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VIETNAM

fire & safety

Powered by Secutech Vietnam

SM  **building**
powered by Secutech Vietnam

POST SHOW REPORT

August 14-16, 2019
SECC, Ho Chi Minh City, Vietnam

2019

SHOW FACTS

530 BOOTHS

380 EXHIBITORS
FROM 21 COUNTRIES

11,000 SQM



14,239
VISITORS
FROM 31 COUNTRIES



680
BUSINESS MATCHING
SESSIONS

SHOW HIGHLIGHTS

FEATURED PAVILIONS:

Japan fire pavilion
Korea fire institute pavilion
Shenzhen pavilion
Singapore pavilion

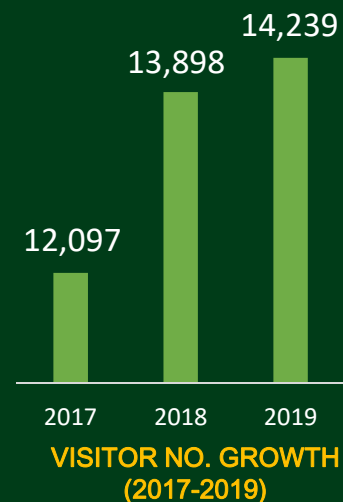
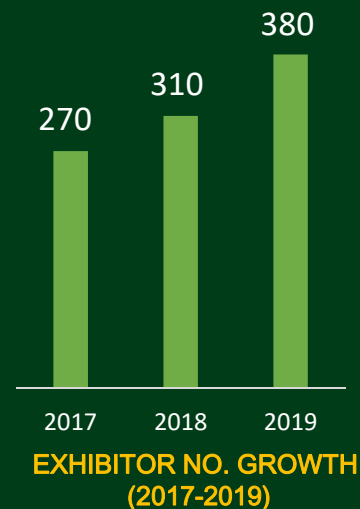
FRINGE PROGRAMMES:

SMART FACTORY CONFERENCE

Smart solutions for factory
management efficiency

FIRE & SAFETY SEMINAR

Scientific and technological
fire protection solutions for
mixed-use residential properties
with stores and workshops



EXHIBITOR PROFILE

secutech
VIETNAM

SMART building
powered by Secutech Vietnam

fire & safety
Powered by Secutech Vietnam

380

EXHIBITORS

21

COUNTRIES & REGIONS

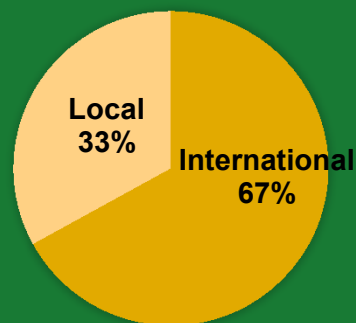
TOP EXHIBITING COUNTRIES & REGIONS*

CHINA, JAPAN, KOREA, SINGAPORE,
TAIWAN

BULGARIA - CANADA - FRANCE -
GERMANY - HONG KONG - INDIA -
INDONESIA - LEBANON - MALAYSIA
- RUSSIA - SWEDEN - THAILAND -
UAE - UK - US - VIETNAM

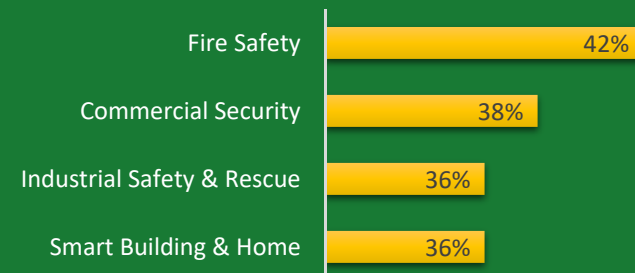


*in alphabetical order



2019 EXHIBITORS

PRODUCT CATEGORIES



*multiple selections allowed

EXHIBITOR FEEDBACK

72%*

MET THEIR
TARGET VISITOR
GROUPS

74%*

SATISFIED
WITH THE
SHOW OVERALL

87%

WILL INCLUDE
SECUTECH VIETNAM
IN THEIR FUTURE
PLANS

*extremely satisfied to satisfied

LINKS TO SECUTECH VIETNAM 2019 VIDEOS:

- [2019 Show overview and highlights \(incl. Fire & Safety Seminar\)](#)
- [2019 Product highlights \(incl. Smart Factory Conference\)](#)
- [Long Hau Industrial Park and Satori Smart Factory visit](#)

EXHIBITOR QUOTES

“It’s a very good opportunity for us to be here. A lot of people came to us with a very direct vision and in a good industry, which is what we are looking for.”

Ngaliman Ng, KEDACOM

“We have completed our goal and mission during our three days here. We want to continue to share more information from Japan to Vietnam and introduce more technologies in Vietnam as well. One of my best impression is that this is a great exhibition. This is an unforgettable experience for me and has exceeded my expectations.”

