



2019 POST SHOW REPORT

OVERVIEW

Three days of **ProPak Vietnam 2019** was successfully ended in a bustling atmosphere, with total number of visitors reached **9122 trade visitors, increased 10.93%** in comparison with ProPak Vietnam 2018 and **320 group delegations** from different businesses. **ProPak Vietnam** is continuing to prove its position as a leading trade event in response to connecting providers both international and local with domestic buyers in **processing, packaging industry** not only in Vietnam but also in Indochina area.



INFORMATIVE SEMINARS

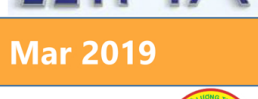
19 Mar 2019



Improving Customer Experience & Brand Recognition through smart design of product package

Generation, Development and Evaluation of "Interactive Packaging" Ideas to Improve Customer Experience & Product Communication

20 Mar 2019



Active & Intelligent Packaging (A&IP) for Food Safety & Security & Traceability across the Supply Chain

21 Mar 2019



Food Engineering and Packaging for Sustainable Development

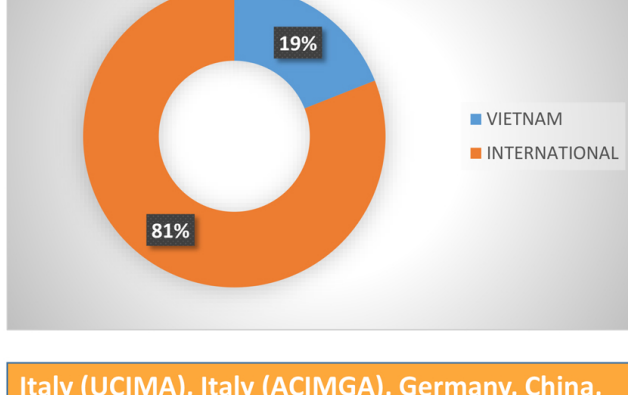


Empowering R&D, Technological Application and Development of New Business Models for Packaging Industry in the Context of Industry 4.0 and New Trends of Interdisciplinary Cooperation

Experiencing the launch of a R&D Project: Development of an Integrated Product - Service Business Model for Packaging Industry

EXHIBITOR ATTENDANCE

Geographical Breakdown



8 GROUP PAVILIONS

Italy (UCIMA), Italy (ACIMGA), Germany, China, Korea, Singapore, Taiwan, Thailand

TOP 3 MAIN CATEGORIES SHOWCASED:

- **Barcoding / RFID / Printing Labelling**
- **Packaging Machinery**
- **Processing Machinery**

78% of exhibitors satisfied with the show
93% of exhibitors will attend the show in 2020

93% of exhibitors will recommend the show to their friends/colleagues

EXHIBITOR ATTENDANCE

Exhibitor's VOICES

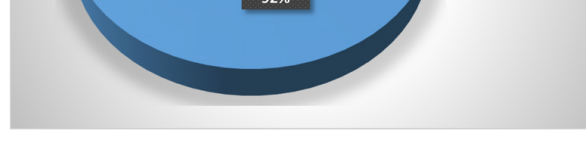
Our company is one of the first-rated company from Vietnam specialized in supplying industrial equipment during 20 years. We've participated in exhibition for 10 years and every time we join, we always see the improvement in organizing scale and also the exhibitors. We see the customers quality here is really good and they have real demand, we hope that ProPak Vietnam will be promoted more widely to attract more customer to come.
Mr. LE CONG QUYNH, Sales Manager
HUYNH LONG INDUSTRY EQUIPMENT JSC

Our company is one of the biggest plastic suppliers in Thailand, and we're here to promote our plastic products. We've participated in ProPak Vietnam so many times, we see the exhibitors here are really matching. We expect that more visitors will come to visit us, and the exhibition will be bigger next year.
Ms. Sani Ngamchairoek, Product Account Executive
SOLUTION CREATION COMPANY LIMITED

