

**INDOWATER**  
2019 EXPO & FORUM

**INDOWASTE**  
2019 EXPO & FORUM

**INDORENERGY**  
2019 EXPO & FORUM

**INDO**  
**POOLTECH**  
2019 INDONESIA POOL TECHNOLOGY  
EXPO & FORUM

**INDO SECURITY**  
2019 EXPO & FORUM

**INDO FIREX**  
2019 EXPO & FORUM



## INDONESIA'S NO.1 INTEGRATED TECHNOLOGY EVENT



17 -19 JULY 2019 | JAKARTA CONVENTION CENTER, JAKARTA, INDONESIA

# SHOW REPORT

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**INDO WATER 2019 EXPO & FORUM  
INDO WASTE 2019 EXPO & FORUM  
INDO RENERGY 2019 EXPO & FORUM  
INDO POOLTECH 2019 EXPO & FORUM  
INDO SECURITY 2019 EXPO & FORUM  
INDO FIREX 2019 EXPO & FORUM  
INDONESIA INTERNATIONAL SMART CITY  
EXPO & FORUM JAKARTA 2019**

**17 - 19 JULY 2019**

**JAKARTA CONVENTION CENTER, JAKARTA - INDONESIA**

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**LIST OF PARTICIPANTS**  
**INDO SECURITY 2019 EXPO & FORUM**  
**INDO FIREX 2019 EXPO & FORUM**

<b>NAME OF COMPANY</b>	<b>REFERENCE</b>	<b>COUNTRY</b>	<b>BOOTH NO.</b>
Agnindo Artha Sentosa, PT		Indonesia	AA 117
Aiskindo		Indonesia	AB 304
Al Khoory Pumps		UAE	AA 102
Association Of Technology And Industryof Security In Indonesia (ATISI)		Indonesia	AB 250
Asenware File Alarm System		China	AA 168
A&S Magazines		Indonesia	CB 15
Bre Global (LPCB)		United Kingdom	AA 162
Badan Siber Dan Sandi Negara - National Cyber and Crypto Agency (BSSN)		Indonesia	AA 141
Better Technology Co.,Ltd		China	AB 155
Digifort	ATISI	Australia	AB 250
Dongguan Union Ebio Biometric Technology Co.,Ltd		China	AB 219
Department Fire And Rescue (DPKP Provinsi Dki Jakarta)		Indonesia	AB 223
Draegerindo Jaya, PT		Indonesia	AB 242
Green Net Indonesia, PT		Indonesia	AB 209
Hangzhou Secure Technology Co., Ltd.		China	AA 108
Hanwha Techwin	Professtama Tehnik Cemerlang, PT	South Korea	AB 220
Hatsuta Seisakusho	Agnindo Artha Sentosa, PT	Japan	AA 117
IDP Corp.,Ltd		South Korea	AB 210
ISS Corporation Pte. Ltd.		Russia	AC 307
Indigovision		United Kingdom	AC 301
Indigovision APAC	Indigovision	Singapore	AC 301
Indolok Bakti Utama, PT		Indonesia	AB 249
Indo Grama Dinamika, PT		Indonesia	AA 104
Indonesian Association of Professional Security (APSI)		Indonesia	AB 211
Indonesia Federation Of The Information Technology (FTII)		Indonesia	
Indonesia National Police (POLRI)		Indonesia	LA 001
Jiangshan Diyi Fire Equipment Co.,Ltd		China	AA 111
Jinan Meide Casting Co., Ltd		China	AB 109
JSG International, PT		Indonesia	AA 160
Jisung Protech	ATISI	South Korea	AB 250
Kong Far East Ltd		China	AB 201
Lingjack Jaya Abadi, PT	Al Khoory Pumps	Indonesia	AA 102
Metrohm Indonesia, PT		Indonesia	LA 029
Metrohm AG	Metrohm Indonesia, PT	Switzerland	LA 029
Muster Fire Suppression System	JSG International, PT	Australia	AA 160
Murom PT	Pindad (Persero), PT	Russia	LA 022