Suzuki Kazuo, National Fire Equipment Society (NFES)

“The Korea Fire Institute is the public institute affiliated with the National Fire Agency. We are the testing and operating party for fire equipment. We are finding new markets and see that Vietnam is having a very bright development. We will continue to take part in Vietnam Fire & Safety.”

Younggeun Kim, Head, International Cooperation Team, Fire Industry Promotion Center, Korea Fire Institute (KFI)

[View the exhibitor highlight video featuring KFI, NAFFCO and SFFECO](#)



2019 VISITORS

- VISITOR ANALYSIS
- BUSINESS NATURE AND VERTICALS OVERVIEW
- PRODUCTS OF INTEREST BY CATEGORY



VISITOR ANALYSIS

14,239
TOTAL VISITORS

90.5%
LOCAL

9.5%
INTERNATIONAL

TOP REASONS FOR VISIT



1. Look for distribution/dealership
2. Collect market information
3. Look for joint-venture partners
4. Purchase or source products

TOP 10 CITIES*

Bac Ninh
Binh Duong
Cần Thơ
Da Nang
Dong Nai
Hai Duong
Hanoi
Ho Chi Minh City
Long An
Vũng Tàu

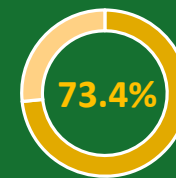
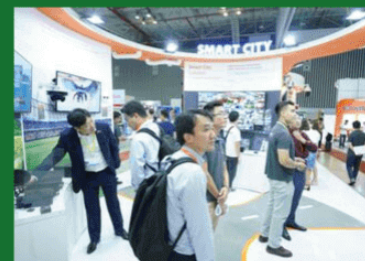
TOP COUNTRIES AND REGIONS*

Bangladesh, Cambodia, China, Hong Kong, Japan, Korea, Malaysia, Philippines, Singapore, Taiwan, Thailand and Vietnam

*listed in alphabetical order



2019 VISITOR OVERVIEW



ARE TOP
MANAGEMENT
OR DECISION
MAKERS.

“

As demand for security products in these sectors is thriving in Vietnam, it is important for us to be here to find out what the latest security and fire safety technologies are in the world. This will allow us to update our clients accordingly. From the show we can also connect with new business partners and manufacturers to supply us with the right products. ”

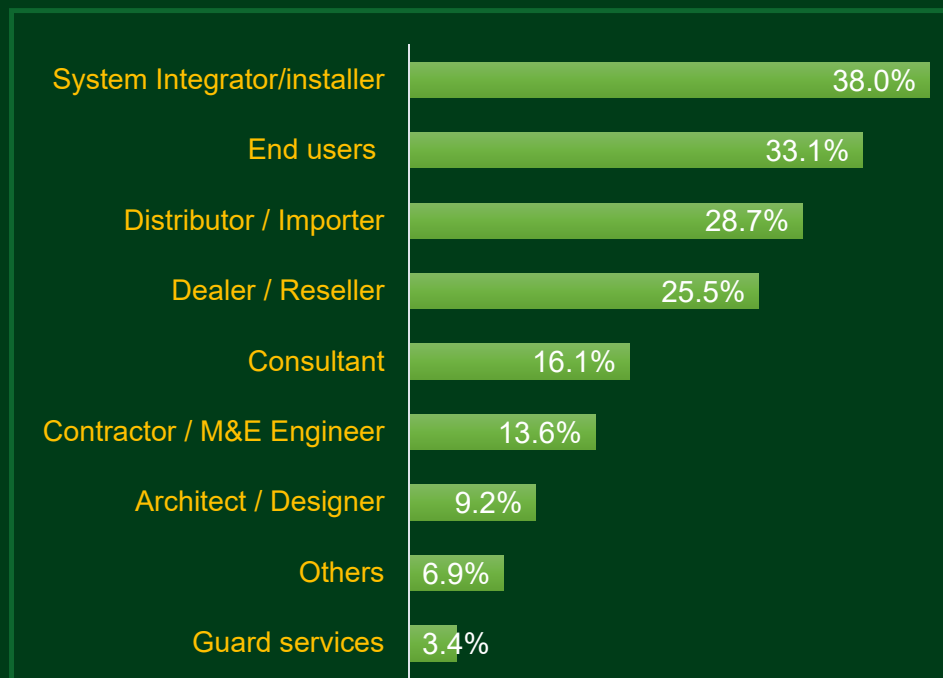
Le Dinh Dung
Vice Director,
Phu Minh Investment and
Technic Consulting Co Ltd

