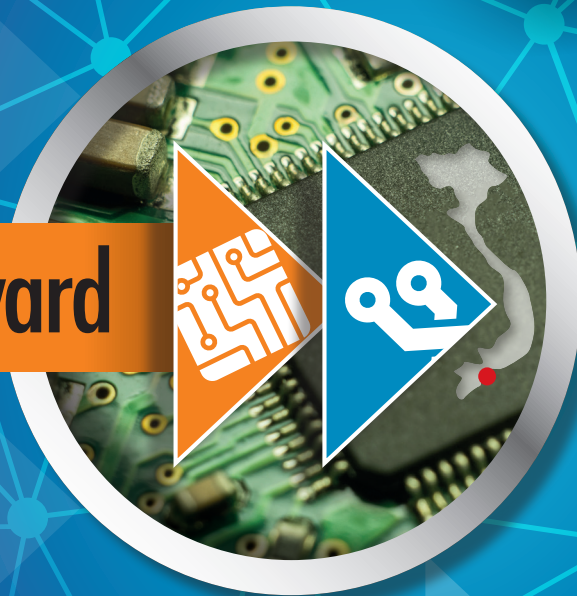


11-13 OCTOBER

Saigon Exhibition & Convention Center (SECC),
799 Nguyen Van Linh Parkway, District 7,
Ho Chi Minh City, Vietnam

POSTSHOW REPORT

Advance Forward



Vietnam's Only Exhibition on SMT, Testing Technologies, Equipment and Supporting Industries for Electronics Manufacturing – 11th Edition

NEPCON

Vietnam 2018

Co-located with :



www.nepconvietnam.com

Organized by :



Local partner :





Number of Visitors:

18,848

Visitors by Country:

45

Number of Group Visit:

461

Business Match Making

202 key buyers,

From 102 companies,
with total 453 matches

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Post Show Fast Fact

Show : NEPCON Vietnam

Date : 11 – 13 October 2018 / Time: 09:00 – 17:00 hrs.

Venue: Saigon Exhibition & Convention Center (SECC), 799 Nguyen Van Linh
Parkway, District 7, Ho Chi Minh City, Vietnam

Show Name: “NEPCON Vietnam 2018 – NEV18”

Vietnam’s Only Exhibition on SMT, Testing Technologies, Equipment and Supporting Industries for Electronics Manufacturing – 11th edition

Co-located with “MXV” Metalex Vietnam

where the manufacturing and supporting industries annually converges to discover effective metalworking solutions, product launches, critical business intelligence and collaborative partnerships for business growth in the emerging market of Vietnam.

“SIS” Supporting Industry Show

An exhibition where 18 Japanese parts buyers seeking subcontractors for industrial parts they exhibit, and 30 Vietnamese companies displaying their local manufactured parts. The exhibition will focus on main five fields of supporting industries

“ICSV” Industrial Components & Subcontracting Vietnam

The venue where parts manufacturers and subcontractors of automotive parts, electronic parts, engine parts, and

“Robot X HCMC”

Vietnam’s International Exhibition on Machine Tools and Metalworking Solutions for Production Upgrade, “ROBOT X HCMC” will magnetize industrialists in one of the most exciting industrial landscapes in Vietnam with unseen capabilities of industrial robots and solutions from international providers.

Local Partner: Eifec Co., Ltd.

Key Highlights:

- 500 global brands, 20 countries for machine tools, metalworking technologies, electronic parts and components manufacturing
- 7 international pavilions:
 - China Pavilion
 - Germany Pavilion
 - Japan Pavilion
 - Korea Pavilion
 - Singapore Pavilion
 - Taiwan Pavilion
 - India Pavilion

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Attendants No: **18,848** industrialists from local Vietnam and other 45 countries which are Albania, Algeria, American Samoa, Australia, Austria, Belgium, Cambodia, Canada, China, Denmark, Finland, France, French Antilles, Germany, Haiti, Hong Kong, India, Indonesia, Israel, Italy, Japan, Korea, Malaysia, Myanmar, Netherlands, Pakistan, Philippines, Portugal, Qatar, Russia, Singapore, South Korea, Sweden, Switzerland, Taiwan, Thailand, United Arab Emirates, United Kingdom, United States, Vanuatu, Vietnam and Yemen.

