



POST SHOW REPORT: ILDEX VIETNAM 2016

THE 6TH INTERNATIONAL LIVESTOCK, DAIRY, MEAT PROCESSING AND AQUACULTURE EXPOSITION, VIETNAM

23 – 25 MARCH 2016, SAIGON EXHIBITION & CONVENTION CENTER (SECC), HO CHI MINH CITY, VIETNAM

Livestock Industry Growth,
Customized Service.



202 Exhibitors

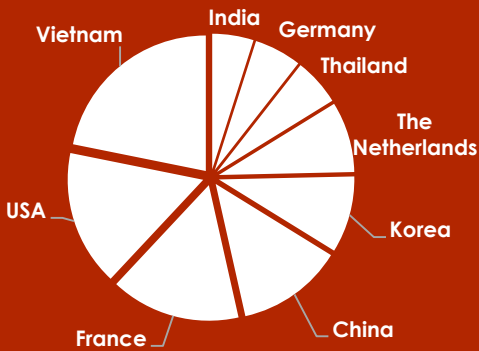
from 30 countries



95% satisfied quality visitors



85% International exhibitors



Other Participating Countries:

Algeria, Australia, Austria, Belgium, Brazil, Canada, Chile, Czech Republic, Denmark, Hong Kong, Israel, Italy, Malaysia, Portugal, Singapore, Spain, Sweden, Switzerland, Taiwan, UK, Turkey



“Yes, we will be here definitely, with twice the size, though.”

Joel Obodov,
Sales & Marketing Director, AgroLogic



87%

recommend to their colleagues



PRODUCT RANGE

- | | |
|---|--|
| 10% Poultry farms (layers) | 4% Cattle/ calves farms (meat) |
| 10% Poultry farms (broilers) | 4% Nutritionists |
| 9% Pig farms | 4% Fish farms |
| 8% Feed mills | 3% Other distributor / trade companies |
| 6% Agricultural farms | 3% Egg processing / handling |
| 6% Feed ingredients / additives companies | 2% Integrator |
| 6% Dairy farm | 2% Meat slaughtering companies |
| 6% Farm / industry equipment suppliers / distributors | 2% Meat further processing companies |
| 5% Veterinarians | 1% Research / consultancy |
| 5% Animal health companies | 1% Fish processing company |
| 5% Distributor / wholesale / retail trade of meat | 1% National / local authorities |



7,388 visitors



87% have positive feedback



92% recommend to their industry colleagues



"This is a first time to join this event. Very interesting, you see **a lot of new technologies in the livestock and poultry industry.**"

Gladwin Senase, Japfa Comfeed Long An



TOP 10 INTERNATIONAL PARTICIPATION
(1,092 international visitors from 36 countries)

Other: Australia, UK, Ukraine, Spain, Vanuatu, Germany, Japan, USA, Brazil, Turkey, Hong Kong, UAE, Sri Lanka, Bulgaria, Belgium, The Netherlands, France, Russia, Bangladesh, Ireland, Sweden, Venezuela, Italy, Gambia, Kuwait, Canada



WHY VISIT

- 20% Meet business partner
- 20% Get market overview
- 17% Buy products and services
- 14% Find new business partners / innovations
- 12% Attend seminar / conference
- 8% Sell products and services
- 5% Evaluate show for future participation
- 2% Others



MAIN BUSINESS

- 13% Cattle Farm
- 12% Aquaculture
- 11% Agribusiness / Agrochemical
- 11% Distribution / Wholesale
- 10% Importer / Exporter
- 7% Pig Farm
- 6% Nutritionists
- 6% Poultry Farm
- 5% Veterinarian
- 5% Dairy Farm
- 4% Research / Consultancy
- 2% Integrator
- 2% National / Local Authorities
- 1% Slaughter House
- 7% Others



JOB FUNCTION

- 21% Distributor / Trader
- 17% MKT, Sales Manager, Representatives
- 14% Consultant
- 9% Senior Management
- 7% Technical Manager, Engineer, Technician
- 6% Procurement
- 6% Farm Owner
- 5% Veterinarian
- 19% Others





"ILDEX has been excellent, this is a big show and we have a lot of support from the industry of Vietnam."

Justin Tan, Biomin Vietnam



"It's 6th Big Dutchman joins, we see that the number of visitors increases more than last time."

Nguyen Huu Tin, Big Dutchman



"At this show's first time, Now we want to increase business and we believe we have a good products for that."

Alexander Demel, Demotec



"In Vietnam the mechanization is in progress, so most of the farms must be renovated and this is a great chance for us."

Paolo Pandolfi, AZA INTERNATIONAL



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