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**INDO FIREX 2019 EXPO & FORUM**

NAME OF COMPANY	REFERENCE	COUNTRY	BOOTH NO.
Merseta, UAB		Lithuania	AA 161
National Cyber and Crypto Agency (BSSN)		Indonesia	AA 141
National Fire Fighting Manufacturing FZCO		UAE	AA 169
National Search And Rescue Agency (Basarnas)		Indonesia	AA 113
Nanjing Huage Fire Fighting Equipment Co.,Ltd		China	AB 112
Ningbo Siterwell Import & Export Co., Ltd		China	AA 110
Netcom Technology, PT	Optiviell - Netviell	Indonesia	AB 208
Optiviell - Netviell		Indonesia	AB 208
Optiviell Cable, PT	Optiviell - Netviell	Indonesia	AB 208
Paratech	Indo Grama Dinamika, PT	South Korea	AA 104
Professtama Tehnik Cemerlang, PT		Indonesia	AB 220
Protekta Logistik, CV		Indonesia	AB 247
Pindad (Persero), PT		Indonesia	LA 022
Rapidrop Middle East Trading LLC	Rapidrop Global Ltd	UAE	AA 158
Rapidrop Global Ltd		United Kingdom	AA 158
Red Piranha	ATISI	Australia	AB 250
Sena Sanjaya Makmur Sejahtera, PT	Pindad (Persero), PT	Indonesia	LA 022
Shandong Dingliang Fire Technology Co., Ltd		China	AB 113
Shenyang Renhui Fire Control Technology Co.,Ltd.		China	AB 114
Solberg Asia - Pacific Pty Ltd		Australia	AA 157
So Chiao Industry Corporation		China - Taipei	AA 156
Sri Rejeki Isman Tbk, PT		Indonesia	LA 013
Shenzhen Fanhai Sanjiang Electronics Co.,Ltd.		China	AB 218
Shenzhen Sricctv Technology Co., Ltd.		China	AB 221
Tritunggal Cipta Buana, PT	Asenware Fire Alarm System	Indonesia	AA 168
Vds Schadenverhuetung GmbH		Germany	AA 106
Vds Schadentverhuetzung GmbH Shanghai Representative Office	Vds Schadenverhuetung GmbH	China	AA 106
Waterax Inc	Wilfina Mulia Tama, PT	Canada	AA 125
Wilfina Mulia Tama, PT		Indonesia	AA 125
World Uav Foundation (WUAVF)		Indonesia	AB 250
(TTY) Yun Yang Fire Safety Equipment Co		China - Taipei	AB 203
Ziegler Indonesia, PT		Indonesia	AA 107
Zhejiang Hengsheng Fire Equipment Co., Ltd		China	AB 115



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# EXHIBITORS SURVEY ANALYSIS

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## RESULTS OF EXHIBITORS SURVEY INDO SECURITY AND INDO FIREX 2019 EXPO & FORUM

### EXHIBITORS EXPECTATION

83% of exhibitors achieved or exceeded their expectation on participation

Exceeded	Achieved	Not Achieved	No Comments	Total
15.38%	67.31%	17.31%	0%	100%

### EXHIBITORS RATING OF SHOW

85% rated the show as very successful or successful

Very Successful	Successful	Not Successful	No Comments	Total
17.31%	67.31%	15.38%	0%	100%

### QUALITY OF VISITORS

83% rated the quality of visitors as satisfied or partially

Satisfied	Partially	Not Satisfied	No Comments	Total
28.85%	53.85%	11.54%	5.77%	100%

### QUANTITY OF VISITORS

69% rated the quantity of visitors as satisfied or partially

Satisfied	Partially	Not Satisfied	No Comments	Total
26.92%	42.31%	25%	5.77%	100%

### OVERALL SERVICE OF PT. NAPINDO MEDIA ASHATAMA

98% rated the overall service of organizer as Excellent, very good or good

Excellent	Very Good	Good	Poor	No Comments	Total
17.31%	53.85%	26.92%	1.92%	0%	100%