Top 5 Visitors by Country No.1 **Japan**, No.2 **China**, No.3 **Korea**, No.4 **Singapore**, and No.5 **Thailand**

Vietnam's Only Exhibition on SMT, Testing Technologies, Equipment and Supporting Industries for Electronics Manufacturing - 11th Edition

NEPCON
Vietnam 2018

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Opening Ceremony: 11th October 2018

- **Reporting Speech by**
Mr. Isara Burintramart
Managing Director
Reed Tradex Co., Ltd.
- **Organizer Speech by**
Mr. Takimoto Koji
Chief Representative
Japan External Trade Organization (JETRO HCMC)
- **Opening Speech by**
Mme. Ureerat Ratanaprukse
Consul-General
Royal Thai Consulate-General, Ho Chi Minh City

Mr. Pham Thiet Hoa
Director
Investment & Trade Promotion Center (ITPC)



Chairwoman

Mme. Ureerat Ratanaprukse
Thai Consul-General of Royal Thai Consulate-General, Ho Chi Minh City

Co-Chairpersons

Mr. Kawaue Junichi
Consul-General of Japanese Consulate General in Ho Chi Minh City, Vietnam

Mr. Pham Ngoc Tuan
Vice President, General Secretary of Ho Chi Minh City Association of Mechanical Engineering

Mr. Luu Hoang Long
Chairman of Vietnam Electronic Industries Association

Ms. Thuong My An
Managing Director of Saigon Exhibition & Convention Center

Mr. Vu Trong Tai
General Manager Regional Office of Reed Tradex Company Limited

Mr. Ronnie Wong
Chief Operating Officer of Association of Electronic Industries in Singapore

Ms. Lin Dandan
Manager of China Electronics International Exhibition & Advertising Co., Ltd.

Suparporn Sookmark, Ph.D.
Director of Thai Trade Center in Ho Chi Minh City

Mr. Yoshiyuki Fukuda
President of Tokyo SME Support Center



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Throughout three show days, the total number of participants are **18,848**, which represents a promising sign of progress towards sustainable development of supporting industries in Vietnam. A satisfaction has been seen among exhibitors who achieved the goals in gaining brand awareness and increasing sales lead, as well as visitors who met their right technologies and solutions and equipped themselves with new know-hows through thought-provoking seminars that helped pave the way for new business possibilities.

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Vietnam's Metalworking Community UNITES AT METALEX VIETNAM!



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NEW POSSIBILITIES SPARKED**

**INDUSTRIALISTS ALL ARMED
WITH TECHNOLOGIES**



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Highlight Activities (Show days)

❖ Hand Soldering Competition



The arena of well-known Hand Soldering Competition was held at NEPCON Vietnam throughout 3 show days. Co-hosted by IPC, witness the much-awaited competition and find out who has the best hand soldering skill and get to the top.



The winner of Hand Soldering Competition is **Mr. Lê Văn Linh from Spartan Vietnam**. He delivered the true craftsmanship and was awarded with one Solder Station from JBC and also gets the chance to compete at the IPC World Championship at IPC APEX EXPO 2019, San Diego, CA, USA in January 29 - 31, 2019.

❖ Shows in Show

A tour to technological excellence

In the "Shows in Show" activity, leading exhibitors have delivered the real technology demonstrations that helped industrialists witness the true vision of Industry 4.0 with their own eyes. METALEX Vietnam's special activity, "Shows in Show" will feature live technology demonstrations with leading experts from HEXAGON, HITACHI, NEW CENTURY, SAEILO, TAKAMAZ, TRIVIET, UNIFY and YAMAZEN. Visitors were blown away by great design and innovative functions. The technology tour demonstration in "Shows in Show" impressed with state-of-the-arts technologies and solutions that would upgrade the manufacturing and supporting industries with cutting-edge performances, functions and many more in wide range of metalworking applications, which were professionally presented by exhibitors of each booth. Many questions were asked and answered, which made visitors felt appreciated.

