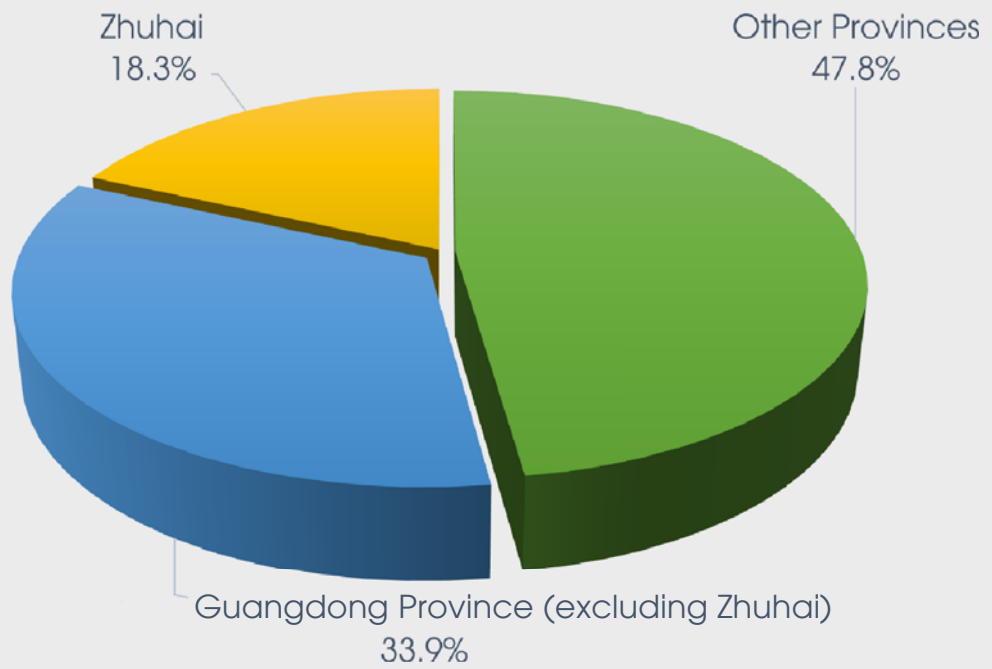
are regular exhibitors

Exhibitors Distribution

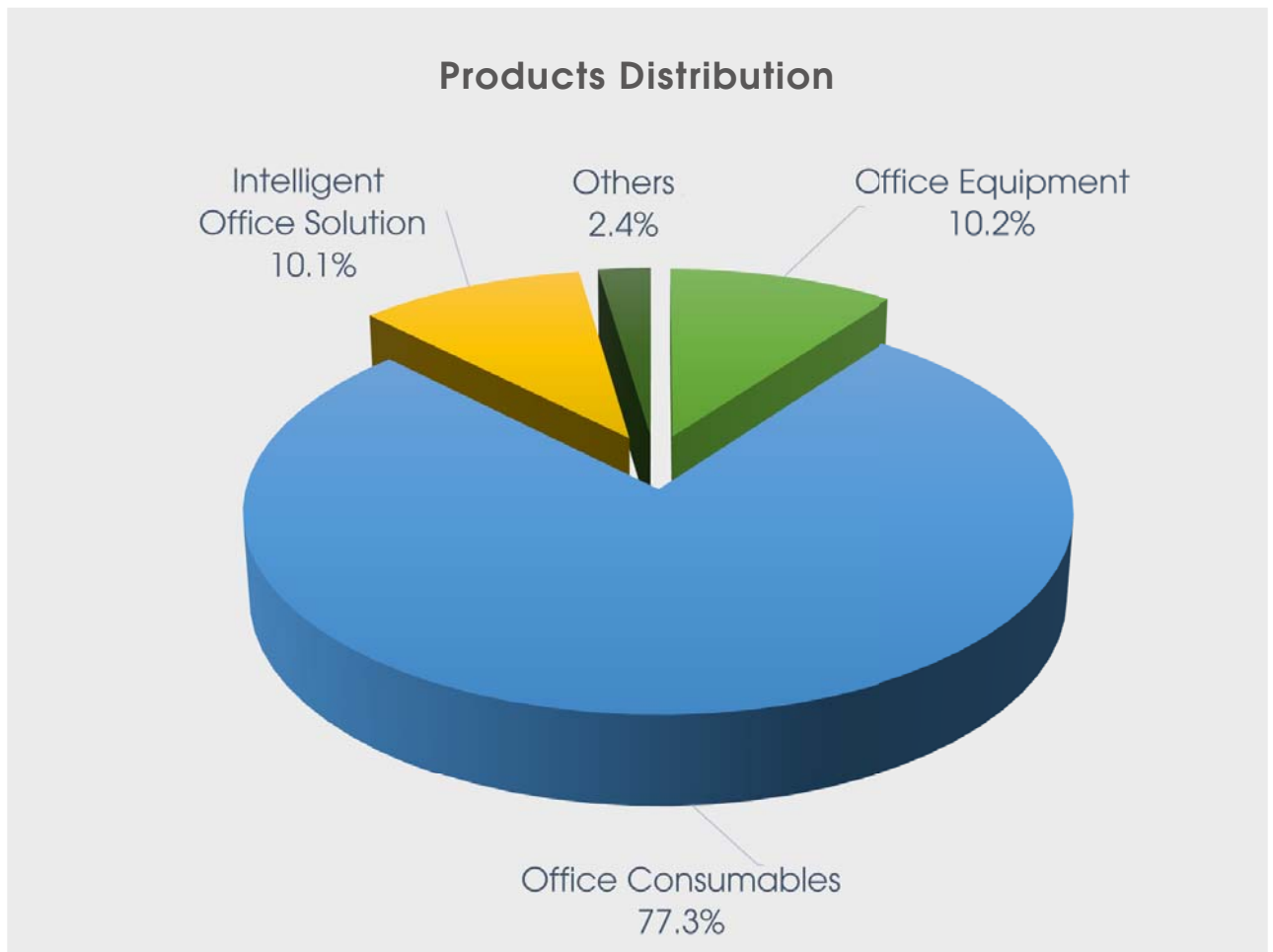


Exhibitor Analysis

Chinese Exhibitors Distribution



Exhibitor Analysis



Visitor Analysis

15,342 Visitors

RemaxWorld Expo attracted 15,243 professional buyers from 109 countries and regions including China, USA, Canada, Brazil, Argentina, UK, Germany, Russia, Turkey, Egypt, the United Arab Emirates, Japan, India, Australia, Nigeria and South Africa. The number of participant countries increased by 4.8%, and the first time visitors increased by 32.9%. RemaxWorld is an established international event.



92.8%

visitors said the expo showcased a wide variety of products, and help them to explore new business;



96.1%

visitors were "satisfied" or "highly satisfied" with the quantity and quality of exhibitors;



