



Post Show Report



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Exhibition Overview

The professional and successful RemaxWorld Expo 2023, organized by Comexposium Recycling Times Exhibition Services Limited (C-RT), was held for three days between October 12 to 14, 2023, at the Zhuhai International Convention and Exhibition Center. During the exhibition, various events took place, including the Summit, the 2023 RT Global Imaging Award Ceremony, and the Seminar hosted by India-based Imaging Solution.

The expo is aligned with the global office equipment and consumables sector which includes printing devices, toners, inks, ribbons, and paper. It offers the face-to-face networking for manufacturers, suppliers, distributors, and buyers looking to grow their businesses on the back of international growth opportunities. It enhances the worldwide brand influence of OEM and aftermarket brands alike, showcases Zhuhai's urban development, and the robust momentum of the China-based office equipment and consumables industry. We are committed to fully implementing the "industry first" strategy that infuses significant momentum into the industry's high-quality development. This will be achieved by bringing together high-quality, consumer-demand, products, enterprises, and resources from around the world. By utilizing exhibitions as a platform for market connectivity, industry integration, innovation promotion, and rule-linking, our objective is to assist Chinese-based brands to grow from strength to strength, fostering collaboration, and collectively advancing towards a future where "Made in China" represents the highest standards and quality.





Highlights

Enthusiastic Engagement Unleashes a Multitude of Opportunities

The RemaxWorld Expo 2023 saw an increase in international exhibitors and buyers over the annual events held in 2020, 2021 and 2022, thanks to the post-COVID relaxation of entry and exit policies in various countries. There was an atmosphere of intense business in the exhibition hall, as Chinese and international industry professionals interacted, giving rise to new opportunities and demands. The trading atmosphere was robust, indicating the industry remains steadfast in the recovery and resurgence of the office sector.

Serving as a bridge for global economic and trade exchange in the office equipment and consumables industry, the RemaxWorld Expo 2023 attracted 406 exhibitors and 16,195 buyers from 112 countries. It is committed to promoting dual-cycle development, both domestically and internationally. By integrating resources from the global office equipment and consumables sector, the exhibition aims to construct a professional, precise, and efficient international trade exchange platform. It continues to play a pivotal role in radiating and leading, facilitating the accurate alignment of supply and demand in both domestic and foreign markets. This, in turn, assists companies in exploring additional overseas opportunities, paving the way for unlimited business prospects.

The Imaging Awards Capture Global Attention

The RT Global Imaging Award Ceremony took place on the first day of the expo, drawing positive responses from industry players worldwide throughout the nomination period. Over 1,000 nominations were submitted from 15 countries and regions. Following the period of nominations an international jury of judges examined the nominations and voted independently to provide prestigious awards from 12 categories to 16 outstanding companies or individuals from China, the United States, and Europe. The global imaging award ceremony was broadcasted allowing those who could not physically be present to participate and witness the proceedings.

These awards, along with the established categories, serve as a gesture of gratitude and encouragement to companies and individuals consistently making exceptional contributions in various fields of endeavor within the industry each year. Their insightful perspectives on industry development, unwavering professionalism, and dedication to technology exploration and innovation inspire printing consumables practitioners globally to elevate their professional standards. This, in turn, encourages a pursuit of excellent quality, respect for intellectual property rights, courage in innovation and change, and an active commitment to fulfilling social responsibilities.





Highlights

"Exhibition" and "Summit" are Linked Together to Fuel the Fire, Creating Climaxes at the Summit

The summit, which pursued the theme of "Change", was convened at the RemaxWorld Expo 2023 venue on October 12 and 13. 20 renowned experts and leaders from the United States, China, the United Kingdom, Mexico, Africa, the Middle East, Central and Western Europe, Australia, and India, shares a variety of opinions, analyses, and insights on current industry trends, future development trajectories, strategies to adapt new market strategies, expanding international business, and collaboratively exploring strategies for success in a constantly evolving business environment.

During the summit, representatives from numerous well-known and established office equipment and consumables brands voiced their perspectives, exploring various possibilities for the transformation and upgrading of various business models. Discussions on topics included establishing an ecosystem for the government and the enterprise consumables industry and capitalizing on new opportunities arising from technological changes. A substantial audience listened and engaged as the atmosphere intensified with each discussion.





Exhibitor and Visitor Analysis

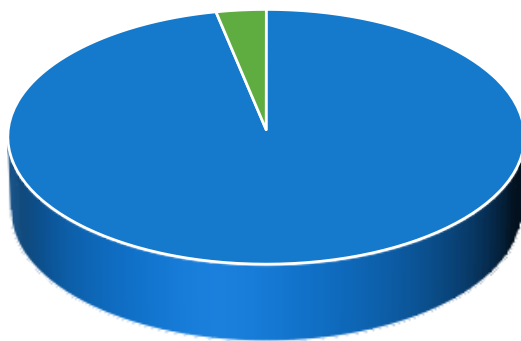
This year, 406 exhibitors mainly from China, showcased their latest products and solutions, covering laser and inkjet printers, copiers, printer consumables, copier consumables, toner cartridges, ink cartridges, inks, toners, chips and various components.

