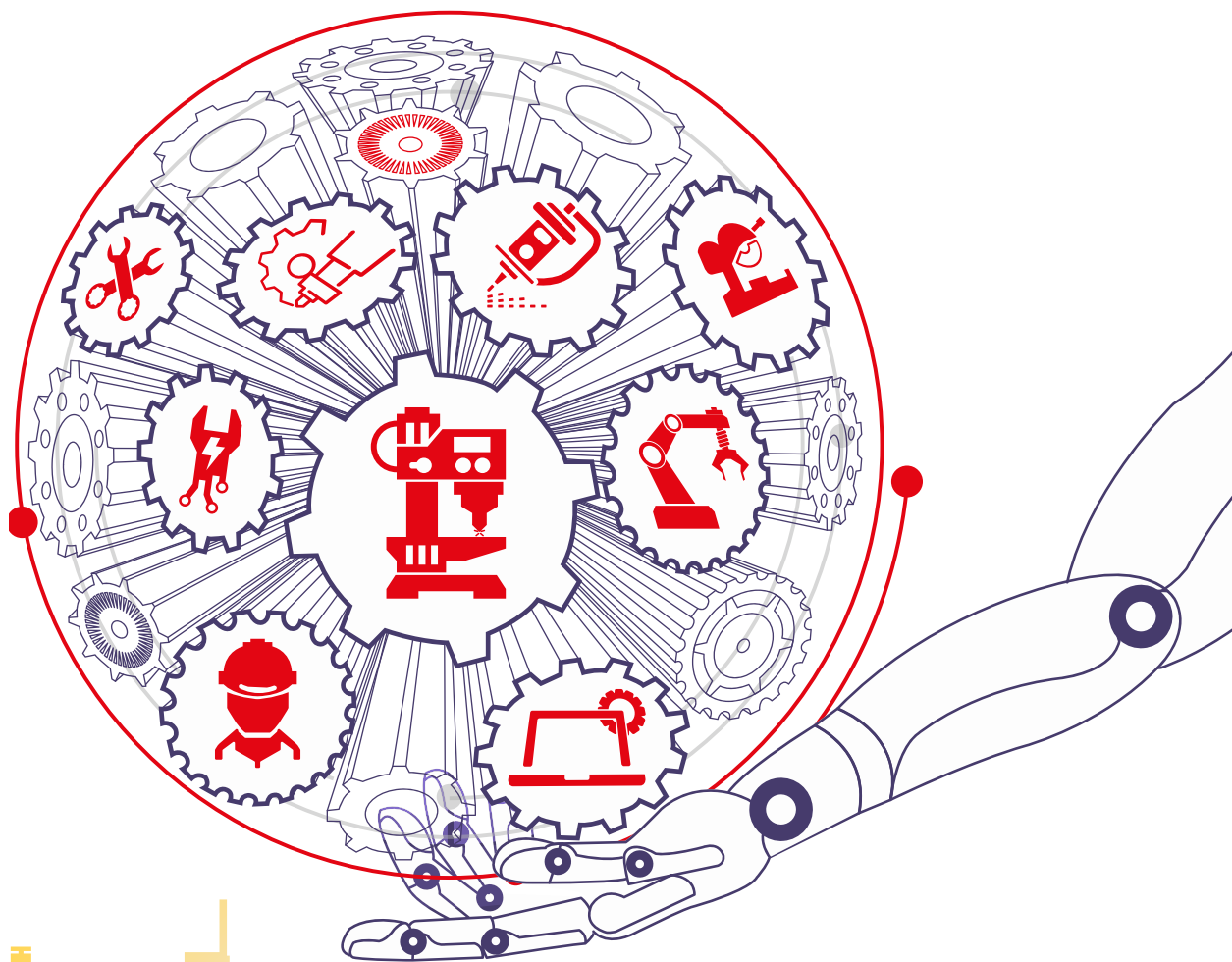


mta
HANOI

13-15 OCT 2020

INTERNATIONAL CENTER FOR EXHIBITION (ICE)
91 Tran Hung Dao Str., Hanoi, Vietnam
T: +84 28 3622 2588 | E: mtahanoi@informa.com



ADVANCING NORTH VIETNAM'S MANUFACTURING INDUSTRIES

WWW.MTAHANOI.COM

THE 8th INTERNATIONAL PRECISION ENGINEERING,
MACHINE TOOLS AND METALWORKING
EXHIBITION & CONFERENCE

ORGANISER



informa
markets

SES Vietnam Exhibition
Services Company
Limited

INCORPORATING

AUTOMAT5ON
HANOI 2020

METROLOGY
HANOI 2020

TOOLTEC
HANOI 2020

WELDTTECH
HANOI 2020

STELLAR EXPANSION OF MANUFACTURING MARKET IN NORTHERN VIETNAM!