BUSINESS NATURE

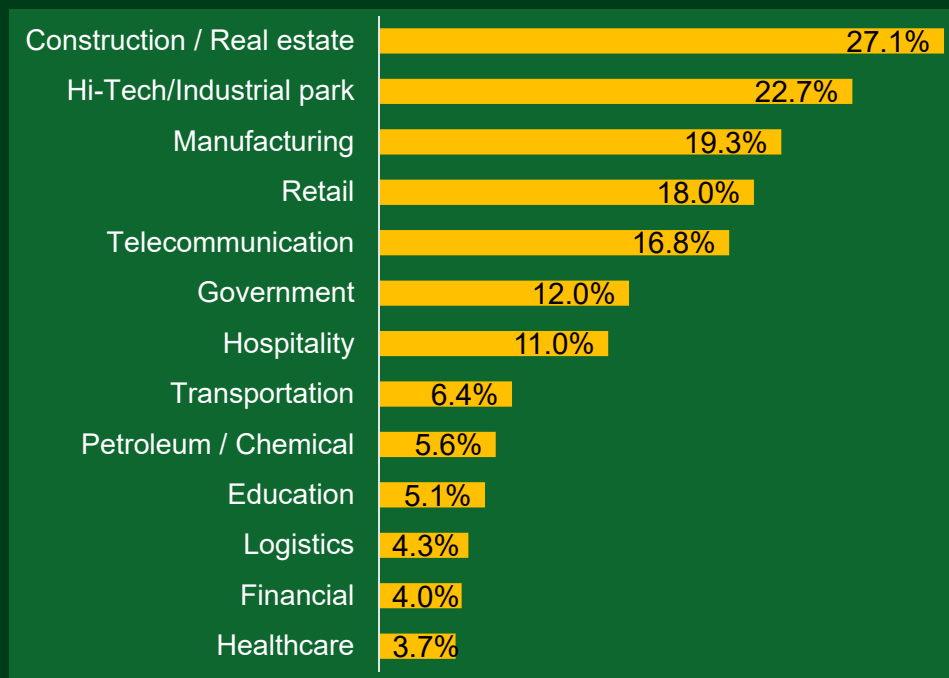
“ At the fair I can network with industry stakeholders as it's a must attend event for the local industry. I have been visiting the show for eight years, and I can see there are more brands joining every year, almost all the key brands in the industry are present. This is also the place to observe industry trends.”

Dao Anh Dung, Sales Manager, Sao Nam An Co Ltd

BUSINESS CATEGORIES



PROJECT NATURE



TOP PRODUCTS OF INTEREST

49.8% CCTV/IP SURVEILLANCE CAMERA

26.6% Intelligent video analysis
22% Software and management platform
21.2% DVR / NVR
17% Cables and accessories
9.5% Transmission
7.3% Key components

SURVEILLANCE

22.8% SMART LOCK SYSTEM

18.6% Smart card reader
17.9% Turnstiles/security gates
15.7% RFID
13.7% Biometric systems

ACCESS CONTROL

36.9% ALARM CONTROL PANEL

17.5% PIR sensor
16% Perimeter/fence intrusion detection
10.7% Ground/below-ground sensor

ALARMS

21.4% VIDEO DOORPHONE

15.4% Intercom system

INTERCOM

14.3% Guarding services
11.1% Police equipment
10.6% Drones

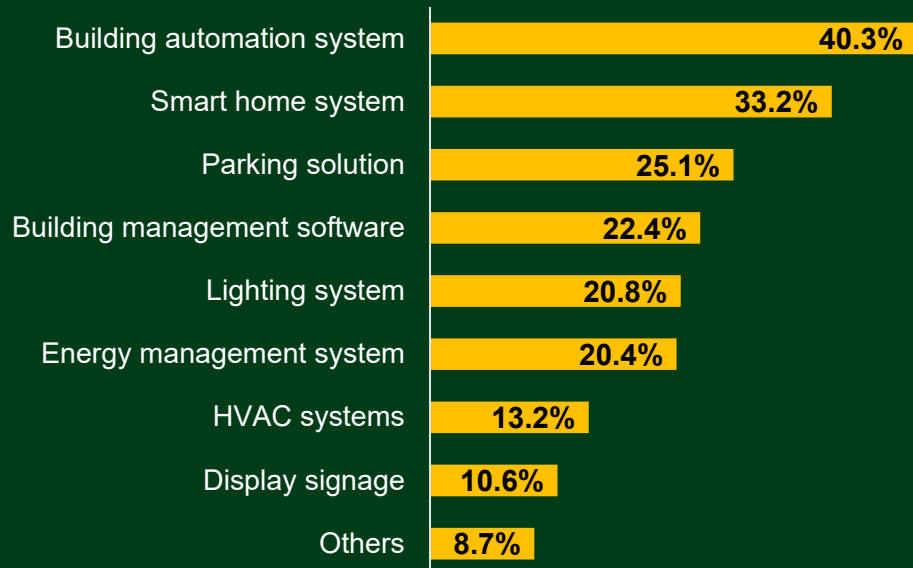
OTHERS



COMMERCIAL SECURITY



SMART HOME AND BUILDINGS



“ We rely on trade fairs like this to source suppliers and equipment. Secutech Vietnam is located very close to Cambodia, it's convenient for us to visit and compare prices with different new suppliers. There are 2 to 3 suppliers here that I will further discuss cooperation opportunities with.”