Morning	Route#1	Booth	Route#2	Booth
10.00 AM	UNIFY	B25	YAMAZEN	C25
10.30 AM	SAEILO	C15	TRI VIET	D15
11.00 AM	HEXAGON	F19	NEW CENTURY	E15
11.30 AM	TAKAMAZ	H19	HITACHI	E29
Afternoon	Route#1	Booth	Route#2	Booth
2.00 PM	TAKAMAZ	H19	HITACHI	E29
2.30 PM	HEXAGON	F19	NEW CENTURY	E15
3.00 PM	SAEILO	C15	TRI VIET	D15
3.30 PM	UNIFY	B25	YAMAZEN	C25



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❖ Tokyo SME Business Matching

Tokyo SME Business Matching Event is organized for Vietnamese suppliers to network with Japanese buyers. This was a fast track to achieve win-win & long-term business relationships with right business partners.

The session was held on 11 October 2018 from 9:00 – 17:00 at conference room of SECC, Ho Chi Minh City



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❖ Engineer Master Class 2018

"Additive manufacturing: the future of manufacturing industry with unlimited market"

The exclusive Engineer Master Class returns, featuring Assoc. Prof. Dr. Pham Ngoc Tuan, Vice President of Ho Chi Minh City Association of Mechanical Engineering (HAME), provided insights into the significant future of additive manufacturing for Vietnam.

The session was co-organized by Reed Tradex Co., Ltd. and Ho Chi Minh City Association of Mechanical Engineering (HAME). It was held on 11 October 2018, at meeting room SECC, Ho Chi Minh City



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❖ Metalex Vietnam Forum 2018

"What Resource and Spirit to Optimize the Manufacturing Process"

The seminar will guide the way to improve your manufacturing process, Hosted by Ho Chi Minh City Association of Mechanical – Electrical Enterprise (HAMEE), It helps upgrade production capacity and capability to another level.

The seminar was hold on 12 October 2018, at meeting room SECC, Ho Chi Minh City



❖ Jetro Seminar Program: Supporting Industry Show 2018

JETRO Ho Chi Minh City hosted a special seminar, bringing some the most influential of the industries to address the current state of supporting industry in Vietnam, introducing promotion, activities and pilot project for SME and supporting industry, along with sharing experiences and tips for doing business with Japanese companies.

The seminar was hold on 12 October 2018, and was concluded with:

- 1) The current state of Supporting Industry in Vietnam
- 2) Survey for SME Promotion and Industrial Development in Vietnam & Pilot Project for supporting industry
- 3) Sharing experiences and tips for doing business with Japanese companies
- 4) CSID's activities to promote supporting industry in Vietnam

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❖ Vietnam Supporting Industries Forum 2018

"EICC quality control - the standard for electronic enterprise to join the global supply chain industry"

Hosted on 12 October 2018, from 14:00 – 16:30 at meeting room, SECC, Ho Chi Minh City
The forum included introduction and advice on how to comply with EICC quality control which is the standard for electronic enterprise to join the global supply chain industry. It was hosted by Vietnam Electronic Industries Association (VEIA) and Vietnam Standards and Quality Institute (VSQI), participants gained valuable insights from the real experts.



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LEADERS VOICE THEIR CONFIDENCE IN VIETNAM'S FUTURE



To commemorate the grand opening of five exhibitions, prominent industry leaders, government officials and foreign representatives including Mr. Takimoto Koji, Chief Representative, Japan External Trade Organization (JETRO HCMC), Mr. Pham Thiet Hoa, Director, Investment & Trade Promotion Center (ITPC), Mme. Ureerat Ratanapruckse, Consul-General, The Royal Thai Consulate-General, Ho Chi Minh City and Mr. Isara Burintramart, Managing Director, Reed Tradex Co., Ltd. who voiced their confidence in the growth of Vietnam's manufacturing and supporting industries.