This is the 8th, 9th time we participate in ProPak, and we've always been with ProPak Vietnam for ages. We see that the booths are gradually more professional and the atmosphere of the show becomes more lively by years. There were a lot of potential customers who came to our booth, and we hope that there will be more on the next days. We expect this exhibition will be promoted more widely to attract more customers to come.
MR. NGUYEN ANH TU, Sales & Business Development Manager
SONG SONG CO., LTD

VISITOR ATTENDANCE

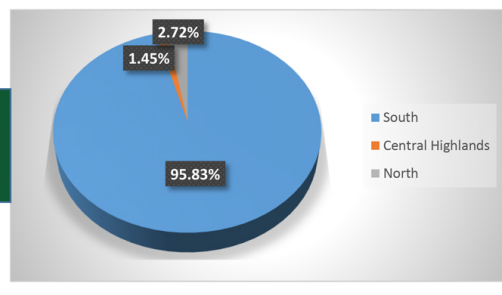
Visitors by COUNTRIES/REGIONS



VIETNAM: 8,350 | 92%
INTERNATIONAL: 772 | 8%

(Australia, Austria, Belgium, Brazil, Cambodia, Canada, China, Denmark, England, France, Germany, Hongkong, India, Indonesia, Italy, Japan, Korea, Laos, Malaysia, Myanmar, Netherlands, New Zealand, Nigeria, Philippines, Poland, Republic Of Mauritius, Romania, Singapore, South Africa, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Thailand, Turkey, UAE, UK, USA)

Breakdown by Areas



- **94%** of visitors satisfied with the show
- **91.6%** of visitors will attend the show in 2020
- **94.6%** of visitors will recommend the show to your friends/colleagues

VISITOR ATTENDANCE

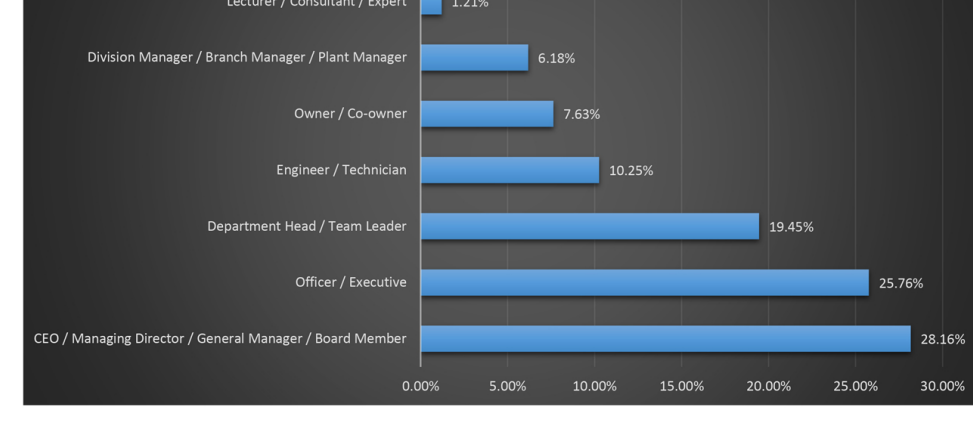
Visitors by BUSINESS ACTIVITIES



Summary:
Most of visitors were come from:
➢ **22.2%** Packaging Materials Manufacturers
➢ **12.7%** Food Exporters/Retailers/Distributors/Wholesalers
➢ **7.5%** Consumer Goods Manufacturers