Go through the 7th successful edition in Northern Vietnam, MTA Hanoi has again gradually asserted its position in the metalworking, precision engineering industry as a one-stop business platform. Coming back to this year, MTA Hanoi 2020 will again feature the most exceptional line-up products from leading supplying brands as well as many in-depth events before and during the exhibition. This is a trusted platform for both local and international industry players to establish their presence, launch new products and gain many promising business opportunities in Northern Vietnam market.

mta 2020 HANOI AT A GLANCE

5,500 SQM

EXHIBITION
SPACE

180

EXHIBITING
COMPANIES

15

COUNTRIES
& REGIONS

5,400

TRADE
VISITORS

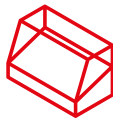
6

INTERNATIONAL
GROUP PAVILIONS

220

GROUP
DELEGATIONS

BE A PART OF MTA HANOI 2020 & GET TO:



SHOWCASE YOUR LATEST PRODUCTS

and give live demonstrations that enable your audience to get a hands-on experience of your product at your exhibition booth resulting in concrete leads and sales



GAUGE THE MARKET

giving a truly account of what's currently trending in the Northern Vietnam's manufacturing industry, at the same time, providing an in-depth preview of market competition by comparing all competitor's products and marketing strategies



EXPAND YOUR BUSINESS RELATIONSHIP

by the golden opportunity to meet potential clients and networking, both locally and internationally



REACH OUT QUALITY BUYERS

with commitment to attract more of the right profile of visitors that really matter to your business



MAXIMISE YOUR BRAND'S EXPOSURE

via MTA Hanoi 2020's extensive marketing campaigns and promotions

“MTA is supposed to be a large and prestigious exhibition in both Vietnam and Asia market. MTA Hanoi 2019 is truly a good platform for manufacturing industry with fresh contact and also help SODICK on generate many potential opportunities and other exhibiting companies as well.”

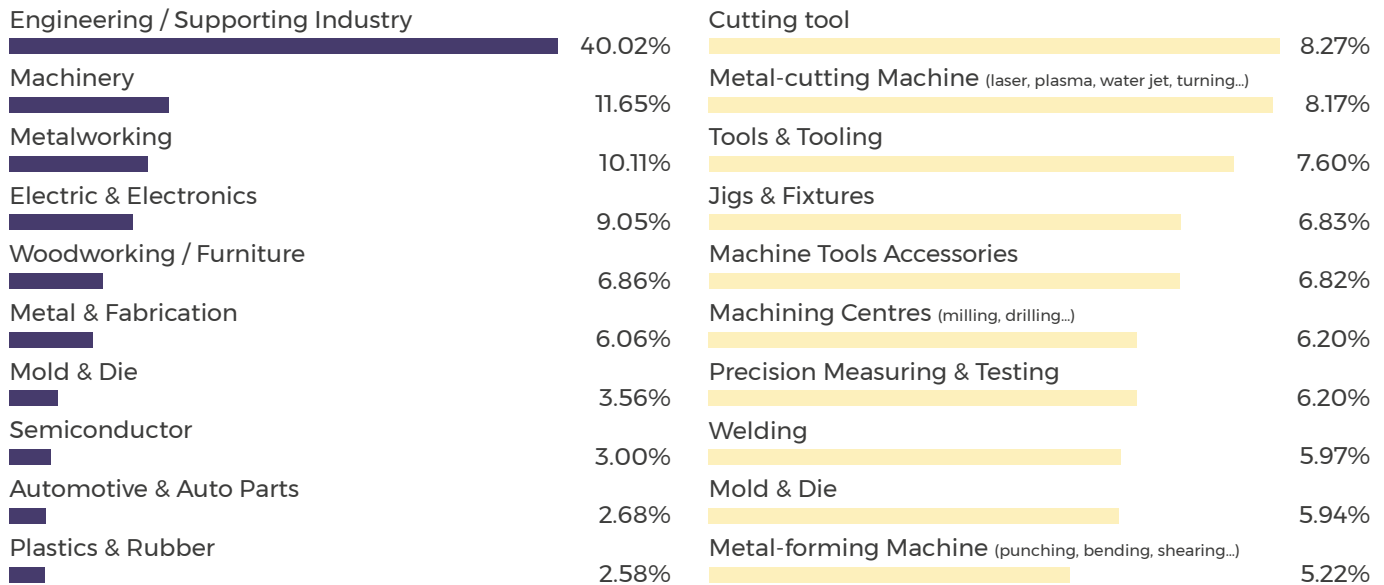
MR. DUONG NGOC TUAN - SENIOR STAFF | SODICK VIET NAM CO., LTD

“We're pleased to exhibiting at MTA Hanoi 2019. The exhibition is considered as our pivotal event as we met numerous trade visitors at the first day and some other days of the event. In the current context, many factories were relocated to Vietnam, MTA Hanoi brings us an excellent opportunity to introduce our ideas and solutions to Vietnamese manufacturing industry.”

