



PRESS RELEASE

Realize Business Opportunities at GAIKINDO Indonesia International Commercial Vehicle Expo (GIICOMVEC) 2018

Jakarta, January 2018 – Presented by The Association of Indonesian Automotive Industry (GAIKINDO), the **GAIKINDO Indonesia International Commercial Vehicle Expo (GIICOMVEC) 2018** will deliver a dedicated platform for the sourcing of new products from truck, bus, coach, double-cabin, pick-up, carrosserie, innovative products and other supporting industries. GIICOMVEC will take place from 1 to 4 March 2018 at the Jakarta Convention Center (JCC).

Indonesia's rapidly developing manufacturing industry and infrastructure require high mobility, resulting in increased potential for the commercial vehicle industry where dozens of commercial vehicle brands have successfully built their market share.

Yohannes Nangoi, Chairman of GAIKINDO believes that "Indonesia has a large commercial market potential with high demand for efficient and durable commercial vehicles to support the productivity of logistics, distribution and trade actors." GAIKINDO data showed a significant increase throughout 2017 in the sales performance of all types of commercial vehicles especially for trucks with Gross Vehicle Weight (GVW) of 5-10 tons. This has resulted in several new commercial vehicles players entering the Indonesian market, including DFSK and Sokon. Nangoi also added that "Given this improved sales performance, we are confident that commercial vehicle brand owners will remain optimistic and confident to bring their best products to the Indonesian market."

Abundant Business Opportunities

GIICOMVEC 2018 will showcase the latest developments in the Indonesian commercial vehicle industry with new business matching opportunities.

Rizwan Alamsjah, co-Chairman of GAIKINDO overseeing the exhibition envisages that GIICOMVEC will become an event that Indonesia's commercial vehicle brand owners have been looking out for. "GIICOMVEC 2018 comes to the market at a strategic moment, when Indonesia's commercial vehicle market is experiencing growth backed by demand spikes in dependent industries that include mining and construction. The event provides an excellent opportunity for prominent Indonesian commercial vehicle brand owners to showcase their latest products to capture new business opportunities," Rizwan said. GIICOMVEC's focus to bring potential buyers from various industry lines will create the perfect platform to introduce and present exhibitor's latest products.

GIICOMVEC's inaugural event will see participation by prominent Indonesian commercial vehicle brands including Daihatsu, DFSK, Hino, Isuzu, Mercedes-Benz, Mitsubishi Fuso, Mitsubishi Motors, Suzuki, UD Trucks, United Tractors, Volvo, Iveco and Maxvel Electric Bus that will be exhibiting and presenting their superior products at GIICOMVEC 2018.

Duljatmono, Marketing Director of PT Krama Yudha Tiga Berlian Motors (KTB) observed that Mitsubishi Fuso's motivation to participate at GIICOMVEC 2018 was due to the view that the event is positioned as "an effective communicating medium to allow for easy facilitation for consumers to develop business opportunities, especially in fulfilling their commercial vehicle needs. GIICOMVEC presents the perfect platform for branding and new product information release for 2018."





Ernando Demily, Vice President of PT Isuzu Astra Motor Indonesia also expressed his support for GIICOMVEC 2018, as an indicator of the growth of the commercial vehicle industry in Indonesia, sharing his sentiment that, "We are thrilled that GAIKINDO will be holding a Commercial Vehicle Industry exhibition, as this indicates that the world of commercial vehicles in Indonesia is growing, along with the economic growth and development of Indonesia's infrastructure sector. Isuzu supports this exhibition by providing its trusted products & services to customers."

Ardiyasa Dwisaputra, Marketing Communications Division Head of PT Hino Motors Sales Indonesia revealed that as one of the main players in the truck and bus segment, Hino supports GAIKINDO's decision in hosting a special exhibition for commercial vehicles. "Our prediction in 2018 is that the commercial vehicle market will grow significantly, supported by economic growth, infrastructure projects and improved commodity prices. Therefore, we want to take advantage of this good momentum, by participating in GIICOMVEC," he said. According to Ardiyasa, Hino hopes that through GIICOMVEC, they can introduce Hino's best products and total support services to trade visitors, thereby increasing brand image and sales.

Visitor Programs

The organizers of GIICOMVEC 2018 aim and have executed plans to deliver more than 3,000 visitors for its inaugural edition. Strong relationships have been fostered with local Indonesian associations with key stakes in the commercial vehicle industry to drive interest in the event.

Various buyer programs have been organized for visitors to GIICOMVEC 2018 that promote business meetings and transactions such as Buyers & Exhibitors Networking, VIP Buyers Lounge and Live Bus & Truck Demonstrations where buyers can access first-hand experience of exhibitor products and services. Daily Seminars and Talks have also been organized to facilitate key discussion topics such as Safety and Fleet Productivity and Business Agility in the Trucking Industry among stakeholders attending the event. More information on the program schedule can be found on the official GIICOMVEC 2018 event website.

GIICOMVEC 2018 is opening visitor pre-registration to potential buyers and attending visitors until 26 February 2018 via its official website. Pre-registered attendees will be able gain direct entry to GIICOMVEC 2018 to explore business opportunities without having to queue and register on arrival and will also receive regular updates about the event via e-newsletter.

For more info on GIICOMVEC 2018, please visit www.commercialautoexpo.com

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