



INTERNATIONAL PLASTIC FAIR

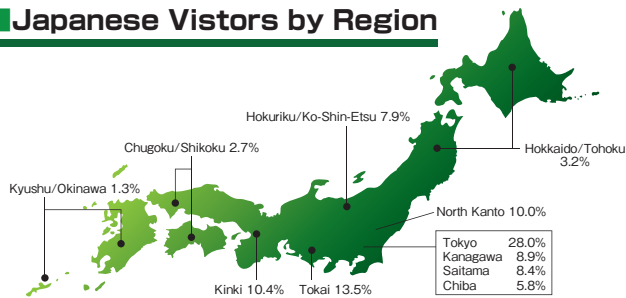
IPF JAPAN 2014 Show Report Visitors

Number of Visitors

Date	Japanese	Overseas	No. of Visitors
Oct. 28 Tue.	4,962	1,145	6,107
Oct. 29 Wed.	7,301	985	8,286
Oct. 30 Thu.	8,536	858	9,394
Oct. 31 Fri.	10,575	454	11,029
Nov. 1 Sat.	7,902	189	8,091
Total	39,276	3,631	42,907



Japanese Visitors by Region



Overseas Visitors by Region

(3,631 People from 45 Countries and Regions)

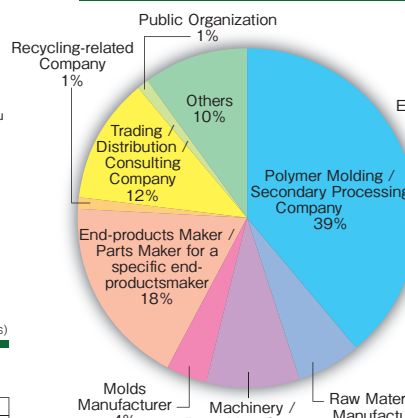
KOREA	1,087	USA	41	SWISS	4	BELGIUM	1
TAIWAN	833	GERMANY	31	ARGENTINA	3	COLOMBIA	1
CHINA	712	ITALY	17	BANGLADESH	3	FINLAND	1
THAILAND	254	BRAZIL	17	IRAN	3	KYRGYZSTAN	1
MALAYSIA	86	POLAND	12	MYANMAR	3	LUXEMBOURG	1
INDONESIA	79	RUSSIA	9	NEW ZEALAND	3	NETHERLAND	1
INDIA	77	TURKEY	9	AUSTRIA	2	NORWAY	1
SINGAPORE	73	FRANCE	7	CANADA	2	PORTUGAL	1
HONG KONG	66	SPAIN	6	CZECH	2	SWEDEN	1
PHILIPPINES	64	AUSTRALIA	5	ISRAEL	2		
VIETNAM	54	PAKISTAN	5	SLOVAKIA	2		
MEXICO	42	UK	5	SOUTH AFRICA	2		



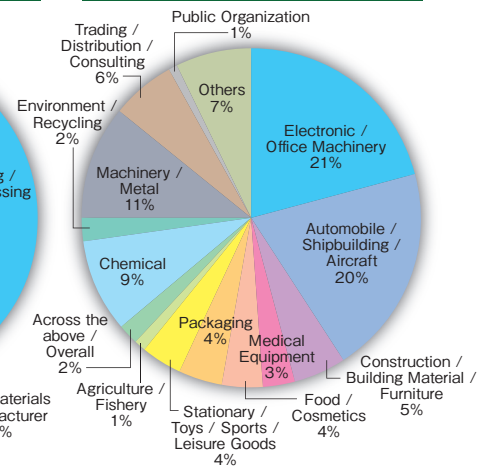
Feedback from Visitors

- There were many exhibitors. We were able to collect information from many companies all at once.
- There were many demonstrations and many actual products were on display. Presentations by exhibitors were easy to understand.
- We were able to speak directly with the person in charge of the exhibition company.
- We were able to find new discoveries, hints and companies.
- We were able to get a grasp of the situation of new products and technological developments.
- The alleys were wide and easy to see. The booths were big and easy to browse.

