The 114th China Import and Export Fair     Oct, 2013

Being an exhibitor, Export Canada products to China

Being a buyer, Import China products to Canada

• VENUE: China Import and Export Fair Pazhou Complex, Guangzhou
• VENUE ADDRESS: No.380, Yuejiang Zhong Road, Guangzhou, China
• ORGANIZER: CFTC - China Foreign Trade Centre (Group)
• INDUSTRY: Complex Trade Show
• DATE: 2013/10/15 - 2013/11/04

GREAT OPPORTUNITIES: We will make delegations for Canada exhibitors and buyers to participate the fair in China.

Benefits of attending the fair include, but are not limited to:

• Working with Chinese companies to find export/import and investment opportunities in China

• Working with Ontario firms looking for opportunities in China

• Promoting awareness of and access to Ontario-produced goods and services

• Building relationships with the media and local governments

• Finding suitable manufacturers in China and getting international cooperation opportunities.

• Getting the best rate of hotels and airline by joining the delegations.

• The exhibitors may qualify for a grant covering up to 50% of eligible costs incurred to develop export sales. Eligible activities under the Export Market Access: A Global Expansion Program from the government.

• Joining delegations of business trips to some cities organized by the government.
when the fair ends.
. Attending forums and meeting with Chinese buyers / vendors during and after the fair.

Either you could be an exhibitor to present “made in Canada” products, marching into global market; or you could be a buyer to buy “made in China”, don't miss the opportunities to attend the “China Import and Export Fair”. Please contact the agency in Canada to reserve and learn more details ASAP:

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Director,
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Email: zhangjieca@yahoo.com
www.futurevicsourcing.com

*** Futurevic Global Sourcing Inc. is a successful and professional global sourcing company. Provide global sourcing services for “Made in Canada” exploring Chinese market and for “Made in China” products successfully import to Canada.
Mission is to promote cooperation between Canada, USA and China through providing special global sourcing services and joint venture projects.

Attached

Profile of the Canton Fair

China Import and Export Fair, also known as the Canton Fair, is held biannually in Guangzhou every April and October, with a history of 55 years since 1957. You can't miss the 114th Canton Fair in Oct, 2013!

Of late years, Canton Fair has attracted large amount of exhibitors and visitors from all over the world.

The China Import and Export Fair (Canton Fair) is a comprehensive trade show with the longest history, the highest level, the largest scale, the most complete in exhibit variety, the broadest distribution of overseas buyers and the greatest business turnover in China.
Being a buyer, sourcing products from China to Canada

The 112th Session of Canton Fair has boasted a gross exhibition space of over 1,160,000sqm, 24,840 enterprises from home and abroad and 59,509 stands as well as 189,226 professional buyers from 211 countries and areas.

- Being an exhibitor, export Canada products to China

An Overview on the International Pavilion(exhibitor) of Canton Fair
To promote import, the International Pavilion of Canton Fair has been set up especially for international exhibitors since the 101st session. It has been proven by the previous 12 sessions that the International Pavilion of Canton Fair has become the best trade platform for international enterprises to explore Chinese market. Many countries and regions (such as the USA, Holland, Spain, UAE, Korea, Japan, Brazil, Argentina, Turkey, India, Malaysia, Thailand, Singapore, Pakistan, Sri Lanka, Hong Kong SARs, Macau SARs and Chinese Taiwan) have organized delegations of exhibitors to participate in the Fair and they all highly evaluated the event.

The International Pavilion of the 112th Canton Fair, attracting 85,025 professional buyers/visitors, has yielded a successful outcome with 552 exhibitors from 44 countries and regions, such as the USA, German, Italy, U.K, Holland, Japan, Spain. The International Pavilion has become one of the best platforms for international exhibitors to enter Chinese market.

The International Pavilion is held in Phase 1 and Phase 3 of Canton Fair with different product categories.

Phase One: Electronics & Home Appliances, Building Materials & Hardware, Machinery Equipments, Industrial Raw Materials
Phase Three: Foodstuffs & Agricultural Products, Household Items, Textile fabrics, etc

A Post-event Analysis of the International Pavilion of the 112th Canton Fair

About Exhibitors
Exhibitors and Stands of the 107th-112th Sessions

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<th>Session</th>
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Exhibitors Breakdown of Phase One
- Industrial Raw Materials: 5%
- Building Materials & Hardware: 35%
- Machinery Equipments: 20%
- Electronic & Home Appliances: 40%

Exhibitors Breakdown of Phase Three
- Medical, Health and Beauty Care Products: 16%
- Foodstuffs & Agricultural Products: 36%
- Gifts & Decorations: 48%

Business Nature of Respondents
- Manufacturer: 34%
- Importer & Exporter: 19%
- Trading Company: 28%
- Agent: 10%
- Others: 9%

Position of the Respondents
- Director: 31%
- Board member: 14%
- Purchasing Manager: 39%
- Decision Maker: 16%

Buyers annual purchases budget
According to the questionnaire, frequent buyers account for 76%, first-time buyers account for 24%, 69% of buyers’ purchases budget was more than $1 million.