### OVERALL SERVICE OF OFFICIAL CONTRACTORS PT. SAMUDRA DYAN PRAGA

94% rated the overall service of official contractors as excellent, very good or good

Excellent	Very Good	Good	Poor	No Comments	Total
7.69%	46.15%	40.38%	3.85%	1.92%	100%

### OVERALL SERVICE OF OFFICIAL FREIGHT FORWARDER (PT. ROGERS KINERJA GEMILANG / R.E. ROGERS (MALAYSIA) SDN BHD)

94% rated the overall service of official freight forwarders as excellent, very good or good

Excellent	Very Good	Good	Poor	No Comments	Total
17.31%	44.23%	32.69%	1.92%	3.85%	100%

**OVERALL SERVICE OF OFFICIAL FREIGHT FORWARDER AGILITY FAIRS & EVENTS**

90% rated the overall service of official freight forwarders as excellent, very good or good

Excellent	Very Good	Good	Poor	No Comments	Total
9.62%	40.08%	40.38%	0%	1.92%	100%

**OVERALL SERVICE OF CLEANING SERVICE**

87% rated the overall service of cleaning service as excellent, very good or good

Excellent	Very Good	Good	Poor	No Comments	Total
17.31%	36.54%	32.69%	5.77%	7.69%	100%

**OVERALL SERVICE OF SECURITY**

85% rated the overall service of security as excellent, very good or good

Excellent	Very Good	Good	Poor	No Comments	Total
26.92%	34.62%	23.08%	3.85%	11.54%	100%

**EXHIBITORS PARTICIPATED IN INDO SECURITY & INDO FIREX 2021 EXPO & FORUM**

75% of exhibitors interested to participate in above mentioned events

Definitely	Probably	No	No Comments	Total
32.69%	42.31%	13.46%	11.54%	100%



# Exhibitor's Survey Analysis

## GENERAL

Objectives	Yes	Partially	No	No Comments	TOTAL
Generates sales enquiries	28,85%	40,38%	7,69%	23,08%	100%
Meet existing business contacts	32,69%	38,46%	1,92%	26,92%	100%
Make new business contacts	38,46%	34,62%	5,77%	21,15%	100%
Launch new products/services	38,46%	28,85%	7,69%	25,00%	100%
Gather general market information	42,31%	30,77%	1,92%	25,00%	100%
Secure at-show orders	34,62%	28,85%	7,69%	28,85%	100%
Promote corporate image	34,62%	28,85%	9,62%	26,92%	100%
Recruit agents/distributors	30,77%	28,85%	11,54%	28,85%	100%
Test market/do market presence	25,00%	30,77%	15,38%	28,85%	100%
Maintain market presence	26,92%	28,85%	17,31%	26,92%	100%

## BUSINESS / SALES VOLUME

Sales	At Exhibition	Within 12 Months of Exhibition	No Comments	TOTAL
Under IDR 100 Millions	34,62%	36,54%	28,85%	100%
IDR 100 Millions – Under IDR 200 Millions	38,46%	34,62%	26,92%	100%
IDR 200 Millions – Under IDR 1 Billion	36,54%	34,62%	28,85%	100%
IDR 1 Billion and above	36,54%	34,62%	28,85%	106%
None	19,23%	34,62%	46,15%	100%

\*US\$ 1 = RP 14,000

## BUSINESS ACTIVITIES

Objectives	Excellent	Very Good	Good	Fair	Poor	No Comment	TOTAL
Enquiries	15,38%	11,54%	38,46%	17,31%	9,62%	7,69%	100%
Order Taken	9,62%	11,54%	19,23%	9,62%	34,62%	15,38%	100%
Values of Order Taken	13,46%	9,62%	19,23%	13,46%	30,77%	13,46%	100%
Orders anticipated	7,69%	7,69%	32,69%	19,23%	17,31%	15,38%	100%
Values of Future Orders	15,38%	9,62%	40,38%	15,38%	11,54%	7,69%	100%