Business Category



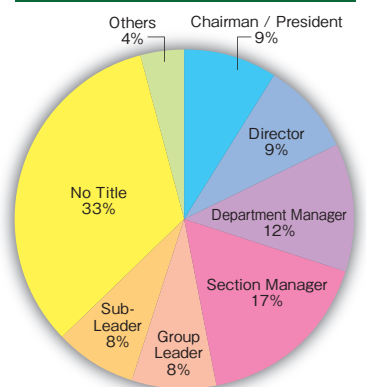
Industry Segment



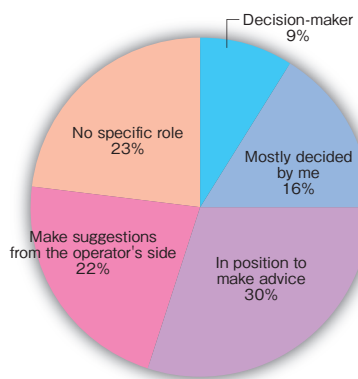
Job Category



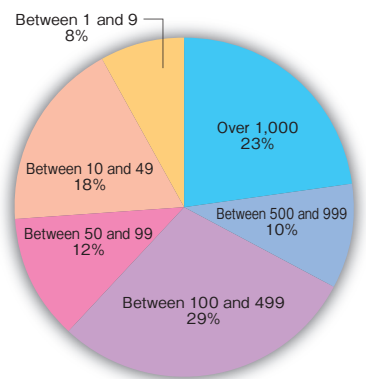
Position



Role of Purchasing Decision



Company Size (Number of Employees)



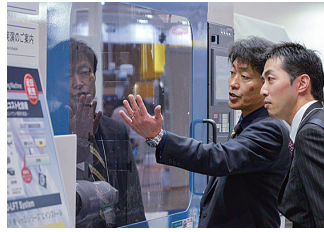
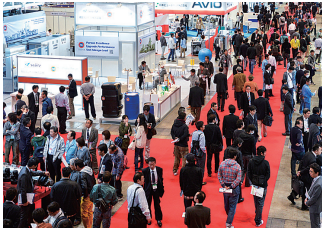


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IPF JAPAN 2014 Show Report Exhibitors

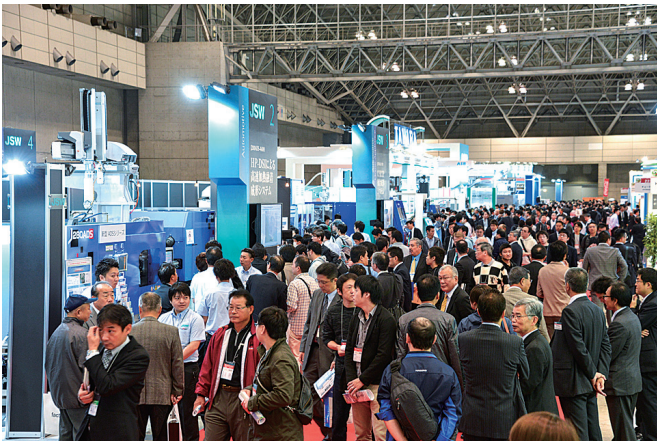
Scale of Exhibition : 2,248 Booths

IPF Japan 2014	Japanese	Overseas	Total
Number of Exhibitors	470	306	776

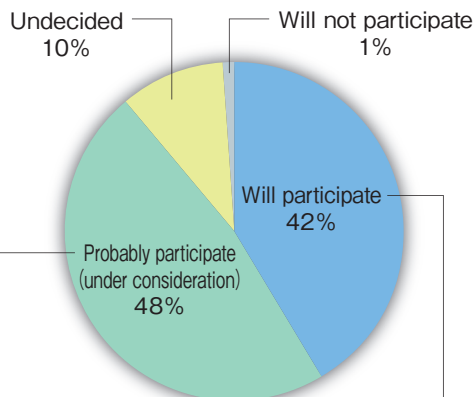


Breakdown by Nation (27 Countries and Regions)