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2018
**METALEX
VIETNAM**

11-13 OCT 2018

09.00 - 17.00 hrs.
Saigon Exhibition & Convention Center
HO CHI MINH CITY, VIETNAM

NEPCON
Vietnam 2018



EXHIBITORS' VOICES



Mr. Kosuke Nishida
General Director
CKD Vietnam Engineering Company Limited

"This year, CKD will present component products to NEPCON Vietnam 2018. We see a big chance in electronics industry in Viet Nam and we believe that our technologies will help companies lower their labor cost and improve manufacturing ability."



Mr. Nobuyuki Kimura
Assistant General Manager
HIBEX VIETNAM CO., LTD

"We proudly introduce the latest model of automation technology - Janome Industrial Robot. It not only supports our clients in saving labor cost but also help them achieve the highly accurate production. We hope customers could experience and gain awareness of our products at NEPCON Vietnam."



Ms. Ceres Wang
Senior Advertising & Communication Manager
MOUSER ELECTRONICS, INC

"We are here to introduce our service platform which connects buyers and sellers in electronics industry. This is the first time my company has an exhibition booth at NEPCON Vietnam. I think the traffic is good that we can find new customers here."



Mr. Setsu Kamimura
General Manager
SHINMAYWA INDUSTRIES, LTD.

"This is the first time we participate in NEPCON Vietnam. We would like to introduce our new technology which is Automatic Wire Terminating Machine. The machine is well-known in Japan and we are here to promote this product. We hope that we can present Vietnamese companies to adopt this machine without having to go overseas."



EXHIBITORS' VOICES



Mr. Sim Wee Yong
SEA Strategic Portfolio Manager
3M VIETNAM CO., LTD.

"This is our first time exhibiting at this show. We bring High Temperature Masking Liquid Solution to assist companies in creating higher productivity compared to manual taping process and the product is easy to be removed after high temperature process. We see that there're many chances for us to grow in this country and we hope that we could find new partners through this exhibition."



Mr. Ronnie Wong
Chief Operating Officer
ASSOCIATION OF ELECTRONIC INDUSTRIES IN SINGAPORE

"This time we bring 20 companies to exhibit at the show to display the latest technologies and advanced machinery. Our targets are to support clients to improve production, create higher product quality and lower labor cost. Obviously, Vietnam is currently being a new central of manufacturing and supporting industry in Asian and it is expected to grow further."



Mr. Yukihiro Fujiwara
Sales Department Manager
SATO VIETNAM SOLUTIONS CO., LTD.

"This year is the 2nd time that Sato Vietnam joins the event as an exhibitor. We are introducing FX3-LX which is our new printing solution for the Manufacturing & Logistics Industries. The product features automated printing via Bluetooth and it is easy to use just by putting the product on the scale and the printer will automatically print out the weight and related information. Viet Nam is a big market that has a lot of room to grow, so we hope we can expand our business here."



Mr. Ruth Kim
Overseas Sales Department / Manager
UNILAM CO., LTD.

"The highlighted technology we bring into the show is Excimer Lamp (UV Lamp). We would like to find some co-operators and distributors to deliver our products. This is the second time we exhibit at NEPCON Vietnam and the show has quite good traffic and it's well-organized."

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VISITORS' VOICES



Ms. LE THI BE (BELLA)
Purchaser & Logistics Manager
AK VINA CO., LTD

"My goal of joining this show is to look for new welder suppliers. I'm glad that after visiting all the booths I have found the company which matched my need."



Mr. Masayoshi Kondo
Business Dept. / General Manager
NOVA ELECTRICS, INC.

"My business is about motion control devices & applied products. I am here for the second time to make relationships with many other business partners and distributors. The exhibition really helps my business a lot and I have to thank NEPCON Vietnam for helping me achieve my goal."



Mr. Nguyen Quoc Phong
Manufactory Manager
SUMIDA ELECTRONIC VIETNAM CO., LTD.

"My factory system is about to transform into automated process. Therefore, I am here to look for new products, new technologies and devices. We specialize in circuit board welding and exporting but now we also want to expand business in Vietnam."



Mr. Justin Ng
Marketing Director
LUMENS TECHNOLOGY

"I'm really interested in NEPCON Vietnam where I could connect with various suppliers and research about modern electronic components for our current project. I will definitely come back next time."