Ing Darith
Site Manager Service Division, CominKhmere, Cambodia

“ This year I can see exhibitors are showing more advanced and automated applications, especially in the smart home sector. I have found a few good suppliers and I plan to further discuss buying opportunities with them.

Nguyen Anh Vu
Director, Kim Truong Phat Engineering & Construction Co Ltd



FIRE SAFETY

ACTIVE FIRE SAFETY

27.1%	FIRE EXTINGUISHING EQUIPMENT
26.8%	Fire alarms
24.6%	Smoke detector
15.5%	Emergency public address
15.4%	Escape & emergency equipment
1%	Others

PASSIVE FIRE SAFETY

23.4%	FIRE RESISTANCE WALL AND FIRE STOPPING MATERIAL
19.2%	Fire / smoke dampers
10.3%	Fire-related windows and door partitions
9.7%	Steel coated with paint
9.0%	Fire preventive glass
8.6%	Fireproof testing equipment
0.8%	Others

DISASTER PREVENTION & RESCUE EQUIPMENT

Alarm and warning system	14.8%
Rescue system	11.7%
Communication system	10.2%
GPS tracker	9.7%
Analysis equipment	9.2%
PPE & hygiene protection kit	8.7%
Emergency supplies & recover equipment	6.3%
Extreme weather prevention	6.0%
First aid kit	5.6%
Others	0.4%

INDUSTRIAL SAFETY AND ENVIRONMENTAL SANITATION

Heat/fire sensor	14.3%
Personal protection equipment	12.0%
Industrial instrument & equipment	9.5%
Environment safety & detection protection	8.5%
Occupational healthcare equipment	7.0%
Chemical sensor	6.4%
Others	3.8%

FRINGE PROGRAMMES AND EVENTS

- SMART FACTORY CONFERENCE
- FIRE & SAFETY SEMINAR
- BUSINESS MATCHING TOURS



FRINGE PROGRAMMES



FIRE & SAFETY SEMINAR

14 August 2019 13:30-17:30

"Scientific and Technological Fire Protection Solutions for Mixed-Use Residential Properties With Stores and Workshops"

"We are a fire alarm system consultant and we are thinking to expand our business into devices that can detect fire more effectively. From the conference I have learnt about a lot of relevant technology from the speakers."
Attendee: Le Duc Hoa, Cty TNHH Tm Va Dv Tin Hoc Thien Hoa

Smart Factory Seminar

15 August 2019 09:30-12:00

"Smart solutions for factory management efficiency"

"A lot of the topics that we discussed at the conference are very practical for these manufacturers, and some attendees asked for further information after my presentation. Attendees can also find related products in the fairground, so bringing this conference to the show is really useful for the local industry."

Speaker: Mr Long Nguyen, CEO, Houselink

SPEAKERS AND SESSIONS

SMART FACTORY CONFERENCE 15.8.2019



Vietnamese market and incentive policies
on high-tech investment

*Nguyen Doan Thong, Director of Membership and Training,
Vietnam Chamber of Commerce & Industry*

Centimet Positioning System for
Industry 4.0 Factory Manufacturers

*Tran Trong Vinh, President of APSA-VN;
CEO of SilverSea*

Market report on Smart Factory
Solution Trends

Long Nguyen, CEO, HOUSELINK

KEY FOCUS:

Security, Fire Safety,
Energy Saving,
Management Efficiency



Smart Factory Solution Tour

Security - Fire Safety - Software & Platform

Design, build and operate factory
efficiently with VR, AR, and VDC

Matthias Lanouhe, Regional Manager, HASKELL

Personal protection and fire safety
technology for smart factory

Huyen Anh Vu, Application Development Engineer, 3M

Long Hau Industrial Park visit
with Satori factory tour

Strategic partner: HOUSELINK

STRATEGIC PARTNERS:



KEY FOCUS:

Mixed-use commercial buildings, industrial and factory zone

Fire & Safety Seminar

15.8.2019

Fire safety regulation and UL inspections **HCMC, SCDF, UL-LLC**

Fire safety designs, prevention systems, fire extinguishing and equipment technology for mixed-use buildings **FDMA, KFI, Markku Kauriala**

Fire safety research and development for fire warning and smart fire alarm systems **Firesmart, Nguyen Van Huynh Sao Viet Fire, Vietnam Automation**

Fire safety technology for smart factories **3M**

Technology innovation competition awards ceremony 2019 **VFRPD**

Fire protection alarm systems **Yun Yang**

“We believe that Vietnam should consider fire safety according to fire disasters which actually happened in the past in the past, based on ISO. Japan has developed its fire security system based on that, there might be a lot of things that Vietnam can learn from Japan.”