VISITOR ATTENDANCE

Visitors by JOB FUNCTION

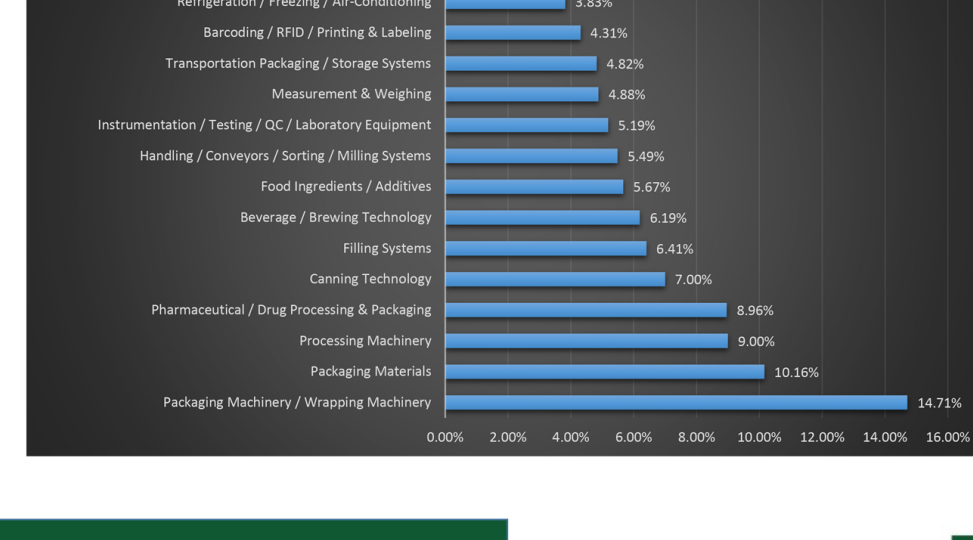


TOP 3 JOB FUNCTIONS:
➢ CEO/Managing Director/General Manager/Board Member (**28.16%**)
➢ Officer/Executive (**25.76%**)
➢ Department Head/Team Leader (**19.45%**)

=> **61.42%** of visitors from management levels

VISITOR ATTENDANCE

Visitors by PRODUCT INTEREST



TOP 5 PRODUCT INTEREST:
➢ Packaging Machinery/Wrapping Machinery – **14.71%**
➢ Packaging Materials – **10.16%**
➢ Pharmaceutical/Drug Processing & Packaging – **8.96%**
➢ Canning Technology – **7%**

VISITOR ATTENDANCE

Visitor's VOICES

Our company has visited ProPak Vietnam for many years and we are always impressed with the scale in term of number of participating companies and exhibiting products. In this time, we're looking for some partners in the packaging industry and are quite impressed with some suppliers presenting at the show by their products and the production line. The scale of this year is relatively large, meeting our expectation. We will definitely continue support the show in upcoming years. We would like to thank the organizer for their thoughtful preparation in the reception.
Ms. Ly Ngoc Mai - Assistant Director
UNI-PRESIDENT LIMITED COMPANY

ProPak Vietnam 2019 is truly diverse in products which we are interested in. We join the exhibition to seek for machinery suppliers as well as comparing different quality, design and price. It must be mentioned about X-ray machines which is used to check the quality of output products. Surely next year we will continue to visit to find partners for our factory. See you ProPak next year!
Mr. Duong Xuan Dinh, Engineering Manager
URC VIETNAM CO., LTD

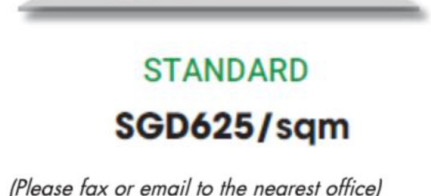
We visited the exhibition with the need of finding new packaging machinery. We were really impressed by the product line of domestic and overseas exhibitors. In general, ProPak Vietnam 2019 is well organized and professional. We may visit the show in upcoming years. Thank you!
Ms. Nguyen Thi Hong Nhung, Factory Manager
EARTH CORPORATION VIETNAM

BOOK YOUR STAND

24 - 26 MARCH 2020
WWW.PROPAKVIETNAM.COM



PREMIUM PACKAGE
SGD650/sqm (min. 15sqm)



STANDARD
SGD625/sqm



SPACE ONLY
SGD540/sqm

CONTACT US TODAY (Please fax or email to the nearest office)

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