**THE GROUP OF VISITORS**

<b>Objectives</b>	<b>Important Visitors</b>	<b>Very Satisfied</b>	<b>Satisfied</b>	<b>Not Satisfied</b>	<b>No Comments</b>	<b>TOTAL</b>
Arms / ammunition / armory	5,77%	36,54%	44,23%	7,69%	11,54%	100%
Building Management	7,69%	34,62%	40,38%	9,62%	15,38%	100%
Consultant	7,69%	44,23%	36,54%	9,62%	9,62%	100%
Embassy / Consulate	5,77%	28,85%	34,62%	15,38%	21,15%	100%
Government	9,62%	34,62%	32,69%	19,23%	13,46%	100%
Hotel / Restaurant / Catering	5,77%	34,62%	32,69%	15,38%	17,31%	100%
Importer / exporter	7,69%	36,54%	34,62%	13,46%	15,38%	100%
Manufacturer / Industry	5,77%	32,69%	40,38%	13,46%	13,46%	100%
Media	3,85%	26,92%	36,54%	17,31%	19,23%	100%
Mining / Drilling	5,77%	19,23%	34,62%	30,77%	15,38%	100%
Ministry	3,85%	32,69%	50,00%	5,77%	11,54%	100%
Police	7,69%	30,77%	50,00%	9,62%	9,62%	100%
Police Academy	3,85%	32,69%	40,38%	13,46%	13,46%	100%
Research / Institution	5,77%	36,54%	46,15%	5,77%	11,54%	100%
Security Service	7,69%	34,62%	50,00%	7,69%	7,69%	100%
Trade association	3,85%	23,08%	48,08%	13,46%	15,38%	100%
University / Education	1,92%	34,62%	51,92%	5,77%	7,69%	100%
<b>TOTAL</b>	<b>100%</b>					

*Note: The above results was based on valid questionnaires RETURNED*

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# TRADE VISITORS ANALYSIS

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**ON SITE REGISTERED VISITORS**

<b>No.</b>	<b>VISITOR</b>	<b>REGULER</b>	<b>VIP</b>
1	INDO WATER, INDO WASTE, INDO RENERGY, AND INDO POOLTECH	8,854	1,482
2	INDO SECURITY & INDO FIREX	3,746	151
3	IISMEX	2,089	675
4	OPENING CEREMONY		840
	<b>SEMINAR INDO WATER, INDO WASTE, INDO RENERGY, AND INDO POOLTECH :</b>		
5	IDWA - Indonesian Water Association	20	
6	Waste4Change - Smart Waste Management	96	
	<b>SEMINAR INDO SECURITY &amp; INDO FIREX :</b>		
7	“Korp Satpam Akan Menjadi Profesi Yang Membanggakan Dengan Terbitnya Peraturan Kepolisian Tentang Sistem Pengamanan Swakarsa Tahun 2019 Dan Perkaba Tentang Satpam, BUJP, Pengguna Jasa Satpam Dan Asosiasi Tahun 2019”	62	
8	Cyber Competition 2019	40	
9	“Penanganan Proteksi Kebakaran di Lapas atau Rutan”	52	
10	“Hanwha Techwin Xperience Day 2019”	100	
	<b>SEMINAR IISMEX :</b>		
11	17 July 2019 - Indonesia International Smart City Forum 2019 “Powering Public Services: Uniting Resources Within Synergy, Innovation And Collaborative Governance”	448	
12	18 July 2019 - Indonesia International Smart City Forum 2019 “Powering Public Services: Uniting Resources Within Synergy, Innovation And Collaborative Governance”	454	
13	18 July 2019 - Breakout Session “Smart Security”	240	
14	19 July 2019 - APTIKNAS “CCTV Network Engineer”	20	
	<b>Total</b>	<b>16,221</b>	<b>3,148</b>
	<b>GRAND TOTAL</b>	<b>19,369</b>	