Mr. Pham Dang Khoa
Project Engineer
TIEN TUAN PHARMACEUTICAL MACHINERY LTD

"I'm looking for electronic components and materials to apply in our production. This place is overwhelmed with atmosphere of business community and I can discuss with many exhibitors and suppliers to explore the latest technologies."



Mr. Aman Bin Mohamad Yosoff
Sales General Manager / Director
OHNISHI ELECTRONICS (M) SDN BHD

"Our company specializes in manufacturing of testing equipment for electronics industry, including tester jig and pictures. We come to this exhibition to find both new customers and suppliers."



Ms. Doan Thi Mai Quyen
Chief Purchasing Section
NISSEI ELECTRONIC MYTHO CO., LTD. (NEM)

"We manufacture electric insulating material. This is the second time we have come to this exhibition. NEPCON Vietnam 2018 helps us find more potential partners, customers, and solutions to enhance our business."



Mr. Dicle ACIS
Director
DICLE ELECTRONICS CO., LTD

"The main purpose that I take part in NEPCON Vietnam 2018 is to look for electronic suppliers, especially about TV part, lighting LED, and STB receiver. I'm impressed with technologies in this well-organized show. In my opinion, this exhibition has been helping us find more than 30% of suppliers."



Mr. Erzat Ertaylan
Deputy General Manager
DAF Yönetim Sistemleri ve Enerji AŞ.

"I'm looking for electronic components and testing equipment. I'm really impressed with many kinds of modern products as well as the large number of exhibitors in NEPCON Vietnam that helps us connect with more potential suppliers and it helps support our project."



Mr. Robin Tan
General Director
CAM RESOURCES PTE LTD

"After visiting the show, I've found some potential material suppliers. Those materials, I think, can adapt to our process effectively. And one thing that I like the most about NEPCON Vietnam this year is good customer service. They have done a good job and I really like to come back next year."

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461 Group Visitors increased 68% from 2017

461 Group Visitors from Vietnam and overseas were excited to join the event. Throughout three days, METALEX Vietnam welcomed group visitors from diverse industrial sectors eager to discover the right machine tools, the right metalworking solutions, the right connections and the right knowledge to upgrade their business capacities. From presidents to chief engineers leading the group, these attendants are eager to see what innovative solutions and metalworking technologies are waiting at **NEPCON Vietnam**.

Business Match Making Program

We successfully matched **202** Key Buyers in this year 2018.

ENDLESS STREAMS OF GROUP VISITORS

More People, More Right Solutions Explored

The shows have welcomed group visitors to come explore the right solutions and technologies that fulfilled their new production requirements.



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- Ministry of Industry and Trade (MIT)
- Ministry Of Science & Technology (MST)
- Japan External Trade Organization (Ho Chi Minh Representative Office)
- Investment & Trade Promotion Centre (ITPC)
- Ho Chi Minh City Center Of Supporting Industries Development (CSID)
- Singapore Manufacturing Federation (SMF)
- Ulsan Economic Promotion Agency (Korea)
- Taiwan Association Of Machinery Industry (TAMI)
- Association Of Electronics Industries In Singapore (AEIS)
- Taiwan Electrical and Electronic Manufacturers' Association (TEEMA)
- Ho Chi Minh City Association Of Mechanical Engineering (HAME)
- Vietnam Electronic Industries Association (VEIA)
- Vietnam Electro – Technical Industry Association (VELINA)
- Ha Noi Small And Medium Enterprises Association (HanoiSME)
- Vietnam-German Technology Transfer And Training Center (HWC)
- Ho Chi Minh City Association Of Mechanical – Electrical Enterprise (HAMEE)
- Vietnam Automation Association (VAA)
- Vietnam Federation Of Mechanical Engineering Associations (VFMEA)
- Ho Chi Minh City Semiconductor Industry Association
- Vietnam Automobile Manufacturers' Association
- Ho Chi Minh City Automation Association

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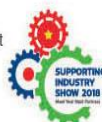
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