Mitsuteru Maehara / Yasuaki Shimamura,
Fire and Disaster Management Agency, Japan





SMART FACTORY CONFERENCE

5
SPEECHES

700+
ATTENDEES



AREA OF BUSINESS

- #1 CONSTRUCTION /
REAL ESTATE
- #2 Industrial/factory
- #3 Hi-tech industrial park
- #4 Telecommunication
- #5 Transportation

BUSINESS CATEGORIES

- #1 MANUFACTURER
- #2 Distributor/importer
- #3 System integrator/installer
- #4 Consultant
- #5 Contractor/M&E engineer



FIRE & SAFETY SEMINAR

13
SPEECHES

1,800+
ATTENDEES

AREA OF BUSINESS

- #1 CONSTRUCTION /
REAL ESTATE
- #2 Government
- #3 Hi-tech industrial park
- #4 Industrial/factory
- #5 Hospitality

BUSINESS CATEGORIES

- #1 DISTRIBUTOR/ IMPORTER
- #2 End user
- #3 Contractor/M&E engineer
- #4 Dealer/reseller
- #5 System integrator/installer



AUDIENCE BREAKDOWN



ATIXIS (engineering services for industrial and construction company)
Deanshoes (shoewear manufacturer)
Dongguan Bangyin Machinery Equipment (manufacturer of mask making machines)
Freetrend Industrial A Vietnam (OEM of athletic shoes)
Freyssinet Vietnam (civil engineering company doing construction and structural repair)
Fujica System (access control system manufacturer)
Japan Fire Equipment Inspection Institute
HILTI (technology, software and services for construction industry)
Hoang Ty Fire Protection Engineering
KDDI Vietnam (ICT solution provider)
Long Hau Industrial Park
MTV CNG NGH V THNG MI VN PHONG (equipment supplier)
OCI Vietnam (green energy and chemical company)
Patent Engineering (Singapore fire alarm control panel manufacturer and distributor)
Phu My Hung (infrastructure developer)
Tesla
Tri Viet Steel
Vietcom gps (transportation technology company)
VT P.L.U.S. (fire safety products importer and exporter)

NOTABLE SEMINAR AND CONFERENCE ATTENDEES



Business Matching Tours

680

**SUCCESSFUL
MEETINGS**

115+

TOURS

120+

EXHIBITORS



Surveillance system
Software & management platform
Component
Transmission
Biometrics
Smart locks
RFID & cards
Video door phone
Smart home
Sensor
Building management system

Fire extinguishing system
Fire control panel
Fire alarm system
Fire resistant material
Personal protection &
occupational equipment
Firefighter clothes
Industrial safety equipment
Fire vehicles
Disaster prevention and rescue