**ON-SITE VISITORS BY COUNTRY BREAKDOWN**

<b>NO</b>	<b>COUNTRY</b>	<b>COUNT</b>	<b>PERCENTAGE</b>
1	Australia	32	0,17%
2	Austria	28	0,14%
3	Bangladesh	3	0,02%
4	Brunei Darussalam	1	0,01%
5	Bulgaria	1	0,01%
6	Canada	9	0,05%
7	China	615	3,18%
8	Czech Republic	4	0,02%
9	Finland	2	0,01%
10	France	19	0,1%
11	Germany	99	0,51%
12	Hong Kong	5	0,03%
13	Hungary	6	0,03%
14	India	14	0,07%
15	Iraq	1	0,01%
16	Indonesia	17,881	92,32%
17	Ireland	3	0,02%
18	Italy	25	0,13%
19	Japan	45	0,23%
20	Lithuania	3	0,02%
21	Malaysia	91	0,47%
22	Norway	3	0,02%
23	Philippines	9	0,05%
24	Russia	7	0,04%
25	Singapore	150	0,77%
26	South Korea	117	0,6%
27	Spain	6	0,03%
28	Sweden	4	0,02%
29	Switzerland	12	0,06%
30	Taiwan	10	0,05%
31	Thailand	5	0,03%
32	The Netherlands	16	0,08%
33	Timor Leste	2	0,01%
34	Turkey	24	0,12%
35	United Arab Emirates	11	0,06%
36	United Kingdom	34	0,18%
37	USA	68	0,35%
38	Vietnam	4	0,02%
	<b>TOTAL</b>	<b>19,369</b>	<b>100%</b>

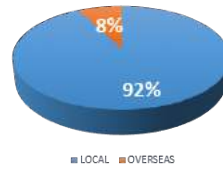


## VISITOR STATISTIC

## ON-SITE REGISTERED VISITORS

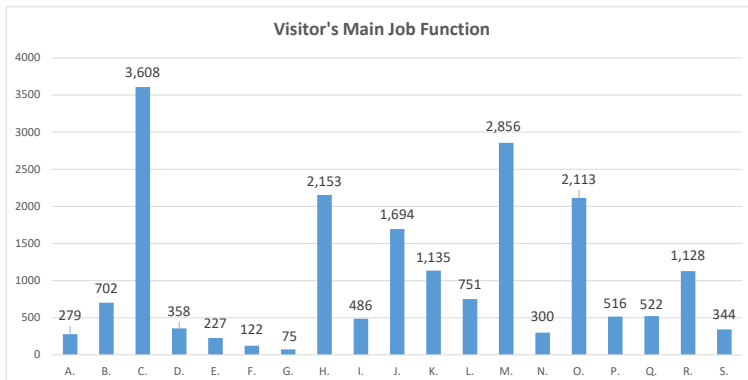
Visitors	Count	Percentage
Local Visitors + VIP	17,904	92%
Overseas Visitors + VIP	1,465	8%
TOTAL	19,369	100%