JAPAN	470	SWISS	13	CANADA	4	VIETNAM	2
TAIWAN	64	FRANCE	12	UK	4	BELGIUM	1
GERMANY	46	MALAYSIA	12	SINGAPORE	3	IRELAND	1
USA	35	AUSTRIA	11	CZECH	2	ISRAEL	1
CHINA	31	HONG KONG	6	DENMARK	2	SPAIN	1
ITALY	20	INDIA	6	FINLAND	2	SWEDEN	1
KOREA	18	THAILAND	6	NETHERLANDS	2		



Will you participate in the next IPF JAPAN 2017?



Probably participate (under consideration)

① Will take more space 14%

② Same as this time 76%

③ Will take less space 10%

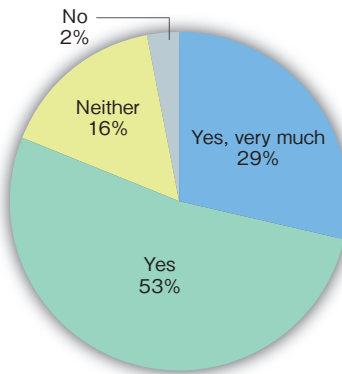
Will participate

① Will take more space 21%

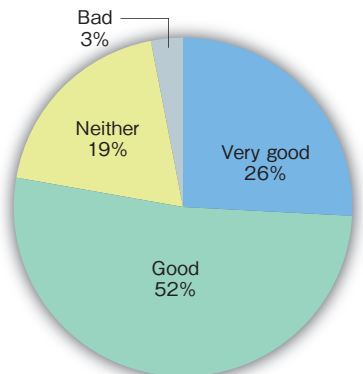
② Same as this time 77%

③ Will take less space 2%

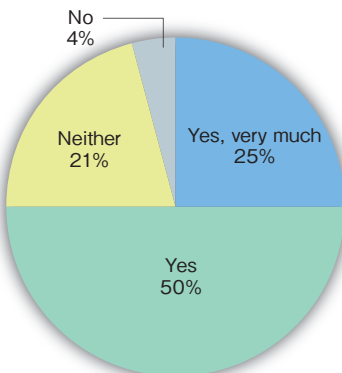
Was it profitable to participate in IPF JAPAN as an exhibitor?



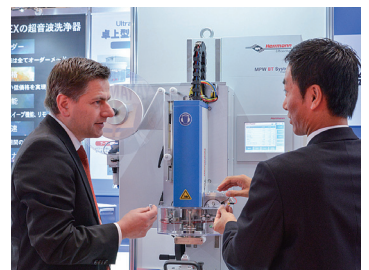
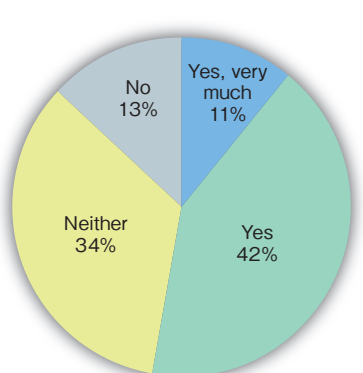
How was the result of sales promotion in IPF JAPAN ?



Were the visitors fit into your business?



Were you satisfied with the numbers of visitors to your booth?



Feedback from Exhibitors

- In terms of sales operation, we were able to make new business connections in various regions.
- We were glad we exhibited as we were able to listen to detailed comments from visitors and also got feedback on the problems and issues as well as purchase orders from visitors with decision rights. An exhibition that just has many people is meaningless.
- As our products are highly specialized, the visitors were a good match with the users we seek.
- There are not many exhibitions focusing on plastics in Japan so the IPF is a very valuable event.
- We were able to meet companies we had no connections with.
- Very international. We realized there was demand from a person from Taiwan.
- This is a very global exhibition.
- Alleys were wide. It was easy for visitors to locate our booth.
- The exhibition fee was lower than other exhibitions of the same scale.