The exhibitors included leading Chinese and international aftermarket companies, as well as leading Chinese printer manufacturer (OEMs) brands including Cumtenn, Zonewin, HanGuang, Jimo, Hanyin, and Huqiu.

This year, the expo attracted 16,195 visitors from 112 countries, including USA, France, the United Kingdom, Germany, Russia, the Netherlands, South Korea, and Japan, various Middle Eastern countries including Iran and the United Arab Emirates, various countries in Latin America including Mexico, Chile, and Brazil, various countries in Africa including Nigeria and Kenya. The first time visitor rate was 24.12%.

Proportion of chinese and international exhibitors

International
(excluding HongKong, Macau, Taiwan),
3.29%

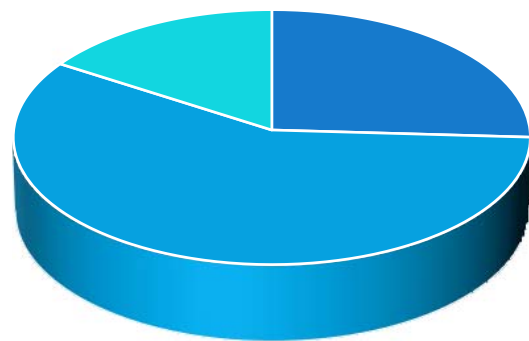


Chinese, 96.71%

Proportion of chinese exhibitor

Outside of Guangdong,
20.82%

Zhuhai, 33.70%



Gaungdong (excluding Zhuhai)
75.62%



Radhakrishnan Nair Managing Partner, Alfam Office Equip LLC, UAE

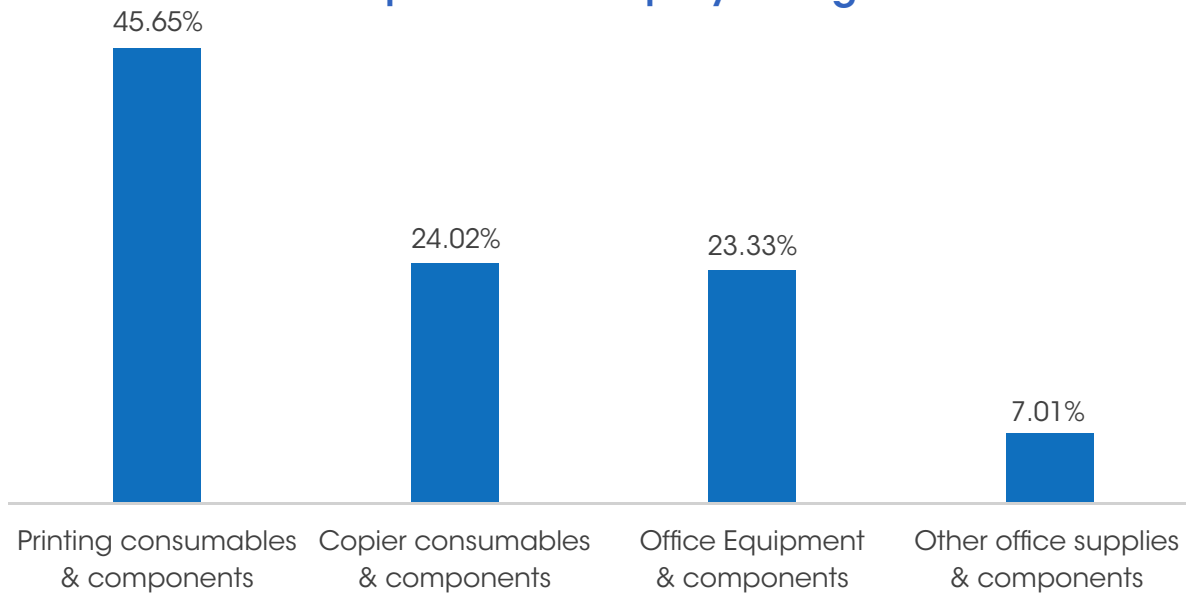


"It is a very good experience. I found many suppliers and many things, like new products. It was a very good experience."

