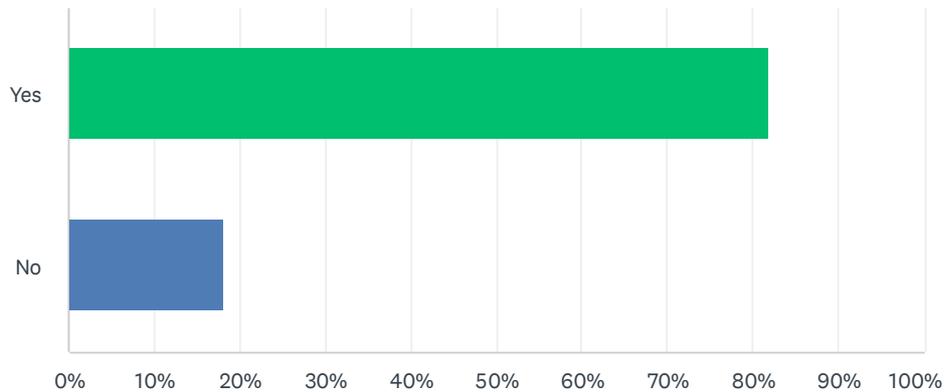


## Q1 Did your business exhibit at the Conference in May 2023?

Answered: 33 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	81.82% 27
No	18.18% 6
Total Respondents: 33	

## Q2 Please advise below the reason/s why you chose not to exhibit?

Answered: 11 Skipped: 22

#	RESPONSES	DATE
1	Other essential commitments	8/10/2023 12:49 PM
2	N/A.	7/25/2023 1:24 AM
3	We have decided to hold a company exhibition with the first priority of recognizing the high level of our solution technology by showing a video, in particular the concept of digitalization in port operations using VDES. We are expecting that participants has some interest with our solution technology.	7/21/2023 4:42 AM
4	N/A	7/19/2023 11:12 AM
5	We had exhibited to catch up with customers and find new customers.	7/18/2023 8:45 AM
6	Just joining Industrial members, still warming up to the community	7/17/2023 9:44 PM
7	We registered with IALA a few weeks before the Conference and did not have enough time to prepare an exhibition.	7/17/2023 2:35 PM
8	Difficult logistics to Brasil	7/17/2023 1:08 PM
9	Workload	7/17/2023 10:44 AM
10	Based on our previous experience more than 70% of the visitors are usually from the region where exhibition is located. As LATAM is not our focus Market therefore we decided not to participate.	7/17/2023 10:11 AM
11	Ffff	7/12/2023 6:49 AM

## Q3 Do you have any comments on the Conference organization?

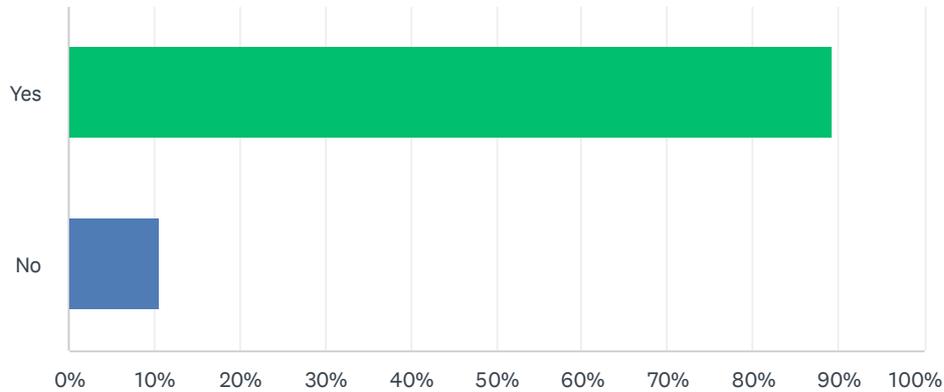
## Industrial Members survey on 20th IALA Conference