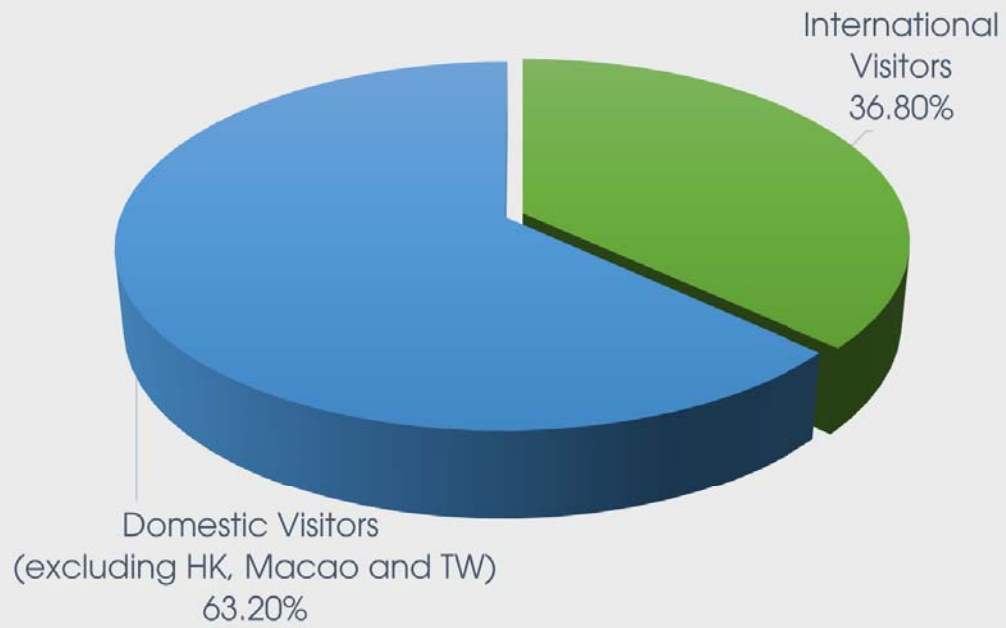
95.4%

visitors claimed they will visit the show again in 2020, and will recommend to their friends.