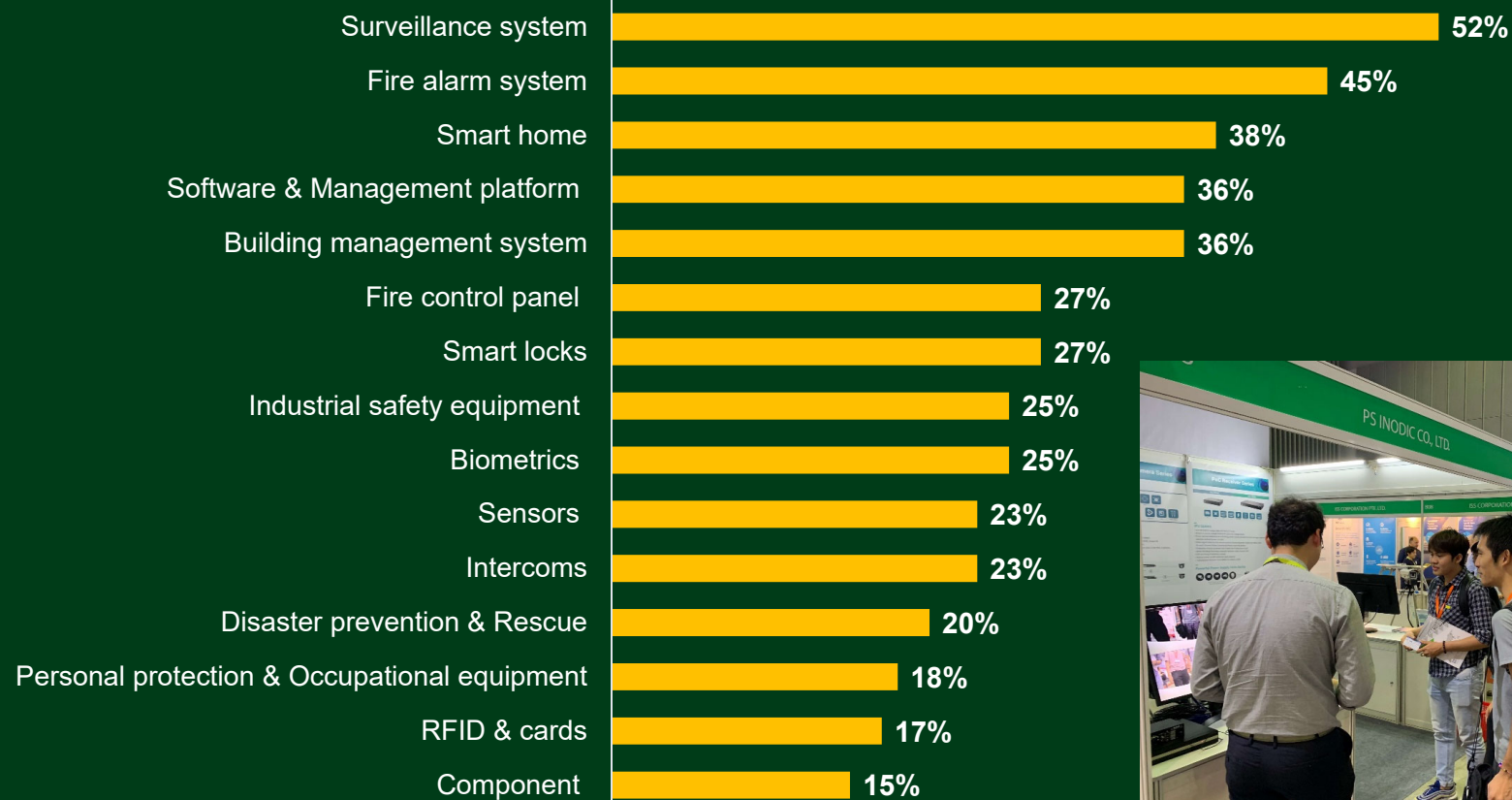
20 **KEY PRODUCT GROUPS**

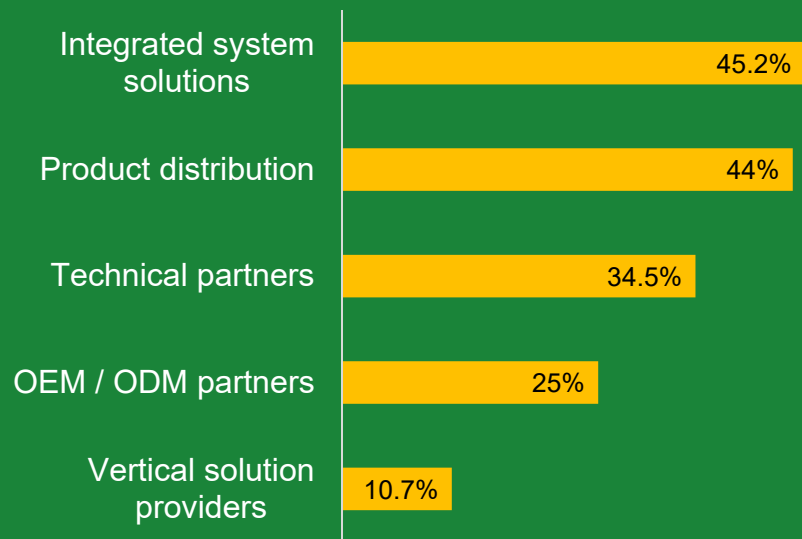
5 **VERTICAL FOCUS**

Industrial, Commercial, Residential, Hospitality, Transportation

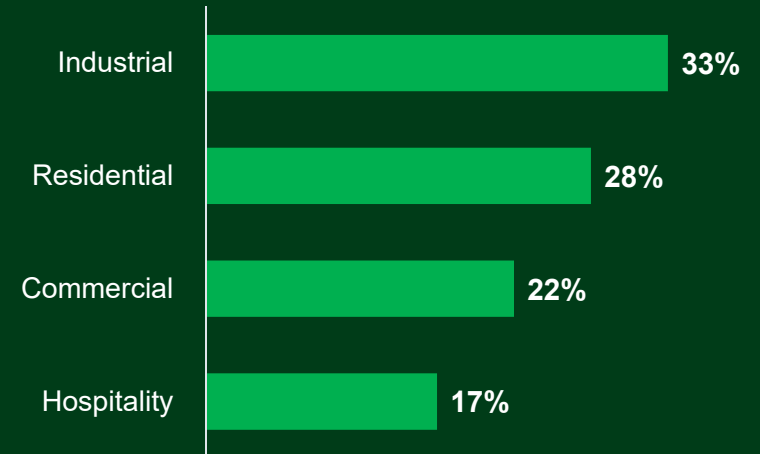


Business Matching: Products of Interest





TYPE OF BUSINESS THE VISITORS WERE LOOKING FOR



TOP VERTICALS FOR TOURS

73%

said they met highly relevant exhibitors and that the event was interesting and effective through the service.