On-Site Registered Visits



## VISITOR'S MAIN JOB FUNCTION

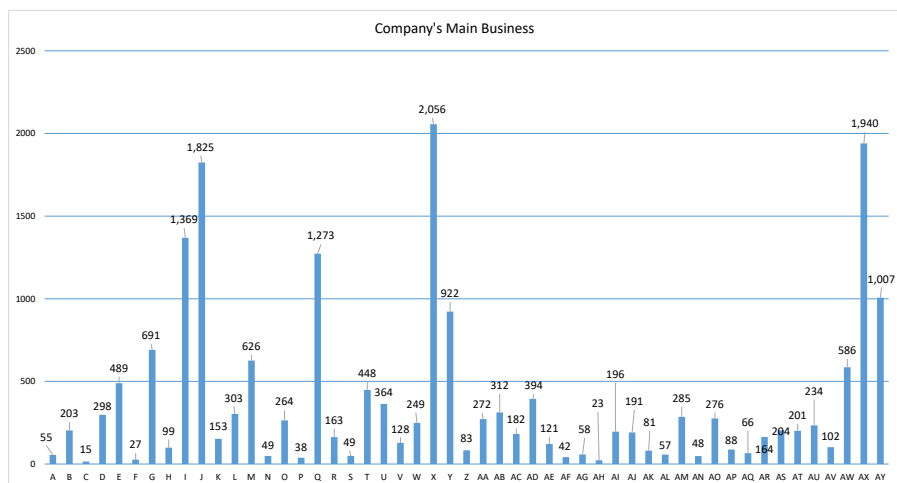
	Main Job Function	Count	Percentage
A.	Administration	279	1,44%
B.	Consultant	702	3,62%
C.	Department Head / Manager	3,608	18,63%
D.	Design / Development	358	1,85%
E.	Factory / Plant Management	227	1,17%
F.	Financial	122	0,63%
G.	Lecturer / Teacher	75	0,39%
H.	Managing Director	2,153	11,12%
I.	Operational	486	2,51%
J.	Owner/ Chairman	1,694	8,75%
K.	Project Engineering	1,135	5,86%
L.	Purchasing / Procurement	751	3,88%
M.	Sales / Marketing	2,856	14,75%
N.	Scientist / R & D	300	1,55%
O.	Staff	2,113	10,91%
P.	Student	516	2,66%
Q.	Supervisor	522	2,70%
R.	Technical / Maintenance	1,128	5,82%
S.	Others	344	1,78%
	<b>TOTAL</b>	<b>19,369</b>	<b>100%</b>



## VISITOR'S ORGANIZATION MAIN BUSINESS

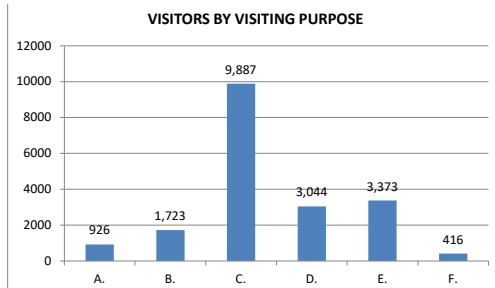
	Company's Main Business	Count	Percentage
A	Aircraft / Airlines	55	0,28%
B	Bank / Insurance / Finance Service	203	1,05%
C	Border	15	0,08%
D	Building Management	298	1,54%
E	Builders & Property	489	2,52%
F	Bus / Train Station	27	0,14%
G	Civil Engineering / Architect	691	3,57%
H	Computers	99	0,51%
I	Consultant / Contractor	1,369	7,07%
J	Distributor / Agent	1,825	9,42%
K	Embassy & Trade Offices	153	0,79%
L	Energy Supplier	303	1,56%
M	Environmental	626	3,23%
N	Finance Services	49	0,25%
O	Fire Services	264	1,36%
P	Forestry & Plantation	38	0,20%
Q	Government / Ministry / Police	1,273	6,57%
R	Hotel / Hospital / Restaurant	163	0,84%
S	ICT	49	0,25%
T	Industrial Estate	448	2,31%
U	IT Solution	364	1,88%
V	Local Authorities	128	0,66%
W	Managed Service Providers	249	1,29%
X	Manufacturer / Industry	2,056	10,61%
Y	Mechanical / Electrical	922	4,76%
Z	Media and Advertising	83	0,43%