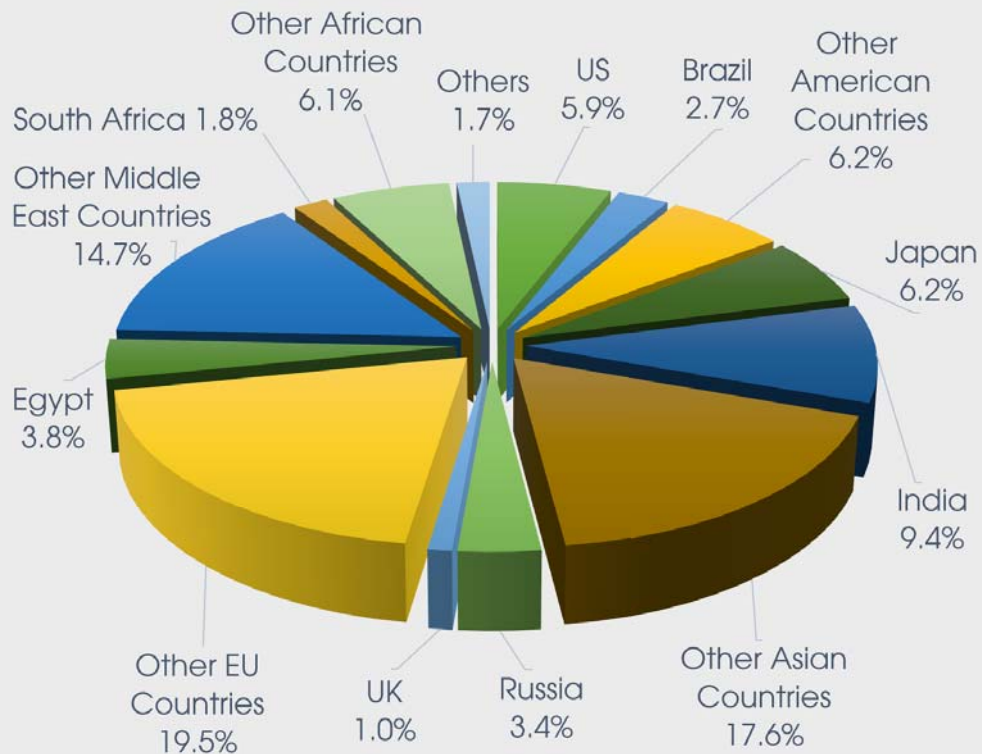
Visitor Analysis

Visitors Distribution

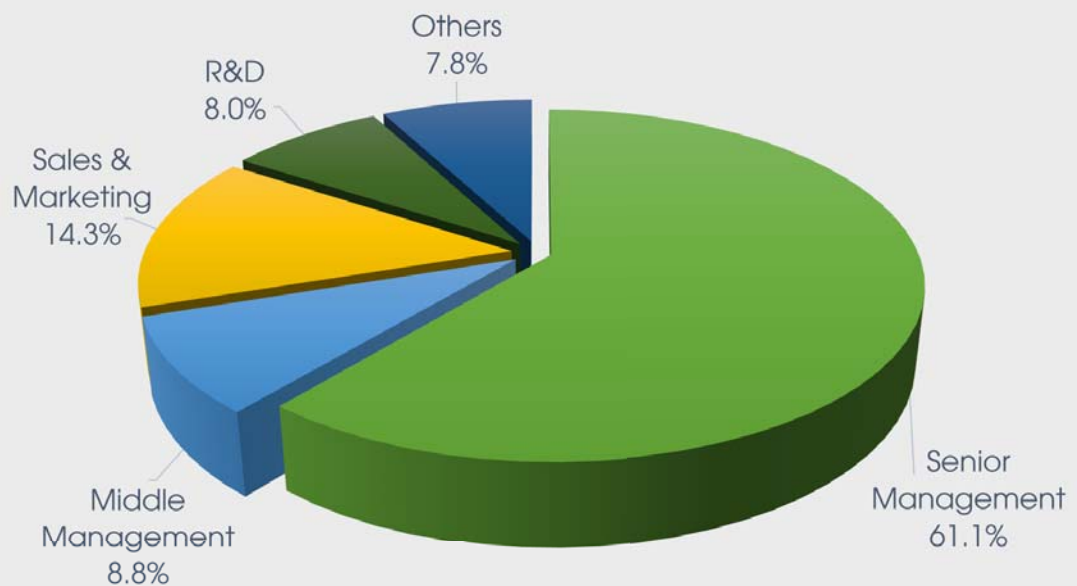


Visitor Analysis

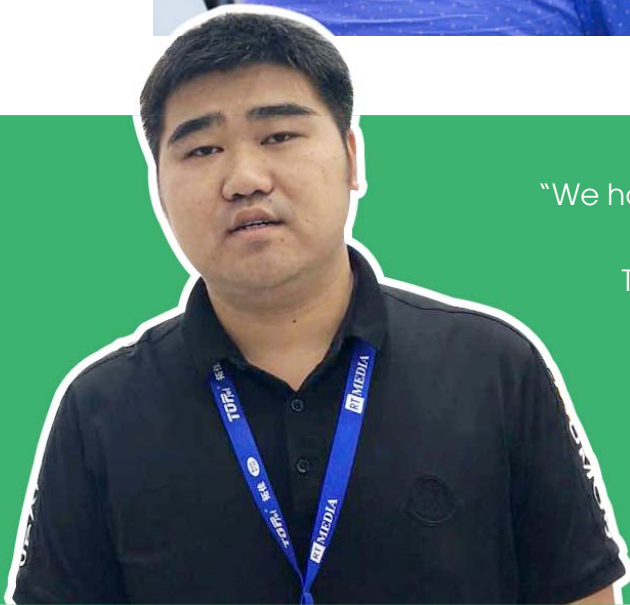
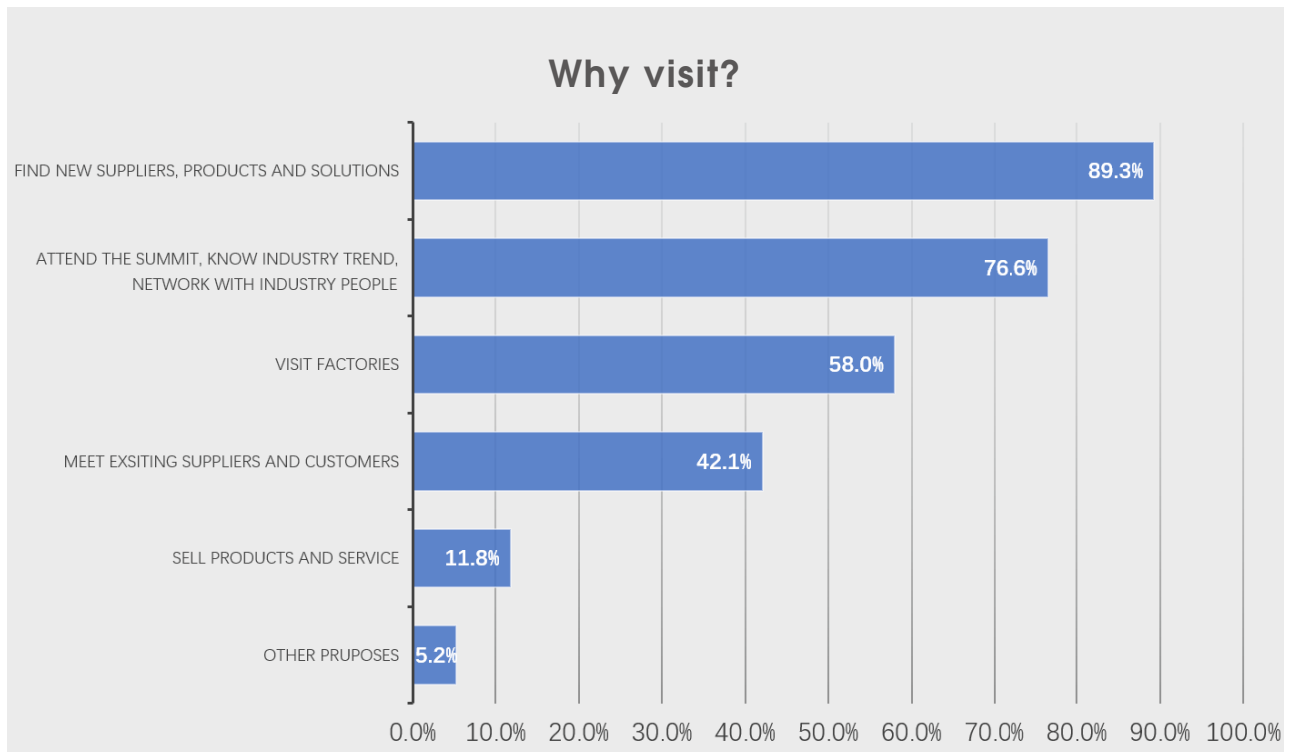
International Visitors Distribution



Visitors Position Distribution



Visitor Analysis



"We have been developing in remanufactured copiers for four years, so as we exhibited in RemaxWorld Expo in Zhuhai. Thanks to this platform RT Media provided, we can better promote our products to all over China and all over the world. It's a fruitful event for us."

——Mr. Zou
Hunan Zhijian Copier Remanufacturing Co., Ltd
(China)

Concurrent Events

RemaxWorld Summit 2019

The RemaxWorld Summit was successfully held in the Zhuhai International Convention Centre on October 17-19, the same dates and same venue with RemaxWorld Expo. Twenty-two industry experts from 8 countries shared their insights on the theme: The Rise of China Printer OEMs: Threat or Opportunity?

During the expo, 1,638 people attended the summit.

Hongyuan Luo, Supervisor of China Computer Industry Association, Secretary-General of Printer Professional Committee of CCIA shared “Chinese Government Procurement Standards for Office Equipment and Consumables”.

Li Ding, CTO of Ninestar Corporation talked about “Opportunity? Risk? Time to Know Something about Firmware Upgrades in the Aftermarket,” Shirley Ba, Senior Research Manager of Imaging, Printing & Document Solution Research, IDC China and John Shane, Director of Communication Supplies Consulting Service at InfoTrends provided graphic updates about the global printer and copier markets. Ziji Zheng, General Manager of Beijing Kudian Technology Co., Ltd had unique opinions about how traditional distributors change their sales strategies.

