



THE 16TH INTERNATIONAL EXHIBITION ON ELECTRICAL TECHNOLOGY & EQUIPMENT - **VIETNAM ETE 2023**

THE 13TH INTERNATIONAL EXHIBITION ON PRODUCTS, TECHNOLOGIES OF ENERGY SAVING & GREEN POWER - **ENERTEC EXPO 2023**

From July 19th - 21st, 2023

Saigon Exhibition and Convention Center (SECC)
District 7, Ho Chi Minh City

Build *STRENGTHS*

Bring *SUCCESS*



POST SHOW REPORT

Supporting Organizations:

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

Sponsoring Organization:

Ho Chi Minh City Department of
Industry and Trade

Organizers:

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

Domestic Co-Organizer & Main Sponsor:

Ho Chi Minh City Power Corporation - EVN HCMC

International Supporting Organizations:

China Electricity Council (CEC)
China Council for the Promotion of International Trade Electric Power Industry Office (CCPIT)
China Chamber of Commerce for Import and Export of Machinery and Electronic Products (CCCME)

International Co-Organizer:

Fujian Zhenglian International Exhibition Business Co., Ltd. (China)



C.I.S vietnam



SHOW REPORT



From July 19th - 21st, 2023

Saigon Exhibition and Convention Center (SECC)

District 7, Ho Chi Minh City

Overview

The 16th International Exhibition on Electrical Technology & Equipment – Vietnam ETE 2023 and the 13th International Exhibition on Products, Technologies of Energy Saving & Green Power – Enertec Expo 2023, an annual event supported by Ministry of Industry and Trade, under the direction of HCMC People's Committee, hosted by HCMC Department of Industry and Trade, co-organized by C.I.S Vietnam Advertising & Exhibition JSC and Ho Chi Minh City Center of Supporting Industries Development from July 19th to 21st, 2023 at Saigon Exhibition & Convention Center - SECC, Ho Chi Minh City, was a great success.

Over 16 years, Vietnam ETE & Enertec Expo 2023 has once again cemented its position as the leading exhibition of Electrical Equipment and Green Power industries

in Vietnam. The exhibition has opened up opportunities for domestic and international companies to network, introduce products, strengthen trade promotion activities, expand production and business, significantly contributing to the development of the electricity and energy industries.

10,000sqm

Exhibition space

350+

Exhibitors

550+

Booths

14,000+

Visitors



EXHIBITION ACTIVITIES

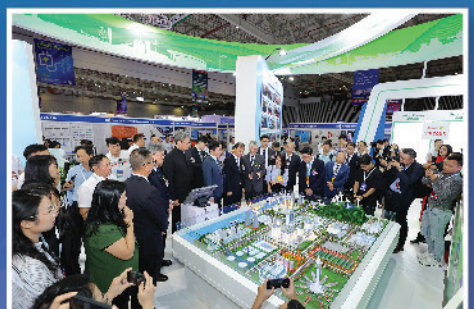
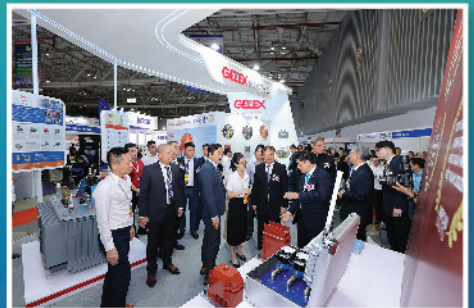
OPENING CEREMONY

Time : From 08:30 - 10:30 on July 19th, 2023

Venue: Saigon Exhibition and Convention Center (SECC)

GUESTS OF HONOR

1. **Mr. Do Thang Hai** - Deputy Minister of Industry and Trade
2. **Mr. Bui Ta Hoang Vu** - Member of the municipal Party Committee, Director of Ho Chi Minh City Department of Industry and Trade
3. **Mr. Pham Tuan Anh** - Deputy Director of Vietnam Industry Agency
4. **Ms. Nguyen Thi Kim Ngoc** - Deputy Director of Ho Chi Minh City Department of Industry and Trade
5. **Ms. Bui Hoang Yen** - Deputy Chief Representative of Vietnam Trade Promotion Agency, Ministry of Industry and Trade
6. **Mr. Tran Phu Lu** - Director of Investment and Trade Promotion Centre of Ho Chi Minh City
7. **Mr. Vo Quang Lam** - Deputy General Director of Vietnam Electricity (EVN)
8. **Mr. Bui Trung Kien** - Deputy General Director of Ho Chi Minh City Power Corporation – EVN HCMC
9. **Mr. Huynh Van Anh** - Deputy Director of Tien Giang Department of Industry and Trade
10. **Mr. Wei Huaxiang** - Consul General of China in Ho Chi Minh City
11. **Mr. Yu Xuehao** - Deputy Secretary General - China Electricity Council (CEC)
12. **Mr. Zhang Yanjun** - Vice President - Dongfang Electric Corporation
13. **Mr. Wang Shouhe** - Board Director - China National Nuclear Corporation Overseas Ltd.
14. **Mr. Shi Weiqi** - Chairman of China Guangdong Nuclear Energy International Holdings Co., Ltd.