Answered: 26 Skipped: 7

#	RESPONSES	DATE
1	Communication was very good and the overall organisation was very good.	8/14/2023 11:37 PM
2	The exhibition is too long. The last day can be cancelled. Delegates have more than enough time to visit during the first dates. The numbers of visitors to the exhibition is close to zero the last day.	8/14/2023 8:59 AM
3	Satisfactory	8/10/2023 12:49 PM
4	It was a bit chaotic when building the stands and the quality of the furnitures etc was not good.	8/8/2023 12:32 PM
5	As usual, it was a fantastically organised conference	7/25/2023 12:32 PM
6	This could have been improved with missed deadlines, and general lack of information forthcoming early in the registration process. Compared to previous conferences, this was a late process. However, the execution and conference organization once we were in Rio was excellent.	7/25/2023 1:24 AM
7	(Regarding measures to prevent infection with the new coronavirus) This time, firefighters in Rio de Janeiro were coughing without masks at the session venue. Regarding visitors to the session venue, we would like to request that those who cough be required to wear masks.	7/21/2023 4:42 AM
8	The organization from an IALA perspective was good, however the conference centre were very difficult to deal directly and looked to squeeze out as much cost as possible from each exhibitor.	7/19/2023 11:12 AM
9	Good	7/19/2023 4:18 AM
10	Very well organized. Very prestigious. Maybe sessions are too short sometimes to go deeper on a topic.	7/18/2023 6:51 PM
11	It was a great event. The network app is excellent for finding customers and catch up with them.	7/18/2023 8:45 AM
12	Points for consideration:- 1) Stand builders were difficult to communicate with 2) Secretariat Comms during the conference could have been better Other than that very good.	7/18/2023 1:35 AM
13	No	7/17/2023 9:44 PM
14	Conference organization was very good	7/17/2023 3:38 PM
15	He had some issues with Windsor. It was not clear what part was IALA organizing and what was Windsor. We unfortunately had a bad experience with the hotel and some requirements for the booth.	7/17/2023 3:08 PM
16	In a good sense, it is compact space for visitors to move around and better than last 2018 Korea.	7/17/2023 2:50 PM
17	The Conference was very well organized, the time for the panelists was very good, as well as the activities outside the Conference.	7/17/2023 2:35 PM
18	Well organised, Thanks.	7/17/2023 1:08 PM
19	N/A	7/17/2023 10:44 AM
20	The registration process for the exhibition was poorly executed. At the announced times, there was no possibility to book a booth. In fact, that was only possible weeks later.	7/17/2023 10:32 AM
21	Great organization !	7/17/2023 10:25 AM
22	It was well organized	7/17/2023 10:21 AM
23	no	7/17/2023 10:11 AM
24	needs more visitors	7/17/2023 10:09 AM
25	Ffff	7/12/2023 6:49 AM
26	I have no comments on the conference organization. All the excellent event.	7/12/2023 1:13 AM

### Q4 Did you have sufficient time to access, set up and pack down your stand? Do you have any further suggestions?

Answered: 28 Skipped: 5



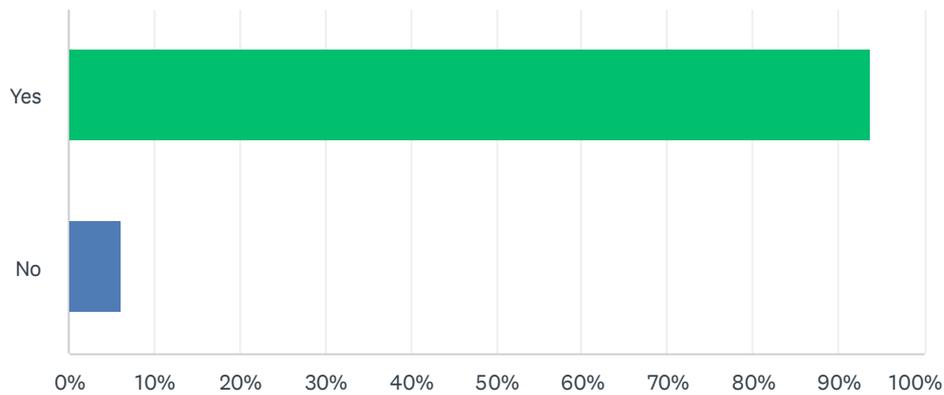
ANSWER CHOICES	RESPONSES	
Yes	89.29%	25
No	10.71%	3
TOTAL		28