This year, a panel discussion was conducted at the summit. Jason Wang from Apex/G&G/SCC , Dennis Haines from Badger Office Supplies , Aaron Leon from LD Products, Shelly Eastman from Liberty Laser, Mark Dawson from IoP, David Aguila from Inkfinity and Peter Mitropoulos from Cartridge World shared their insights about current industry issues.



Concurrent Events

iPrint 3D Expo 2019

iPrint 3D Expo 2019 was successfully held in Zhuhai International Convention and Exhibition Center on October 17-19, the same date and same venue with RemaxWorld Expo 2019. A diverse range of 3D products were exhibited at the show, including desktop 3D printers, 3D printing pens, 3D printing scanners and software, 3D printer accessories and 3D printing services, with a full industrial chain and solutions display.

A number of outstanding 3D companies like Guangzhou Yousu 3D Technology Co., Limited, Hangzhou Komlin Intelligent Technology Co.,Ltd, Jiangsu Ouring 3D Technology Co.,Ltd, Zhuhai Sunlu Industrial Co.,Ltd, Hangzhou Zhuopu New Materials Technology Co., Ltd, Dongguan Zhehan Plastic & Metal Manufactory Co., Ltd exhibited at the expo. 3D products attracted numerous domestic and international visitors' attention.



Concurrent Events

RT Media Global Imaging Awards Ceremony 2019

RT Media Global Imaging Awards Ceremony 2019 was successfully held on October 17, the first day of RemaxWorld Expo 2019. A panel of 16 independent judges from 12 countries worked their way through 1,034 nominations from 28 countries and regions. 12 awards were presented to companies or individuals for their outstanding achievements and pioneering spirit. The Imaging Awards encourage and inspire innovation, entrepreneurial spirit and leadership for the aftermarket imaging supplies industry.

Anti-Counterfeiting Award	Imaging Supplies Coalition
Best Supplier Award	Static Control Components
Diamond Pioneer Award	Mike Josiah
E-commerce Leadership Award	Zhuhai Liansheng Electronic Technology Co., Ltd.
Excellent Service Award	Apex Microelectronics Co., Ltd.
Global Brand Award	G&G
Industry Breakthrough Award	Zhuhai Mito Color Imaging Co., Ltd
Outstanding Awareness Campaign	Delacamp
Quality Leader Award	LD Products
Quality Leader Award	CET Group Co., Ltd
Technology Innovation Award	Sunking Technology (Shenzhen) Inc
Environment Betterment Award	Zhongshan Tiantong Printer Consumables Co., Ltd



Marketing Promotion

RT Media

As the organizer of RemaxWorld Expo, RT Media published event information on its own website www.RTMworld.com (Chinese, English and Spanish), Imaging World Magazines (Chinese, English, Spanish, Russian and Arabic), and social media and video platforms (Facebook, Twitter, LinkedIn, YouTube, Vimeo, Tencent, Youku, WeChat, Weibo and Toutiao). Expo news was broadcast around the world through EDM, press releases, video and online and hardcopy advertisements.

Mass Media

The RemaxWorld Expo enhanced its global brand image and its influence by improving the promotion with digital media Baidu, Wechat Moments, and Toutiao, based on the big data technology, the organizer achieved a better promotion result. The organizer also promoted the expo via SMS, in order to improve the brand image and the expo profile.

Industry Media and Association

In order to invite more high-qualified exhibitors and visitors to RemaxWorld Expo, the organizer cooperated with more than 20 international industry media groups, associations and expo organizers, including International Imaging Technology Council and Imaging Supplies Coalition in USA, Guangdong Provincial Association



Marketing Promotion

of Modern Office Equipment Association in China, Business-Inform in Russia, Guia del Reciclador in Argentina, Indian Recharger in India, Arab Print Media in Egypt and Chinese industry media like IT168, CCID, Yesky and OACHN. Expo news was published to five continents in multiple languages.

VIP Buyer Program

This year, the organizer continued to seek new VIP buyers to the expo through one-on-one invitations and specialized VIP plan, and successfully attracted more first-time visitors and high-qualified buyers.