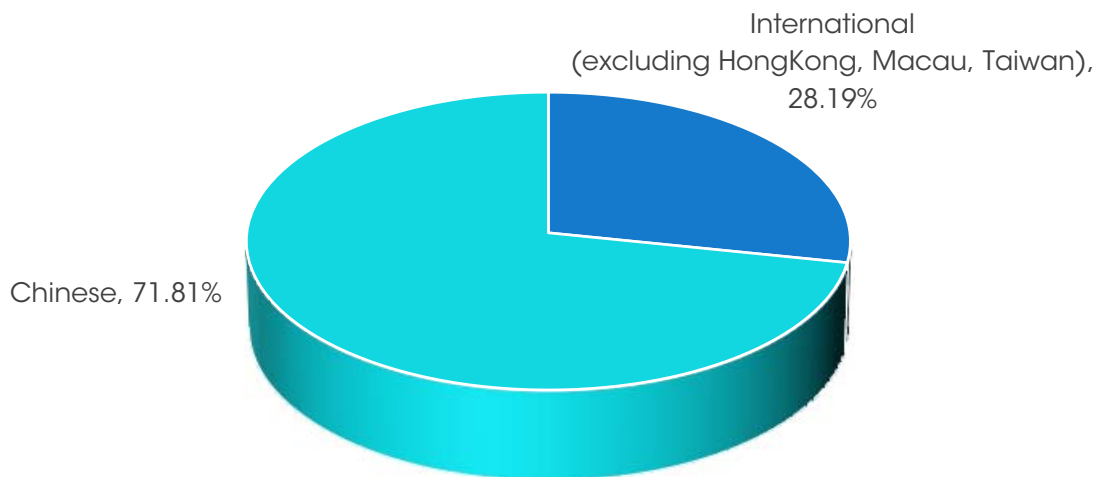


Exhibitor and Visitor Analysis

Proportion of display categories



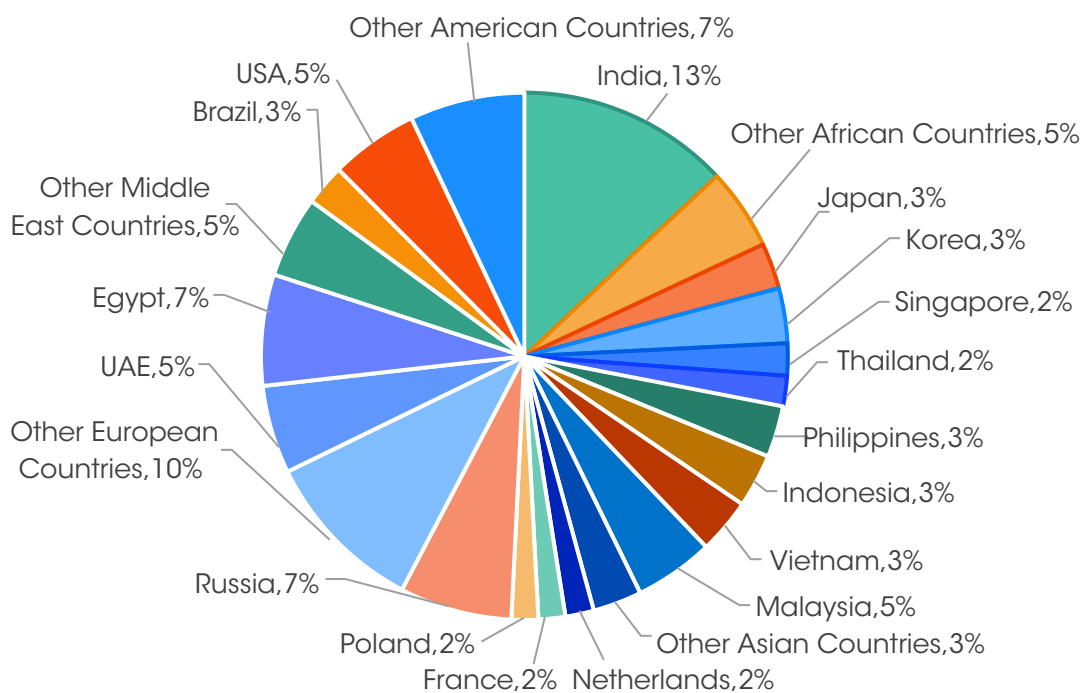
Proportion of chinese and international visitors