#	OTHER (PLEASE SPECIFY)	DATE
1	N/A	8/10/2023 12:49 PM
2	There was plenty of time to set up the stand, with enough resources on hand to assist.	7/25/2023 1:24 AM
3	Nothing in particular	7/21/2023 4:42 AM
4	A better wifi connection could be very helpfull	7/18/2023 6:51 PM
5	N/A	7/17/2023 9:44 PM
6	I didn't have that experience	7/17/2023 2:35 PM
7	N/A	7/17/2023 10:44 AM
8	-	7/17/2023 10:32 AM
9	n.a.	7/17/2023 10:11 AM

### Q5 Do you feel that the delegates had sufficient time to access your stand?

Answered: 32 Skipped: 1

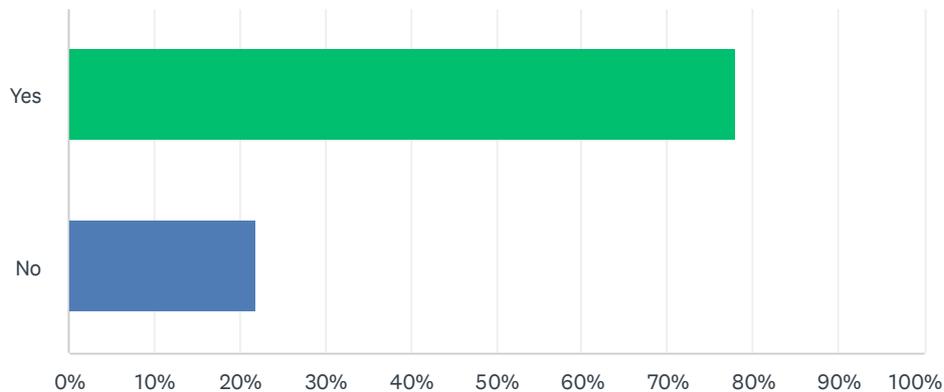
Industrial Members survey on 20th IALA Conference



ANSWER CHOICES	RESPONSES
Yes	93.75% 30
No	6.25% 2
TOTAL	32

**Q6 Would you like to see a dedicated session included in the conference agenda for delegates to visit the exhibitor hall?**

Answered: 32 Skipped: 1



ANSWER CHOICES	RESPONSES
Yes	78.13% 25
No	21.88% 7
TOTAL	32

**Q7 What suggestions do you have to improve the engagement opportunity between delegates and exhibitors?**

Answered: 22 Skipped: 11

#	RESPONSES	DATE
1	It would be good to have sponsors gathered and recognised at the opening of the exhibition.	8/14/2023 11:37 PM

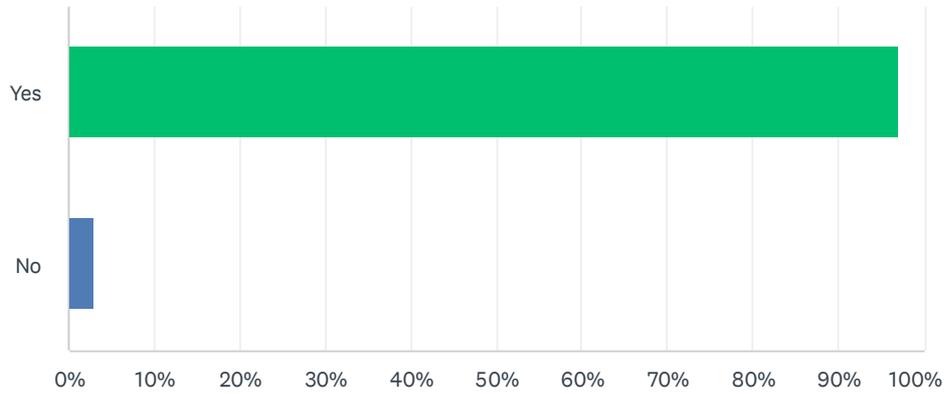
## Industrial Members survey on 20th IALA Conference