In addition, the organizer launched VIP buyer program for domestic audiences for the first time this year, attracting a large number of professional buyers in the field of office equipment, and successfully organized many professional buyer groups such as Guangzhou Association of Modern Office Equipment Chamber of Commerce and Shenzhen Smart Office Industry Association to visit the expo.

Industry Expos

The organizer visited more than 10 industry global expos, including PaperWorld, Indian Recharger, Business-Inform, China Printing Expo, China Stationery Fair to keep up with the dynamic industry and to reach and invite high-qualified visitors.



Media Reports

More than 40 Chinese and international industry and mass media reported on the expo between September to October, including Xinhua Net, China National Radio, Nanfang Metropolis Daily, Zhuhai TV, Zhuhai Special Zone Daily, Zhuhai Radio, Yangcheng Evening News, Macau Public News, IT168, CCID, Yesky, Newbnews, Business-Inform, Indian Recharger, Guia del Reciclador, Arab Print Media and news platforms like Toutiao, Netease, Tencent and Sohu. In total, more than 80 news stories about the event were reported globally.

During the expo, Zhuhai TV conducted a live report and interviewed Mr. David Gibbons, Director of RT Media. The success of the exhibition attracted great attention and positive feedback from the local audiences.

Again this year, a live photo platform of attendees, exhibitors and exhibits was streamed on Chinese WeChat media. The channel obtained more than 420,000 views during the expo.



MORE ADVENTURES MORE OPPORTUNITIES

JOIN RT MEDIA'S WORLD TOUR IN 2020

RT Media Expos in 2020

Date	Destination	Event
January 9 January 11–12	Pakistan	RT Imaging VIP Expo—Asia 2020 RT EOS Imaging Show 2020
May 11 / 13 / 15	UK France Netherlands	RT Imaging VIP Expos—Europe 2020
June 3–5	Russia	Business-Inform 2020
June 9–11	Shanghai, China	China Stationery Fair—RemaxWorld Shanghai 2020
July 3 / 6 / 9	Argentina Brazil Peru	RT Imaging VIP Expos—Americas 2020
October 15–17	Zhuhai, China	RemaxWorld Expo 2020 iPrint 3D Expo 2020
November 16 / 19 / 23	Ethiopia Algeria Nigeria	RT Imaging VIP Expos—Africa 2020

RT VIP Expos are big buyer, best supplier events.

RT

www.RTMworld.com

To visit, please contact: Joy He

📧 Joy.He@RTMworld.com

☎ +86-756-3959281

To exhibit, please contact: Victoria Zhao

📧 Victoria.Zhao@RTMworld.com

☎ +86-756-3919263

**RT Media reserves the right to amend dates and locations*

REACH THOUSANDS GLOBALLY WITH YOUR BRAND

提高企业品牌全球能见度



- This maybe the most POWERFUL marketing tool for your business!
- Video and TV reaches more people than any other channel

- 这可能是最有力的市场营销武器!
- 富有视觉冲击力和感染力的视频推广

ADVERTISE ON **RT** inTouch TV

inTouch视频赞助或视频定制服务

And much MORE! 我们有的远不止这些



67,000+ views
超过6万7千播放量



22,000+ views
超过2万2千播放量



86,000+ views
超过8万6千播放量



53,000+ views
超过5万3千播放量

For advertising, please contact: Victoria Zhao
☎ +86-756-3919263
✉ Victoria.Zhao@RTMworld.com

广告投放, 请联系: 赵女士
☎ 0756-3919263
✉ Victoria.Zhao@RTMworld.com

www.RTMworld.com

RT

Capture Insights of the Global Imaging Supplies Market

—Explore incredible possibilities for your business

洞察全球成像市场先机

—携手探索无限商机及可能

Market Insights

Time-saving **Video** Lectures

商情观察室

—线上视频让你足不出户尽享一手资讯

Diligent Global
Consultant Group

全球智囊团

—为您的市场开拓保驾护航



..... plus many others 

..... 还有更多再生时代全球智囊团成员

Contact: **Victoria Zhao**
Tel: +86-756-3919263
E-mail: Victoria.Zhao@RTMworld.com