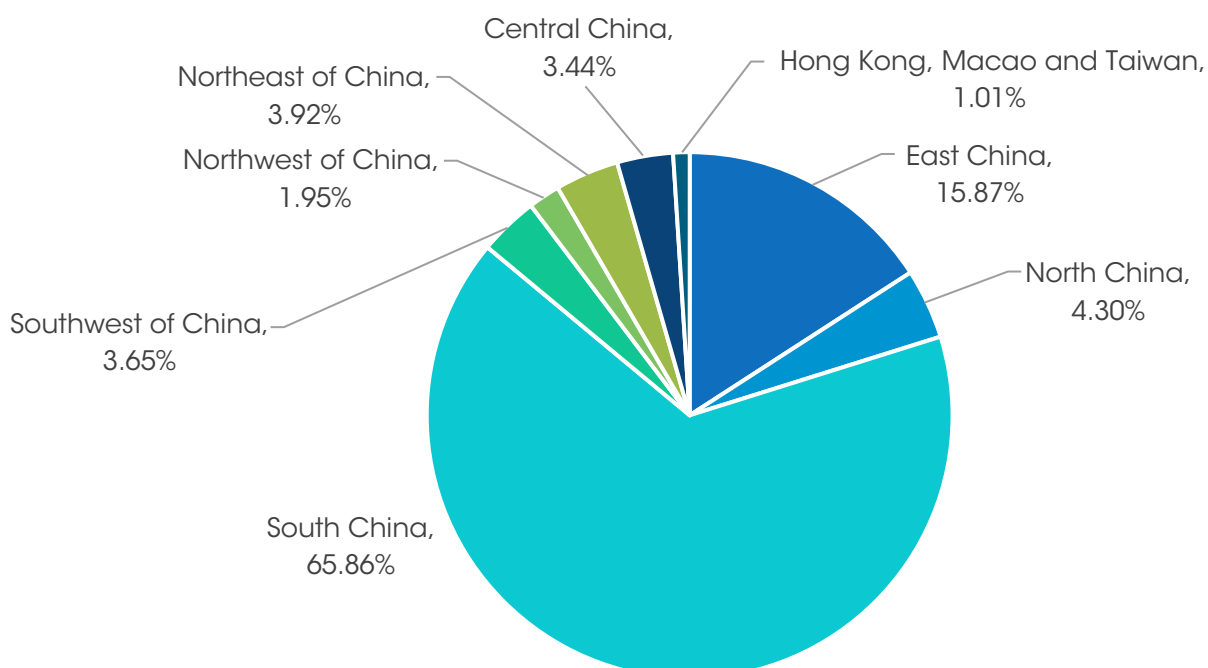
Wondimagegne Tekla Managing Director, Zepana Trading PLC, Ethiopia

“The expo is very nice. I'm so excited. I met a lot of people from different countries. I learnt a lot of things like how to assemble the new technology and new machines. So I'm so happy.”

Regional distribution of international visitors



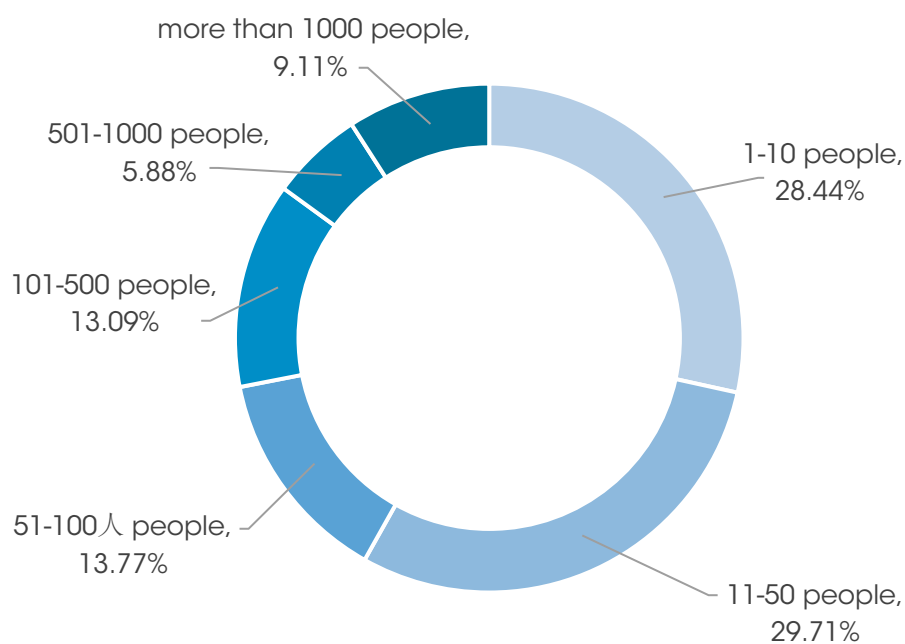
Regional distribution of chinese visitors



