

The 11th International Exhibition on
ELECTRICAL TECHNOLOGY & EQUIPMENT
VIETNAM ETE 2018

The 8th International Exhibition on
PRODUCTS, TECHNOLOGIES OF ENERGY SAVING
& GREEN POWER - ENERTEC EXPO 2018



From 18 ▶ 21 (July) 2018

Saigon Exhibition & Convention Center (SECC)

799 Nguyen Van Linh, District 7, Ho Chi Minh City, Vietnam

SHOW REPORT

WWW.VIETNAM-ETE.COM | WWW.ENERTEC.VN

GENERAL OVERVIEW

8,000
sqm

Exhibition Area

176

No. of Exhibitors

24,000

No. of Visitors

160

No. of Local & Overseas
Buyer Delegations

80

Media Agencies Reported
on the Exhibition

250

News & Articles

500

Bandrolls, Banners on main
Streets & Industrial Zones

20,000

Invitations sent directly
to potential customers

VIETNAM ETE & ENERTEC EXPO 2018
ENDED WITH RECORD-BREAKING SHOW SCALE !

EXHIBITOR PROFILE

Exhibiting Countries & Regions

- GERMANY • FRANCE • UNITED STATES • SWEDEN
- JAPAN • KOREA • CHINA • HONG KONG
- TAIWAN • THAILAND • VIETNAM



Product Classification

**Exhibitors can make multiple choices*

60% ELECTRICAL TECHNOLOGY
& EQUIPMENT

40% TECHNOLOGIES OF ENERGY
SAVING & GREEN POWER

Technologies, Machinery & Equipment for Electricity Power Plant

Power Stations, Generation Equipment in general

Equipment for Electricity Transmission Systems

Wires, cables, transmission equipment, insulation materials

Technologies & Solutions for electricity distribution, automation

Electrical equipment and products for industrial & civil use

Air Conditioning and Ventilation Systems

Electrical materials and Safety equipment

Technology and Equipment for Urban Lighting System;
Equipment and material for manufacturing lighting equipment

Providing & installing electrical systems in buildings, construction projects

Industrial equipment and home appliances

Solar water heater; Solar cell equipment

Energy saving Led lighting, solar energy light

Pumps, lighting systems using wind power

New energy Technology & Equipment

Biogas, electric generators using biogas

Environment-friendly materials, recycled products

Applications, solutions and models to develop new
and alternative energy sources, green energy.



EXHIBITOR PROFILE



General Comments on the Fair

96%

INTENDED TO PARTICIPATE IN VIETNAM ETE & ENERTEC EXPO 2019 IN HO CHI MINH CITY

78%

CONCLUDED THE EXHIBITION RESULT FROM SATISFACTORY TO VERY FRUITFUL

87%

AGREED THE VISITOR QUALITY FROM SATISFACTORY TO EXCELLENT

Benefits Gained from the Fair

71.3%

Generated Sales Leads

29.5%

Obtained clearer picture of the market situation in Vietnam

28.8%

Generated on-spot Sales

65.2%

Met potential buyers

43.7%

Enhanced Corporate / Product image

31.4%

Met potential distributors / agents

19.4%

Successfully introduced new products into Vietnam market

22.5%

Established partnership

12.3%

Established contacts with related trade associations / government bodies in Vietnam

**Exhibitors can make multiple choices*

VISITOR PROFILE

Visitors: **24,000**

Overseas Visitors: **4,320**

Countries & Regions: **32**



General Comments on the Fair

89%

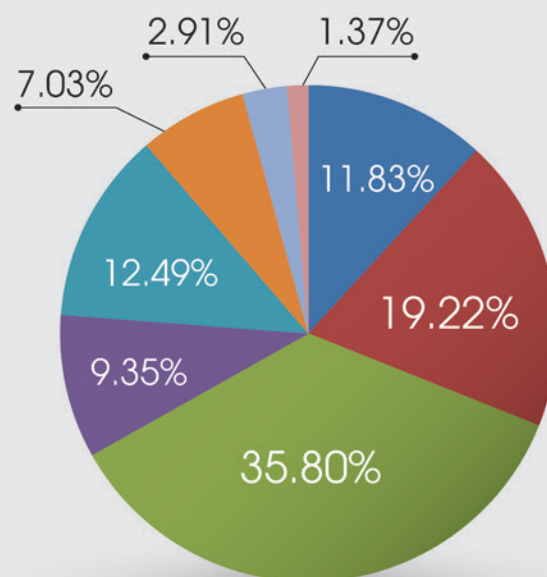
CONCLUDED THE EXHIBITION FROM GOOD TO EXCELLENT

82%

CONCLUDED THE NEW EXHIBITS / TECHNOLOGIES FROM GOOD TO EXCELLENT

76%

CONCLUDED THE QUALITY OF EXHIBITORS FROM GOOD TO EXCELLENT



Regional Breakdown of Overseas Visitors

- China / Hong Kong SAR / Macau SAR / Taiwan
- Japan / Korea
- Other Asian Countries
- Europe
- Middle East
- Africa
- America
- Oceania

VISITOR PROFILE

/ By Job Title /

27%	Manager/ Assistant Manager	8%	Researcher/ Academic Personnel
16%	Engineer	11%	Executive
12%	Technician	4%	Others
22%	Authorized Person / Managing Director / General Manager / Factory Owner		