AA	Mining / Drilling	272	1,40%
AB	Network Service Providers	312	1,61%
AC	NGOs / Trade Association	182	0,94%
AD	Oil and Gas	394	2,03%
AE	Operators and Users	121	0,62%
AF	Port / Airport Authority	42	0,22%
AG	Power Producer	58	0,30%
AH	Prison	23	0,12%
AI	Project Management	196	1,01%
AJ	Public Service / Private Organization	191	0,99%
AK	Pure Play Product Vendors / Buyers	81	0,42%
AL	Regulatory Bodies	57	0,29%
AM	Renewable Energy Developer	285	1,47%
AN	Search & Rescue Agency	48	0,25%
AO	Security Services	276	1,42%
AP	Sewerage Companies	88	0,45%
AQ	Sorting & Recycling	66	0,34%
AR	Swimming Pool / SPA	164	0,85%
AS	System Integrators	204	1,05%
AT	Telecommunication	201	1,04%
AU	Trading / Retail	234	1,21%
AV	Transportation	102	0,53%
AW	University / Education	586	3,03%
AX	Water / Waste Companies	1,940	10,02%
AY	Others	1,007	5,20%
	<b>TOTAL</b>	<b>19,369</b>	<b>100%</b>



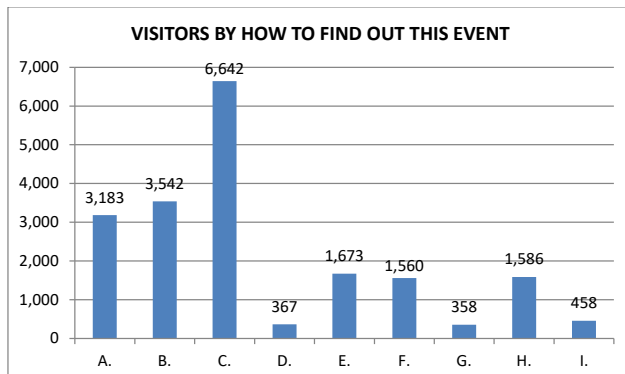
## VISITORS BY VISITING PURPOSE

	Role In Purchase Decision	Count	Percentage
A.	Evaluate the show for future participation	926	4,78%
B.	Finalise & purchasing decision	1,723	8,90%
C.	Gather information of product	9,887	51,05%
D.	Recommendation of product	3,044	15,72%
E.	Source strategic relationship of business	3,373	17,41%
F.	Others	416	2,15%
	<b>TOTAL</b>	<b>19,369</b>	<b>100%</b>



## VISITORS BY HOW TO FIND OUT THIS EVENT

	How to Find Out this Event	Count	Percentage
A.	Associates / Colleagues	3,183	16,43%
B.	Internet / Web Site	3,542	18,29%
C.	Invitation / Direct Mail	6,642	34,29%
D.	Media Electronics	367	1,89%
E.	Newspaper/ Magazine	1,673	8,64%
F.	Social Media	1,560	8,05%
G.	Television / Radio	358	1,85%
H.	Text Message / SMS	1,586	8,19%
I.	Others	458	2,36%
	<b>TOTAL</b>	<b>19,369</b>	<b>100%</b>

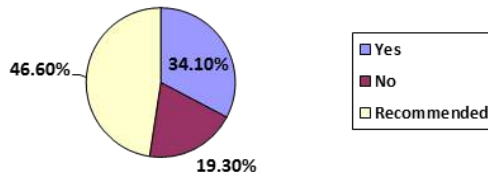


Percentage added up more than 100% as this is a multiple choice question. The percentage is based on the total visitor count 19,369 only.

## VISITORS BY PURCHASING DECISION

	Do You Make The Purchasing Decision	Count	Percentage
A.	Yes	6,605	34,10%
B.	No	3,739	19,30%
C.	Recommended	9,025	46,60%
	<b>TOTAL</b>	<b>19,369</b>	<b>100%</b>

## Visitors Purchasing Decision



## VISITORS' BY INTEREST FOR NEXT YEAR'S EXHIBITION

	Would you like to consider visiting Exhibition Next Year	Count	Percentage
A.	Yes	10,759	55,55%
B.	No	222	1,15%
C.	Will Consider Visiting	8,388	43,31%
	<b>TOTAL</b>	<b>19,369</b>	<b>100%</b>

## Visitors' Interest for Next Year's Exhibition