2	As above, cut down on the number of days. No reason to have the exhibition open the last day. More than enough time to engage.	8/14/2023 8:59 AM
3	Apparently the engagement was well organized & systematic	8/10/2023 12:49 PM
4	The coffee breaks and lunch should be in the exhibition hall and not at a separate location. It would be good if the delegates could have had to walk through the exhibition to get to the presentation venue.	8/8/2023 12:32 PM
5	as is great	7/27/2023 3:26 AM
6	I think the balance is just right. Perhaps one improvement is to bring forward the official opening on Monday to 3pm.	7/25/2023 1:24 AM
7	Digitize exhibits (exhibits, materials, videos, reference exhibits, etc.) specially prepared for corporate exhibitions, and add the functions of the smartphone app used this time so that the exhibits can be viewed by operating the smartphone application. In order to protect the data, the exhibits will be viewed during the general meeting, and a function that makes them unavailable after the general meeting will be provided in the smartphone application.	7/21/2023 4:42 AM
8	I think the balance is really good currently, however any opportunity to increase exposure is always welcome.	7/19/2023 11:12 AM
9	The exhibition location was good that the delegates can visit after and between sessions.	7/18/2023 8:45 AM
10	Keep encouraging delegates to visit exhibitors with expertise.	7/18/2023 1:35 AM
11	It was well done	7/17/2023 9:44 PM
12	Plan 45 minutes each day to visit the exhibit. Monday to Thursday.	7/17/2023 2:35 PM
13	Exhibition should be close to the conference room	7/17/2023 1:08 PM
14	N/A	7/17/2023 10:44 AM
15	-	7/17/2023 10:32 AM
16	Maybe a dedicated session as proposed in the previous question.	7/17/2023 10:25 AM
17	Extended coffee and lunch breaks	7/17/2023 10:21 AM
18	n.a.	7/17/2023 10:11 AM
19	no	7/17/2023 10:09 AM
20	Ssss	7/12/2023 6:49 AM
21	It may be good for the next time, if you prepare about 1 hour for the breaking time of conference to visit each booth of exhibition.	7/12/2023 1:13 AM
22	To provide the list of attendees one week before the begining and the first day is really interesting. This year we do not have it, we just have some contacts but not really the attendees.	7/11/2023 7:44 PM

## Q8 Do you see value for your business in attending the IALA conference as an exhibitor?

Answered: 33   Skipped: 0

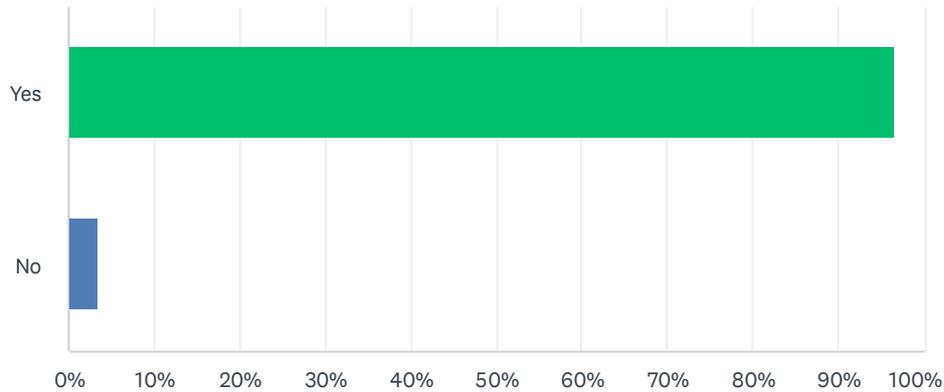
Industrial Members survey on 20th IALA Conference



ANSWER CHOICES	RESPONSES
Yes	96.97% 32
No	3.03% 1
TOTAL	33

Q9 Thinking about the networking opportunities, did you find the Industrial Members Evening to be a good networking opportunity?