请联系: 赵女士
手机: 0756-3919263
邮箱: Victoria.Zhao@RTMworld.com

RT MEDIA DIGITAL PRODUCTS AND CHANNELS 再生时代数字产品一览

Social Media | 海内外社交媒体



3D打印世界: 超过5万7千粉丝
3D Printing World: 57,000+ Followers



再生时代: 超过1万7千粉丝
RT Media: 17,000+ Followers



3D打印世界



再生时代



累计超过76万阅读量
760,000+ annual page views



超过1万8千粉丝
ID: Recycling_Times



超过6万7千播放量
ID: Intouchnews



超过2万粉丝
ID: recyclingtimes



超过8千粉丝
ID: tonyleertm



超过2万2千播放量
ID: Recycling Times Media

InTouch Weekly Newsletter | 每周新闻邮件推送

超过5万用户, 每周推送中文、英语及西语行业动态
50,000+ Newsletter Subscribers, In Chinese, English and Spanish



联系我们 / Please contact:

赵小姐 / Victoria.Zhao@RTMworld.com / +86-756-3919263

Victoria Zhao / Victoria.Zhao@RTMworld.com / +86-756-3919263

WWW.RTMworld.com



ImagingWorld

The Most Trusted Name in Print in 5 Languages

Looking Behind the News 深度挖掘行业资讯

Extract (Multi-languages)
特刊 (多语种)

Arabic
阿拉伯语



Russian
俄语



Spanish
西语



Industry Directory
行业目录



English
英语



Chinese
中文

www.RTMworld.com

For advertising, please contact: Victoria Zhao

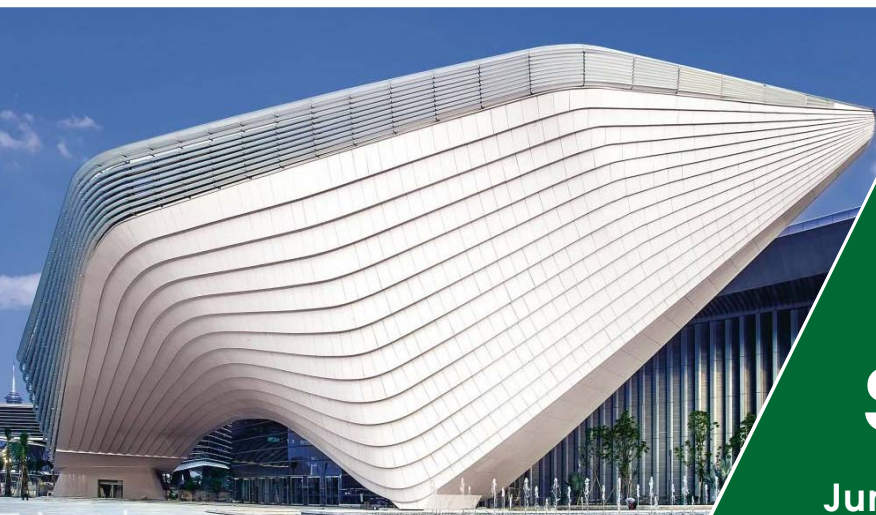
☎ +86-756-3919263

✉ Victoria.Zhao@RTMworld.com

杂志广告投放, 请联系: 赵女士

☎ 0756-3919263

✉ Victoria.Zhao@RTMworld.com



See you in 2020!

June 09-11, 2020 | Shanghai, China
October 15-17, 2020 | Zhuhai, China

Contact Us



ID:recyclingtimes

RT Media Co., Ltd

RT Convention & Exhibition Services Company

Tel: +86-756-3919263

E-mail: Victoria.Zhao@RTMworld.com

Address: Office 2302, Building 2, V12 Creative Park,
No. 32 Nanwan North Road, Zhuhai, China

www.RTMworld.com