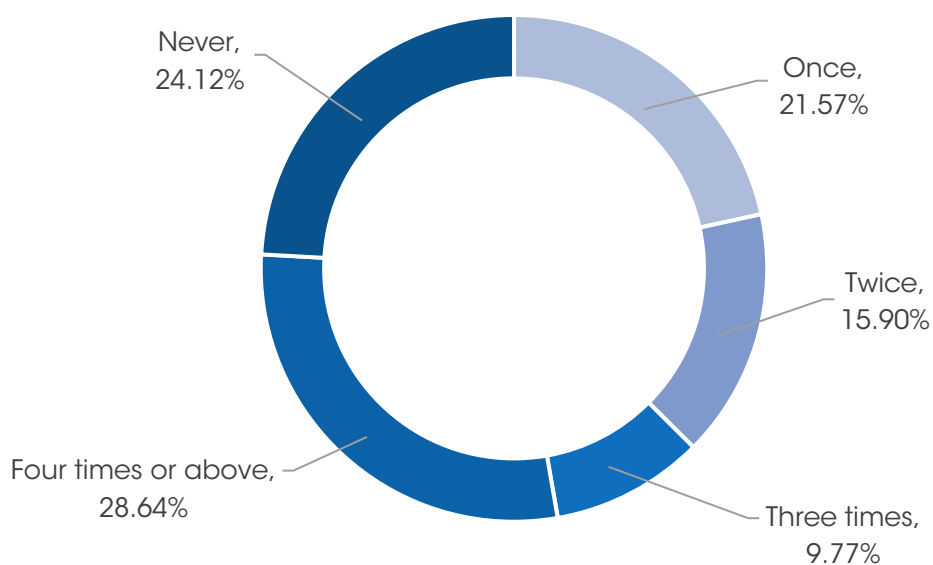


Exhibitor and Visitor Analysis

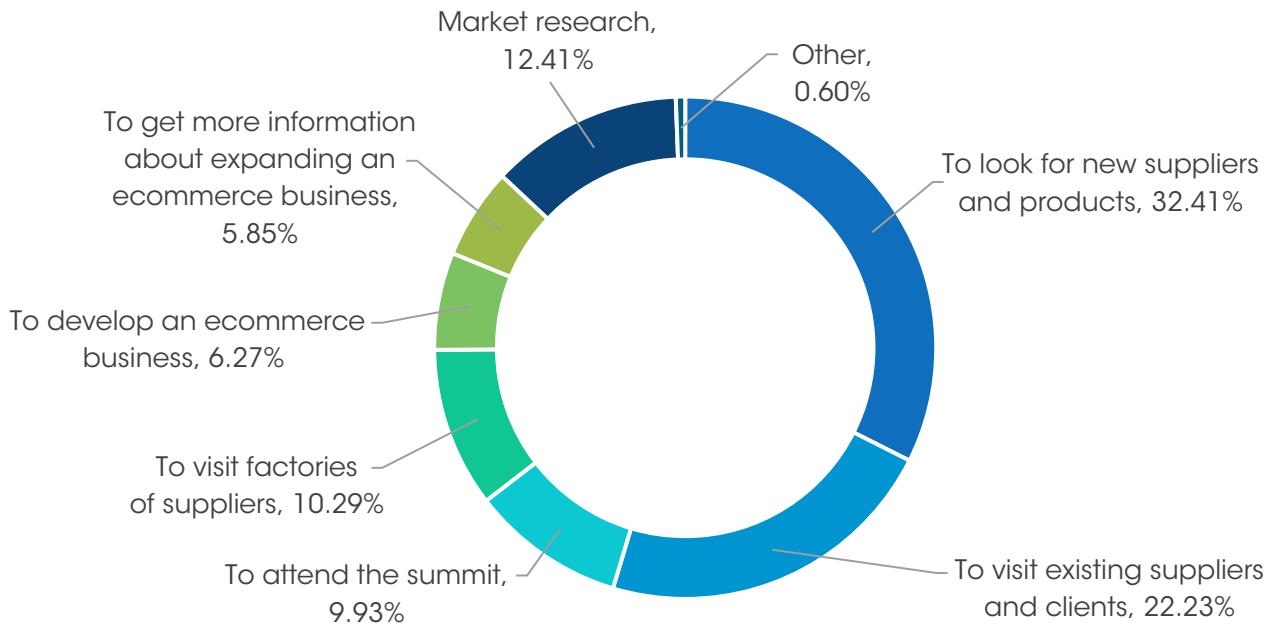
Visitor company size



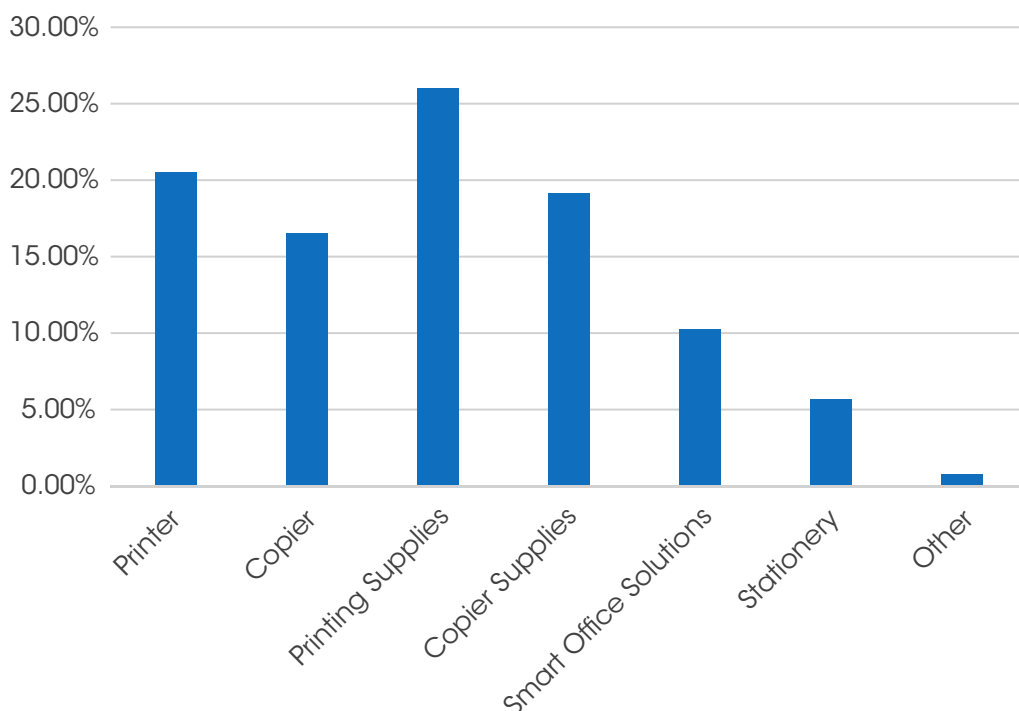
Ever visited RemaxWorld Expo?



Reasons for visiting



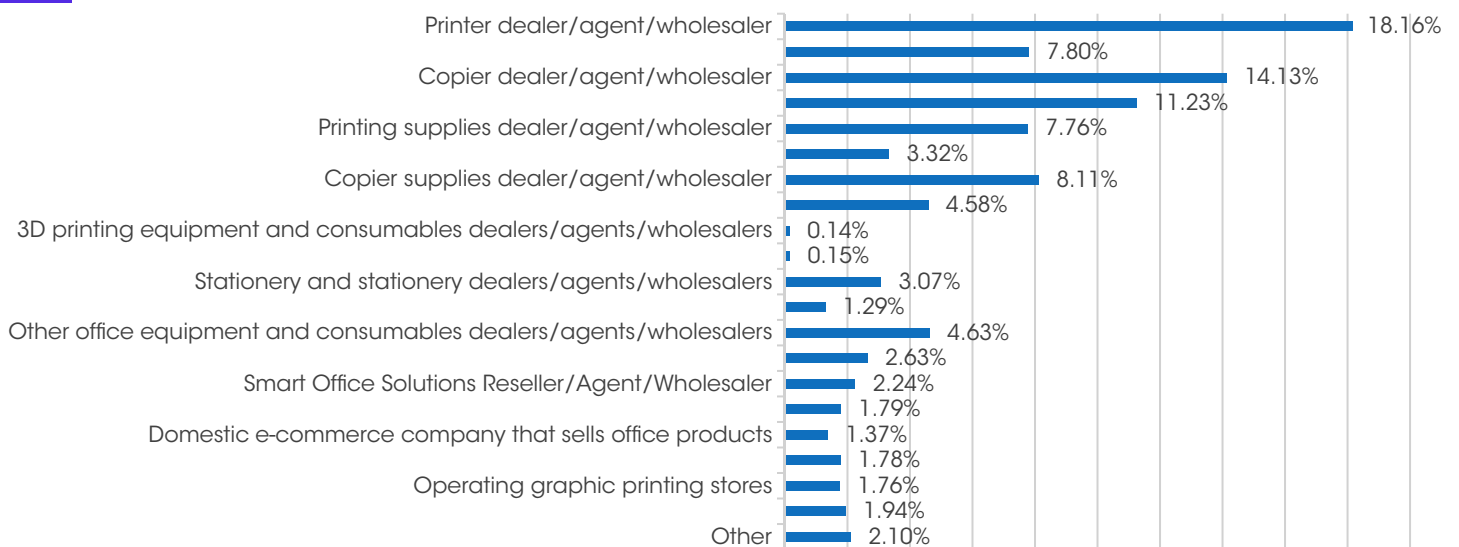
Product visitors want to know





Exhibitor and Visitor Analysis

Visitor company business categories



Sara Galan General Manager, Ecuaprime, Ecuador

“It was an amazing experience. It's been really well organized. We actually are really, really, really happy with what all the contacts we are making here. Old people we are knowing. Actually, we've been feeling really welcome. People are being amazing with us and we hope the will come next year to the fair.”