**Business
Matching**

KEY VISITORS



A leading real estate developer who came to source for security and fire safety products for the residential sector. Projects include Biconsi Tower, Hiep Thanh Apartment, Phu Thinh Villa, etc.



A renowned property developer of condominium, townhouse and villa in the Ho Chi Minh City who came to source security and fire safety products for the hospitality sector



An experienced infrastructure developer who came to source fire safety and security products in the residential area. Projects include the export processing zones, industrial parks, apartments, villas, etc

Engineer



A largest electro-mechanical contractor in the Mekong Region with offices in Cambodia, Laos, Myanmar, Thailand and Vietnam. Projects include: Kampot Power plant, Phnom Penh International Airport, Victoria Angkor Hotel, Coca cola factory, National Bank of Cambodia



A leading general construction contractor in Vietnam for projects including VietinBank Tower (Hanoi), German House (HCMC) , Saigon Centre (HCMC), The Ascent and more than 90 projects across the country.



A M&E engineering company with offices in Vietnam, Singapore and Myanmar that offered services to hotel, steel factory, automotive factory warehouse, etc.

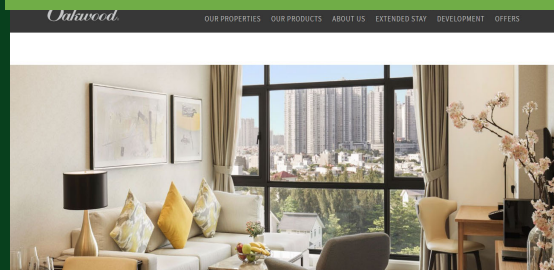
Hospitality

SHERATON HOTEL / VIETNAM



An international 5-star hotel chain with over 400 hotels in more than 70 global destinations.

OAKWOOD RESIDENCE SAIGON / VIETNAM



4-star hotel that offers fully furnished serviced apartments and is part of an integrated mixed-use development (Saigon South Place) which includes SC VivoCity shopping mall.

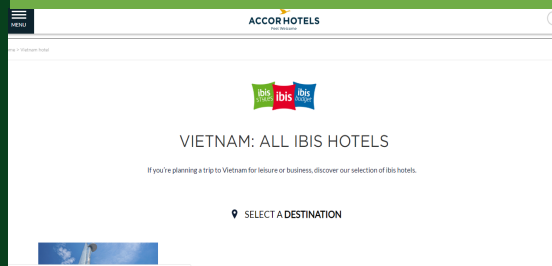
NORTHERN SAIGON HOTEL / VIETNAM



4-star hotel offering 99 well furnished rooms and suites in the middle of Saigon. Equipped with well stocked amenities and modern facilities, it's a well-visited choice for business and leisure travelers.

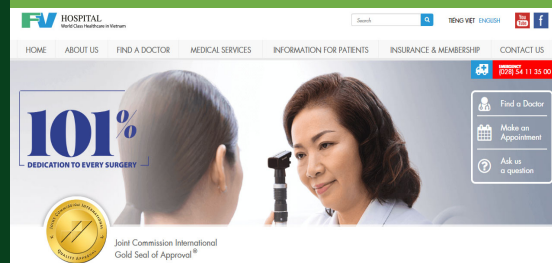
Healthcare

IBIS / VIETNAM



International hotel company owned by AccorHotels with more than 2000 hotels across six continents.

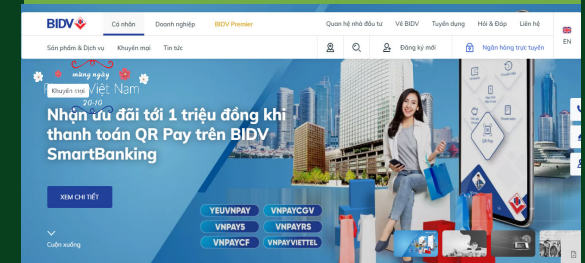
FV HOSPITAL/ VIETNAM



Leading tertiary, JCI accredited, multi-specialized healthcare facility located in Ho Chi Minh City that offers outpatient care to up to 1,750 patients a day.

Banking

BIDV/ VIETNAM



One of the top banks in Vietnam that is state-owned and has more than 100 branches, transaction offices and subsidiary locations.

Telecom

FPT TELECOM / VIETNAM



One of the largest telecommunication and Internet service providers who came to look for surveillance and software & management platform

VNPT / VIETNAM



Telecommunication service provider who came to look for smart home and sensor solutions.

Logistics

TNN LOGISTICS/ VIETNAM



A reputable logistics company operating in the ASEAN region that's interested in surveillance systems and industrial safety equipment

Manufacturer/Factory

CHING LUH GROUP / VIETNAM



A world's leading sports footwear manufacturer that came to look for software & management and smart locks.