**MR. PATRICK KEMNITZ | GENERAL DIRECTOR OF TRUMPF VIETNAM
HEAD OF BUSINESS DEVELOPMENT SOUTH-EAST ASIA**

VISITOR SPOTLIGHT

TOP 10 VISITORS' BUSINESS AREA



62% OF VISITORS ARE PURCHASE INFLUENCERS OR DECISION MAKERS

VISITOR'S SATISFACTION

93.7% of visitors were satisfied with the overall exhibition

93.1% of visitors will surely recommend the show to friends or colleagues

94.5% of visitors would be likely to very likely to visit MTA Hanoi 2020

96% of visitors were satisfied with the range of products

KEY BUYERS OF 2019 EDITION

CHI NHANH CONG TY CO PHAN
DIANA UNICHARM - BAC NINH

CONG TY CO PHAN CO KHI
CHINH XAC HBT VIET NAM

CONG TY CO PHAN SAN XUAT
VA THUONG MAI DA HINH

CONG TY CP CONG NGHIEP
PHU TRO BBS VIETNAM

CONG TY SEN VOI VIGLACERA

CONG TY THUONG MAI KI THUAT
NATIONAL FORTUNE

CONG TY TNHH CANON VIETNAM

CONG TY TNHH CO KHI
CHINH XAC MOLD TECH VIET NAM

CONG TY TNHH
CONG NGHE COSMOS

CONG TY TNHH INOAC VIET NAM

CONG TY TNHH NARASAKI VIETNAM

CONG TY TNHH THUONG MAI
DICH VU VINASTAR

FUSHAN TECHNOLOGY VIETNAM

HANWHA AERO ENGINES CO., LTD

HIKARI VIETNAM P&T CO.,LTD

HITACHI SYSTEMS VIETNAM
COMPANY LTD

HONDA VIET NAM

ITM-SEMICONDUCTOR VIETNAM

KOM VIET NAM CO.,LTD

MITAC PRECISION TECHNOLOGY
VIETNAM CO., LTD

MITSUBISHI ELECTRIC
VIETNAM CO.,LTD

NANOTECH VINA

NIPPON MECHANICS AND
CRANE CO., LTD

NISSEI ELECTRIC HA NOI

PRIME TIEN PHONG
JOINT STOCK COMPANY

SAMSUNG ELECTRONICS
VIET NAM THAI NGUYEN

SUMITOMO HEAVY INDUSTRIES
(VIETNAM)

TC MOTOR

TOSY ROBOTICS JSC

ZION PRECISION MOULDS CO., LTD

PRODUCT CATEGORIES

SURFACE & HEAT TREATMENT

Heat Treatment
Honing, Lapping & Finishing Machines
Adhesives & Sealants
Lubricants & Chemicals

METAL CUTTING MACHINE TOOLS

Boring / Drilling / Tapping Machines
Broaching & Shaping Machines
Cutting Tools & Tooling Systems
EDMs & Wire-Cut Machines
Gear Cutting
Grinding Machines
Jigs & Fixtures
Lathes
Metal Cutting Machines - Others
Milling Machines
Sawing Machines & Blades

MEASUREMENT & TESTING TECHNOLOGY

Control, Measuring & Monitoring
Inspection Equipment
Coordinate Measuring Equipment
Dimensional Measuring Devices
Material Testing Equipment
Precision Gauges
Precision Measurement Software
Fatigue & Strength Testing Equipment
Testing, Calibration & Inspection

WELDING TECHNOLOGY

Welding Equipment

MATERIAL HANDLING & STORAGE

Hoists
Material Handling
(Conveyor Systems/ Pick & Place Robotics)
Raw Materials Supplies

AUTOMATION

Distribution & Logistics Services
IT for Manufacturing, Process Solutions & Enterprise Automation | IT for Supply Chain
Manufacturing Automation, Machinery, Equipment, Materials & Accessories
Material Handling, Storage & Warehousing
Packaging
Power Transmission, Pneumatics, Hydraulics & Fluid Control
Process Automation Systems, Equipment, Materials & Accessories
Robotics | System Intergration