Rajeswari Balan Director, Pearl Copier India Private Limited, India

“We are very happy to participate in this expo. Organizers are very good. They help us a lot. Otherwise, coming from India to China and having this much stuff not easy. So thank you very much for your team.!”

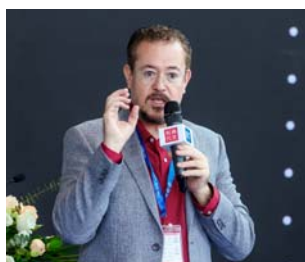


Concurrent Events

RemaxWorld Summit 2023

The Summit held during the RemaxWorld Expo in Zhuhai focused on changes and trends. 20 industry leaders from the United States, China, United Kingdom, Mexico, Australia and India shared expertise and vision on a wide array of crucial and hot topic issues.

Dr. Ivan Rosales (Expert in Softlanding and Nearshoring in Mexico and North America), Graham J. Galliford (President of Galliford Consulting & Marketing), Donna Wang (Senior Research Manager of Imaging, Printing and Document Solutions (IPDS), IDC Asia Pacific), and Steve Bruce (Leading Independent LinkedIn Trainer in Asia) shared their views on various industry hot topics.





Concurrent Events

RemaxWorld Summit 2023

The summit also featured a panel discussion, hosted by David Gibbons, which included experts like Dr Ivan Rosales (Mexico), James Douglas (Australia), Sanjeev Mahajan (India), and Jason Doran (Europe). The panel engaged in thoughtful discussions on the threats and opportunities in their respective regions, the impact of COVID-19 on global supply chains, the implications of trade bans in the United States on the aftermarket globally, and successful strategies employed by OEMs to counter the impact of the aftermarket.



Representatives from leading Chinese printer companies, Yong Liu from Dalian Zonewin, Lily Yuan from Hannto Technology and Ming Li from Cumtenn introduced their latest printer models and strategic initiatives.





Concurrent Events

RemaxWorld Summit 2023

Eminent aftermarket leaders including Arnald Ho (Print-Rite), Eric Zhang (Ninestar), Benjamin Young (Dinglong), Jason Doran (Zhono), and Steven Ma (CET), Wei Pu (Ninestar Digital E-Commerce), Shuai Sun (Juli Tongchuang Technology), Lin Tan (H-TWO Group), Xiuyan Zhao (Welike & Junwei), Long Gao (Yangcai Group) shared their insights, technological advancements, and solutions. Their unwavering confidence and determination in facing future challenges were palpable. Qing Qiu, Director of the Conference and Information Department (Convention and Exhibition Department) of the China Council for the Promotion of International Trade Zhuhai Sub-Council, made a special presentation on the business environment in Zhuhai, bringing the attending businessmen up-to-date information on the business environment and investment opportunities in Zhuhai.



Changes and updates are always key to developing products, market and industries. Many participants, unsolicited, commented that the RemaxWorld Summit had yet again, for the 18th year, lived up to its reputation of consistently delivering high-quality information, timely updates, and thought-provoking discussions. The event serves as a platform to foster collaboration and innovation, ensuring that attendees leave with enriched perspectives and, hopefully, a more profitable future.



Concurrent Events

Imaging Solution Panel Discussion

Imaging Solution Magazine from India, in association with C-RT, hosted an appealing Imaging Solution Panel Discussion at RemaxWorld Expo 2023 on October 14, in Zhuhai, China.

At the beginning of the panel discussion, David Gibbons, director of international communication of C-RT, delivered a brief speech on behalf of C-RT, introducing the topic to be discussed and expressing his expectations.

The panel discussion was moderated by Swapan Roy, founder & editorial director of Imaging Solution Magazine. It featured eight outstanding industry individuals and experts from India, including Sanjeev Mahaja, Ganesh Iyer, Sandeep Sanghvi, Dhruv Mahajan, Gaurav Khetterpal, Joesph Peter, Rishikesh Awasthi and Sushil Kumar Agarwal. They delved into an insightful discussion on "Opportunities for Marketing and for Manufacturing in the Imaging Consumables Industry in India", sharing insights into the latest trends and opportunities in the Indian industry with professionals from around the globe. This showcased their strong confidence in the Indian industry.





Concurrent Events

RT Global Imaging Awards Ceremony

The RT Global Imaging Awards Ceremony was successfully held on October 12, the first day of the RemaxWorld Expo 2023. Many leaders, industry professionals, and related media attended the ceremony.