AMIBA / VIETNAM



A plastic packaging manufacturer with over 15 years of experience that came to source for fire control panel and industrial safety equipment

SHISEIDO VIETNAM / VIETNAM



A cosmetics production brand from Japan in Amata Industrial Park that manufactures products such as cosmetics, hair styling agents and facial cleansers for the Japanese market.

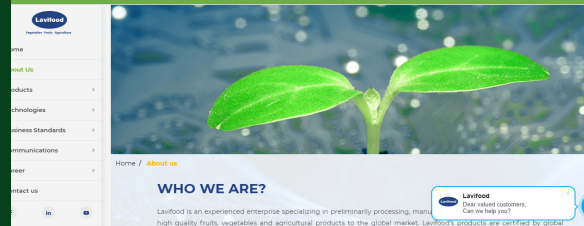
Manufacturer/Factory

SAMSUNG/ VIETNAM



The electronics factory in Thai Nguyen employs more than 60,000 people and accounted for almost a quarter of Vietnam's total export in 2018

LAVIFOOD/ VIETNAM



An experienced enterprise specializing in processing, manufacturing and processing in Vietnamese fruits, vegetables and agricultural products to the global market.

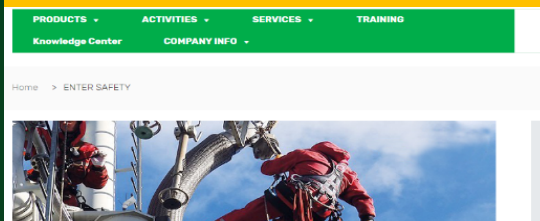
NIKE/ VIETNAM



A top international brand and manufacturer of sport shoes and apparels, equipment, accessories and services.

Distributors/system integrators/installers

RINCO SAFETY / CAMBODIA



A safety equipment distributor for emergency and rescue equipment and various personal protective equipment and clothing.

LIBRA SECURITY / CAMBODIA



A professional guard service and comprehensive security solutions provider for security, surveillance, access control and entrance & exit control for vehicle. Came to source advanced security and fire safety solutions for residential.

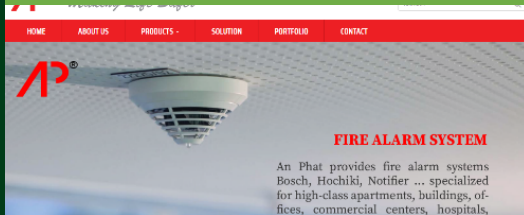
SUNSHINE JSC/ VIETNAM



A leading distributor of IT products for Compaq, Hewlett Packard, Borland, MGE-APC, IBM and Lenovo in Vietnam

Distributors/system integrators/installers

AN PHAT TECHNOLOGY / VIETNAM



A leading importer and authorized distributor of firefighting equipment, carrying intentionally certified products from the US, Germany, etc.

MINH GIAO TECHNICAL & TRADING / VIETNAM



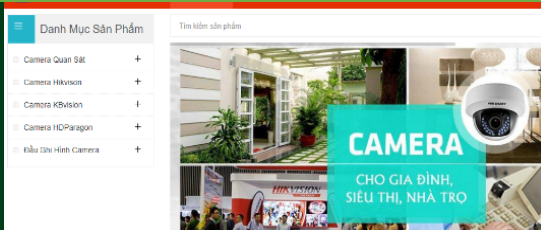
An authorized distributors of surveillance systems, PA system, fire alarm, smart home, access control, BMS, etc.

VAN MINH FIRE PREVENTION & FIGHTING / VIETNAM



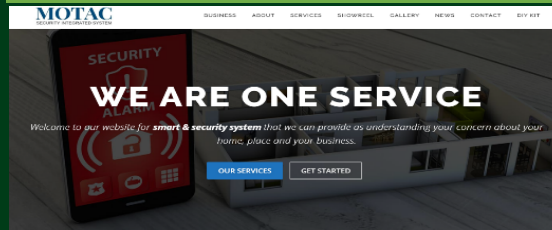
Distributor and contractor of firefighting equipment. Projects include Imperia An Phu, Apartment Hagl Gold House, Cantavil Premier Building

PHONGNAM/ VIETNAM



A key distributor and installer for surveillance cameras and DVR. Projects include: Saigon Beer Group, Dong Nai Steel Factory, Cityland Villa, Duong Hong Residential Area, etc.

MOTAC / VIETNAM



A trusted systems integrator that provides home security, automation solution, surveillance systems, access control, alarm and parking systems for residential and commercial markets

SAO BAC DAU / VIETNAM



A trusted IT systems integrator that provides IT and telecom system integration and IT infrastructure services, serving clients across banking, government, telecommunication, hospital, etc

secutech

VIETNAM

20-22 August 2020

SECC, Ho Chi Minh City, Vietnam



Add this event to your calendar!



messe frankfurt