FACTORY EQUIPMENT

Abrasives Products
Cleaning Devices & Clean Air Systems
Engraving & Marking Systems
Balancing & Analysis Systems
Power Packs & Power Tools
Machining Centres
Compressed Air Systems
Workholding Device

GENERAL SERVICES

Consulting Services
Institutions (Education & Training)
Government Agencies
Trade presses
Trade Associations

SOFTWARE AND PROTOTYPING SYSTEMS

CAD / CAM / CAE
Fasteners & Hardware
Rapid Prototyping Systems

METAL FORMING / SHEET METAL CUTTING MACHINE TOOLS

Bending Machines
Laser Cutting & Laser Systems / Machines
Metal Forming / Sheet Metal Cutting Machines
Presses & Shears
Punching & Stamping Machines
Injection Molding Machines
Rollers
Coiling & Wire Forming Machines
Waterjet Cutting Machines

MOULD & DIE

Die Casting Machines
Mould & Die

WHICH LOCAL AND INTERNATIONAL EXHIBITORS PARTICIPATED IN MTA HANOI 2019?



EXHIBITOR'S SATISFACTION

 **78.5%**

of exhibitors were satisfied with the general result after show

 **67.6%**

of exhibitors will surely come back to MTA Vietnam 2020

 **74.8%**

of exhibitors satisfied with new business opportunities at the show.

 **68.5%**

of exhibitors generated new leads

 **69.8%**

of exhibitors will recommend the exhibition to friends or colleagues

MANUFACTURING INDUSTRY



REMAINS THE KEY DRIVER OF THE COUNTRY'S ECONOMIC GROWTH

The processing and manufacturing industry accounted for the highest proportion with total capital of **\$21.56 billion** accounting for **67.8%** of total registered capitals in 2019. It continues remaining as the key driving force of Vietnam's economy growth being kept at **10.6%**. Many potential projects will be completed in Vietnam this year, such as **Tokyo-listed Harada Industry Co. to develop car antennas for autonomous driving and 5G telecommunications technology; business expansion of Festo - A German firm in Vietnam, or Toyota Gosei to increase Airbag Part Production Capacity;** the industry is hence promising to boom in 2020. Some industry's highlights in 2019 are being:

- **60 cities and provinces** received investment in which Hanoi got the most attractive with more than **\$6.82 billion** accounting for **21.5%**.
- The number of foreign delegations exploring investment opportunities increased sharply **30%**
- **40 local firms** consulted by Samsung increased productivity by at least **70%**.

SOME OTHER PROJECTS WILL PROCEED IN 2020:

- THACO's component exports were worth over **\$20 million** in 2019 and is expected to rise to **\$25 million in 2020**.
- Antenna Maker Harada Industry will open **3rd Vietnam plant**.
- Google is set to begin **production of its Pixel 4A** with its partners in Northern Vietnam **as soon as April**.
- In 2nd quarter, Microsoft is scheduled to start **producing its Surface line, including notebook and desktop computers** in Northern Vietnam

Source: internet

WHAT TO EXPECT IN 2020?

ROADSHOW

A special program to increase awareness to targeted visitors about the upcoming event by creating exclusive conferences that revolve around the latest topics in the manufacturing industry.

INTERNATIONAL CONFERENCE

The latest trends, updated knowledge of the industry will be presented by industrial professional experts through many interesting topics to all visitors at the event.



TECH TALK

A series of technical seminars under one theme will be hosted by exhibiting companies which will bring to all attendees an knowledge forum of products, solutions, and technologies.

LIVE ZONE

By participating in the Live Demonstration Zone, visitors will have a chance to get first-hand experience directly in detail on the newest innovations in design, operation at the specific area.

MATCH AND MEET

The best business matching platform in assisting sellers and buyers to make their relevant connections and facilitate the necessary meetings, allowing them to maximize their networking opportunities at the exhibition.

THE GUIDED TOURS

The program is designed for junior & senior students who are interested in the manufacturing industry a knowledge tour around the exhibition



EXTENSIVE MARKETING CAMPAIGNS



Roadshow



Online Show Catalogue



Direct Mailers



Customised E-card



Press Relations



Email campaigns



Tele-marketing



Social media



Business Matching



Conferences & Seminars



Sponsorship

**STAND PRICE STARTS FROM
SGD510 PER SQM**
COST OF PARTICIPATION



SPACE ONLY
SGD 510 (Min. 18sqm)



**SPACE RENTAL
+ STANDARD PACKAGE**
SGD 600 (Min. 9sqm)

**CONTACT US NOW TO
SECURE YOUR PREMIUM LOCATION!**

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