/ By Business Sectors /

**Visitors may involve in more than one business category*

9%	Importer Exporter	12%	Electrical & Electronic
12%	Manufacturer	4%	Metal Fabrication
1%	Consultancy service	6%	Automation
1%	Investor	2%	Real Estates
20%	Devices, Accessories	2%	Banking & Finance
26%	New energy devices	12%	Industry - Civil Electric Products
12%	Machinery	7%	Industrial Engineering
6%	Building & Construction	4%	Others



/ By Interested Product Groups /

ELECTRICAL TECHNOLOGY & EQUIPMENT

11%

Technologies, Machinery & Equipment for Electricity Power Plant

8%

Air Conditioning and Ventilation Systems

9%

Power Stations, Generation Equipment in general

12%

Electrical materials and Safety equipment

8%

Equipment for Electricity Transmission Systems

21%

Technology & Equipment for Urban Lighting System; Equipment & material for manufacturing lighting equipment

23%

Wires, cables, transmission equipment, insulation materials

7%

Providing & installing electrical systems in buildings, construction projects

6%

Technologies & Solutions for electricity distribution, automation

27%

Industrial equipment and home appliances

13%

Electrical equipment and products for industrial & civil use

PRODUCTS, TECHNOLOGIES OF ENERGY SAVING & GREEN POWER

23%

Solar water heater; Solar cell equipment

9%

Environment-friendly materials, recycled products

19%

New energy Technology & Equipment

7%

Applications, solutions and models to develop new and alternative energy sources, green energy.

25%

Energy saving Led lighting, solar energy light

4%

Pumps, lighting systems using wind power

14%

Biogas, electric generators using biogas

**Visitors can make multiple choices*



VISITOR PROFILE

Key Buyer Delegations

- VIETNAM ELECTRICITY GROUP – EVN
- REDSUN
- CADIVI CABLE
- RANG DONG
- DIENQUANG
- VES
- HITACHI
- CONG LUAN
- GEE
- DAI PHAT
- THINHPHAT CABLE
- KDK
- LIOA
- JINKO SOLAR
- LONG GIANG
- PANASONIC
- DA HAI SOLAR
- CHINH THAI
- ABB
- GELEX
- KLEM
- BROTHER VIETNAM
- NAGAOKA METAL
- ECO POWER TEC
- DAEUN
- LEGRAND
- APS
- AN AN
- EVEDI
- TET GLOBAL
- KDOT

Buyer Delegations organized by Trade Associations

- China Electrical Equipment Industry Association - CEEIA
- The Korean Chamber of Commerce & Industry in Ho Chi Minh City
- British Business Group of Vietnam
- Indian Business Chamber in Vietnam
- Indo – Vietnamese Chamber of Commerce & Industry
- Singapore Business Group (Ho Chi Minh City)
- Hong Kong Business Association Vietnam
- Vietnam Chamber of Commerce and Industry - VCCI
- Vietnam Electrotechnical Industry Association - Velina
- Vietnam Packaging Association (VINPAS)
- Vietnam Association for anti-counterfeiting and trademark protection
- Vietnam Association of Small and Medium Enterprises
- Vietnam's Association of Foreign Invested Enterprises - VAFIE
- Association of Vietnam Retailers - AVR
- The Japan Business Association in Vietnam - JBA
- The Ho Chi Minh City Business Association - HBA
- Ho Chi Minh City Union of Association - HUBA

CONCURRENT EVENT

Specialized Conference

Under the hosting of the Ministry of Industry and Trade, Ho Chi Minh City People's Committee, Ho Chi Minh City Department of Industry and Trade, along with speeches from experts of International Finance Corporation (IFC), HCMC Department of Construction, Energy Conservation Research and Development Center (ENERTEAM), Ho Chi Minh City Power Corporation, the topic "Guidance for enterprises to apply the National Technical Regulation on Energy Efficiency Buildings" had attracted the participation of nearly 60 enterprises, experts and scientists. The delegates had made significant contribution to help enterprises implement National Technical Regulation on Energy Efficiency Buildings.



Business Matchmaking between Vietnamese & International Enterprises

The business match-making activity was organized on July 19th, 2018 at the Main Lobby of SECC and during 04 exhibition days at booths, with more than 60 Vietnamese and international enterprises meeting and exchanging for investment opportunities, business expansion. Over 100 directly meetings have been set up by the organizers and have received positive feedback from participants.



On-site survey, connect trade promotion and direct investment

On July 20th, 2018, the delegation of international exhibitors had visited main enterprises in Ho Chi Minh City and neighboring provinces. This activity had created opportunities for international enterprises to have a direct appreciation of potential and opportunities for cooperation with Vietnamese enterprises.





PATRONAGES

Ministry of Industry and Trade
Ho Chi Minh City People's Committee

HOSTING ORGANIZATION

Ho Chi Minh City Dept. of Industry And Trade

ORGANIZERS

C.I.S Vietnam Advertising & Exhibition JSC
Ho Chi Minh City Center of Supporting Industries Development

CO-ORGANIZER

Ho Chi Minh City Power Corporation (EVN HCMC)

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**C.I.S Vietnam Advertising &
Exhibition Joint Stock Company**

Headquarter in Ha Noi: 112-A3 Dam Trau, Hai Ba Trung Dist., Hanoi, Vietnam Tel: +84.24.39844104/05 Fax: +84.24.39844108

Hotline: (84) 93 6180192 (Ms. Nhung) Email: nhung@cisvietnam.com.vn Website: www.cisvietnam.com.vn

Representative Office in Ho Chi Minh City: No.10.02 Lot A, SATRA Building, 163 Phan Dang Luu, Phu Nhuan Dist.,
Ho Chi Minh City, Vietnam Tel: +84.28.39958116 Fax: +84.28.39958118