

# THE TOP SHOW WITH SERIOUS BUYERS

Thai Water Expo 2019 provided special business success to exhibitors. The event was attended by thousands of decision-makers and buyers from across Thailand and ASEAN.

**60%**

Local Trade  
Buyers



**40%**

International  
Buyers



## Purpose of Visit

- To view and study new technology 48%
- To place orders 20%
- To evaluate for future participation 17%
- To view and recommend to decision maker 15%

**10%**

Quality Visitor  
Increase  
since 2015

## Job function

- Business Owner/ Executive / General Management 35%
- Engineer/ Technician/ Maintenance 22%
- Control Manager/ Plant Manager/Consultant 18%
- Sales / Marketing 14%
- Purchasing/ Finance & Accounting 7%
- Government Official / Researcher / Academic 4%

**35%**

Visitors  
Management  
Level

**35%**

Visitors Intend to  
Place Orders  
and Involving in  
Decisionmaking

## Company's main industry

- Building & Construction/ Sub-contracting 20%
- Government Official / Power Plant 16%
- Air-conditioning & Refrigeration/Electrical & Electronic 15%
- Engineering/Consultant Services 13%
- Food & Agriculture Product 11%
- Petrochemical / Oil & Gas 10%
- Automobile Assemblers/Autoparts & Components 7%
- Iron / Steel Metal / Machine Manufacture 5%
- Others 3%