EXHIBITION ANALYSIS

1. STRUCTURAL DATA OF EXHIBITION

<table>
<thead>
<tr>
<th></th>
<th>Overseas</th>
<th>National</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Exhibition Space in (m²)</td>
<td>34155</td>
<td>69245</td>
<td>103500</td>
</tr>
<tr>
<td>Net Exhibition Space in (m²)</td>
<td>15965</td>
<td>32413</td>
<td>48378</td>
</tr>
<tr>
<td>Exhibitors</td>
<td>378</td>
<td>839</td>
<td>1217</td>
</tr>
<tr>
<td>Visitors</td>
<td>9763</td>
<td>51314</td>
<td>61077</td>
</tr>
<tr>
<td>Nationalities of Exhibitors</td>
<td></td>
<td></td>
<td>33</td>
</tr>
<tr>
<td>Nationalities of Visitors</td>
<td></td>
<td></td>
<td>107</td>
</tr>
</tbody>
</table>

2. VISITORS SURVEY

2.1 ORIGINS OF VISITORS

2.1.1 ORIGINS OF NATIONAL VISITORS

- East China: 55%
- North China: 27%
- South China: 7%
- Northeast: 4%
- Central China: 3%
- Northwest: 2%
- Southwest: 1%
- Other: 1%

2.1.2 ORIGINS OF OVERSEAS VISITORS

- Asia: 53%
- Hong Kong, Macau, Taiwan: 19%
- Europe: 14%
- South America: 7%
- North America: 4%
- Oceania: 2%
- Africa: 1%

2.2 VISITORS FROM THE FOLLOWING DEPARTMENTS

- Manufacturer (HVAC&R): 42.95%
- Contractor/Dealer/Wholesaler/Distributor: 13.80%
- Component & Part Manufacturer: 8.58%
- Designing / Building Firm: 7.50%
- Educational Institute: 6.30%
- Consulting Engineering: 4.57%
- Real Estate / Building Management: 4.05%
- Importer / Exporter: 2.46%
- R&D Institute, Technical Supervision, Association: 2.20%
- Manufacture’s Agent / Rep: 2.07%
- Public Utility: 1.85%
- Industrial Plant Operation: 1.81%
- Government Dept.: 1.29%
- Industrial Magazin / Media: 0.57%
2.3 MAIN INTERESTS IN THE FOLLOWING PRODUCT SEGMENTS (MULTIPLE CHOICES)

- Refrigeration Equipment: 20.77%
- Tools and Machinery of HVAC&R: 15.29%
- Heating Equipment: 11.43%
- Residential Air-conditioner: 10.65%
- Ventilation: 7.40%
- HVAC&R Components and Materials: 6.69%
- Cold Storage and Frozen Food Storage: 5.99%
- Automatic Controls and Testing Equipment: 5.43%
- Refrigerant and Lubrication Oils: 5.17%
- Refrigeration Transportation Facilities: 3.66%
- Services, Consultation, Design, Installation, Supervision, Test: 3.62%
- Commercial / Industrial A/C Equipment: 3.43%
- Other: 0.47%

2.4 CHANNELS TO BE ACKNOWLEDGED (MULTIPLE CHOICES)

- Previous Session: 26.17%
- Recommendation: 25.22%
- Internet: 22.80%
- Receiving Invitation: 14.39%
- Receiving E-mail: 5.95%
- Advertisement: 4.84%
- To Be Informed by Other People: 4.32%