The ceremony received strong support from professionals and expert judges from the global industry. With over 1,000 nominations received from 15 countries during one month, the independent judging panel, from Europe, Africa, the Americas, and Asia Pacific, had the task of selecting the final winners of 12 awards.



16 award recipients received one of the 12 industry awards offered this year. Listed in the order of presentation, they are as follows:



IP Safe Award Winner:
Print-Rite Unicorn Image
Products Co., Ltd. of Zhuhai



Best Supplier Award Winner:
Handan Hanguang OA Toner
Co., Ltd



Concurrent Events

RT Global Imaging Awards Ceremony



Outstanding Awareness Campaign Winner:
Anycolor Computer Consumables Co., Ltd



E-commerce Leadership Award
Winner: Zhuhai Juli Tongchuang Technology Co., Ltd



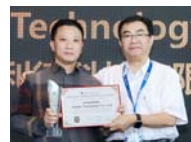
Industry Breakthrough Award
Winner: Zhuhai Gezhige Digital Technology Co., Ltd



Global Brand Award Winner:
Zhuhai Megain Technology Co., Ltd



IP Safe Award Winner:
Guangzhou Zhono Microelectronics Co., Ltd



Industry Breakthrough Award
Winner: Kilider Technology Co., Ltd



Best Supplier Award Winner:
CET Group Co., Ltd



Global Brand Award Winner:
HK HAOYINBAO GROUP CO., LTD (HYB TONER)



Excellent Service Award Winner:
Static Control Components



Technology Innovation Award
Winner: Zhuhai Mito Color Imaging Co., Ltd



Environment Betterment Award
Winner: GM Technology



Remanufacturing Achiever Award Winner: ARMOR Print Solutions



Quality Leader Award Winner:
G&G Global



Diamond Pioneer Award
Winner: Graham Galliford



Marketing Promotion

RT Media

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

Mass Media

The RemaxWorld Expo enhanced its global brand image and its influence by improving the promotion with digital media LinkedIn, Google, Baidu and Wechat Moments, 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 Expos

The organizer held a four-country expo in the Americas, connecting top-tier suppliers from South America, including Argentina, Brazil, Colombia, and Mexico. Reaching the northern regions, this expo has breathed new life into a previously stagnant foreign trade market, revitalizing the industry after three years of silence. With such a “renaissance” sweep through the local market, it encouraged face-to-face interactions, fostering deep exchanges within the industry. It has paved the way for a renewed era of friendly exchanges, both in China and abroad, consolidating industry resources and curating compelling topics showcased at RemaxWorld Expo 2023 in Zhuhai.

Social Media Collaboration

This year, the organizer extended special invitations to prominent office enthusiasts in East China and Central China to collaborate on promoting the exhibition. The promotion united forces for a concerted promotional effort, creating a collective impact across the entire industry.





Marketing Promotion

China Southern Airlines Collaboration

As part of the promotional efforts for this year's exhibition, RemaxWorld Expo collaborated with China Southern Airlines to provide special benefits to attendees. This strategic partnership not only expanded the exhibition's influence across different industries but also offered travel benefits to industry professionals. The collaboration has also bolstered the reputation of both brands involved.

Industry Media and Association

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 Guia del Reciclador in Argentina, Arab Print Media in Arab, Business-Inform in Russia, and many Chinese industry associations and organizations.

One-on-One Invitations

This year, the organizer employed various channels, including WeChat, email, WhatsApp, and H5 invitations, to extend personalized one-to-one invitations. These invitations comprehensively highlighted the attractions of the RemaxWorld Expo this year and provided recommendations for exhibitors to explore and concurrent events visitors could attend, catering to the diverse purchasing needs of potential buyers.





Media Reports

More than 20 Chinese and international industry and mass media reported on the expo, including Industry Analysts, Imaging Solution India, Business-Inform, Guia del Reciclador, Xinhua Net, Zhuhai Publishing, Zhuhai TV, Zhuhai Special Zone Daily, Zhuhai Radio, Yangcheng Evening News, Nanfang Metropolis Daily and Sohu News. Again, this year, a live photo and video platform of attendees, exhibitors and exhibits was streamed on Chinese WeChat media.

During the expo, Zhuhai TV conducted a live report and interviewed Ms. Victoria Zhao, General Manager of the organizer CRT. The success of the exhibition attracted media attention and positive feedback from local and international audiences.



会客全球市场，
展现行业机遇！

10月12日，第十七届珠海国际办公设备及耗材展览会（以下简称“珠海国际办公展”）在珠海国际会展中心启幕。活动为期三天，展览面积达30000平方米，预计共将迎来100多个国家和地区的400多家展商与15000多名采购商。



THANK YOU
SEE YOU
NEXT YEAR



17-19 October 2024
Zhuhai · China

For more information, please contact:

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YouTube: @Recycling Times Media



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