Answered: 30 Skipped: 3



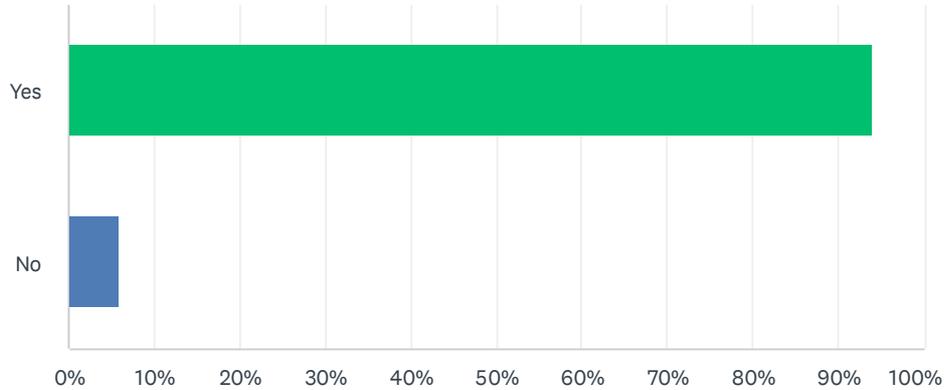
ANSWER CHOICES	RESPONSES
Yes	96.67% 29
No	3.33% 1
TOTAL	30

#	OTHER (PLEASE SPECIFY)	DATE
1	Not Attended	8/10/2023 12:49 PM
2	We had the opportunity to interact with old and new friends. Due to the impact of the new coronavirus infection, I was keenly aware of the importance of face-to-face human exchange.	7/21/2023 4:42 AM
3	Maybe	7/19/2023 4:18 AM
4	IME is more of a social evening	7/17/2023 3:38 PM

5	It was ok, but oriented to fun, not to networking	7/17/2023 10:46 AM
6	n.a.	7/17/2023 10:11 AM

### Q10 Do you intend on exhibiting in India in 2027?

Answered: 33 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	93.94%	31
No	6.06%	2
TOTAL		33

### Q11 Do you have any other feedback that you wish to include?

Answered: 16 Skipped: 17

#	RESPONSES	DATE
1	None	8/10/2023 12:49 PM
2	Please keep the cost down as much as possible, whilst providing a good quality. It becomes very costly to exhibit.	8/8/2023 12:32 PM
3	thanks!	7/27/2023 3:26 AM
4	It would be better to have a little more time between the closing of the conference hall at the end of the day and the various evening activities as it all seemed a little rushed	7/25/2023 12:32 PM
5	Bravo Rio 2023!	7/25/2023 1:24 AM
6	Nothing in particular	7/21/2023 4:42 AM
7	The costs and bureaucracy involved in shipping products to Brazil for display at the exhibition made this a very costly marketing exercise. Furthermore it limited what we were able to bring and this was disappointing. Extra consideration should be given to Industrial Members and the costs of the exhibitions when selecting locations and hosting countries.	7/19/2023 11:12 AM
8	Exhibiting during the entire week is long. Maybe 3 or 4 days is enough.	7/18/2023 6:51 PM
9	The 'best' presentation awards were a great addition.	7/18/2023 1:35 AM
10	Industrial members evening music was a little too loud to provide an opportunity for older folks to hear/talk/interact; However it was a lot of fun, Great job!	7/17/2023 9:44 PM
11	Participating in the exhibition in India could be expensive and complicated.	7/17/2023 2:35 PM
12	No.	7/17/2023 1:08 PM

## Industrial Members survey on 20th IALA Conference

13	N/A	7/17/2023 10:44 AM
14	-	7/17/2023 10:32 AM
15	Sss	7/12/2023 6:49 AM
16	Not at all.	7/12/2023 1:13 AM