SPECIALIZED CONFERENCE



Time: From 09:00 on July 20th, 2023

Venue: Conference Room – 2nd Floor, SECC, District 7, HCMC
Topic **"Energy-saving activities and Green Power"**

Guests:

Ms. Nguyen Thi Kim Ngoc - Deputy Director of Ho Chi Minh City Department of Industry and Trade

Ms. Vu Thi Thu Hang - Officer in charge of USAID's Project on Technical Assistance in Urban Energy Distribution in Vietnam

NO.	TOPIC	SPEAKER
1	Presentation on the implementation of the Net-Zero Plan	Mr. Cao Tung Son , Head of Department of Meteorology, Hydrology and Climate change, HCMC Department of Natural Resources and Environment
2	Some highlighted activities of USAID's Project on Technical Assistance in Urban Energy Distribution in Vietnam	Mr. Nguyen Thanh Ha , Head of Component 1, USAID's Project on Technical Assistance in Urban Energy Distribution in Vietnam
3	Energy infrastructure for electric motorbikes: Solution for exchanging and sharing batteries	Mr. Nguyen Dinh Quang , Co-founder, Deputy Director, Selex Smart Electric Vehicles Joint Stock Company
4	Lighting as a Service (LaaS)	Mr. Nguyen Bach Viet , Founder - General Director, VIoT Technology Joint Stock Company
5	Zero export solution for rooftop solar power	Mr. Mai Van Trung , Deputy General Director, Nami Energy Company Limited
6	Solar power safety issues: Optimizing fire safety in energy production	Mr. Hoang The Vinh , Sales Manager, SolarEdge Technologies Co., Ltd.
7	Solution for management and automation of air conditioning system	Mr. Truong Minh Dat , Co-Founder - General Director, Benkon Corporation
8	Green Finance/Sustainable Finance	Mr. Tran Anh Phong , Manager – Corporate and Institutional Banking division, Standard Chartered Bank

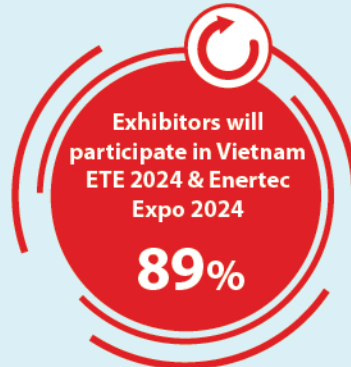
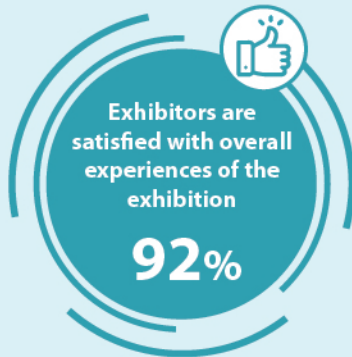


STATISTICS ON EXHIBITORS

EXHIBITORS ARE SATISFIED WITH THE NUMBER AND QUALITY OF VISITORS

➤➤ **93%** are satisfied with the number of visitors

➤➤ **96%** are satisfied with the quality of visitors



HIGHLIGHTS OF EXHIBIT PROFILE

➤➤ Electric transmission equipment & system	44%	➤➤ Energy storage devices (Batteries, accumulators, etc.)	15%
➤➤ Civil Electrical Products & Equipment	29%	➤➤ Industrial Automation & Controls Technology	14%
➤➤ Power generation equipment & system	23%	➤➤ Lighting Technology & Equipment	7%
➤➤ Renewable Energy	21%	➤➤ Smart Electrical Technology & Equipment	6%
➤➤ Energy and Power Saving Services & Solutions & Others	18%	➤➤ Building Automation & Controls Technology	5%

EXHIBITOR REVIEWS

Mr. Ngo Hai Long

Sales Department of Gelex Electric

This year is the 14th consecutive time we have participated in Vietnam ETE & Enertec Expo. This year we have brought the best products as well as products launched for the first time in Vietnam. Every year I participate in the Exhibition, I notice that the following year's scale and organization are larger and better than the previous year. We have had many opportunities to cooperate and trade with suppliers. We would like to express our gratitude and expect that the Organizing Board will maintain the organization of exhibitions like this in the coming years. We will definitely participate annually because this is a very good opportunity for us to promote our brand.

Mr. Dylan Wu

Sales executive - HAMAK Solar

Our company provide products of good quality from Taiwan. This is the first year we have showcased our products as exhibitor at Vietnam ETE & ENERTEC EXPO but last year we visited as visitor. I think this is a great platform and opportunity of great value for my company to present our products to everyone. The exhibition brings exhibitors and visitors to the same venue, so we can talk to each other, we can see how we can cooperate with each other, and it creates opportunities that we could not imagine. The venue is very good and versatile. Exhibition quality is excellent!

Mr. Nguyen Tran Thanh Long

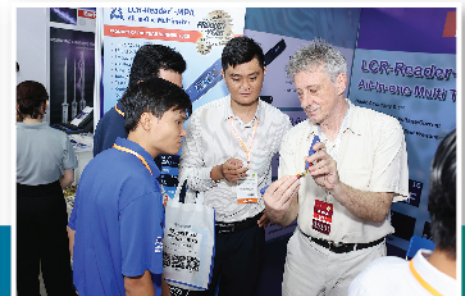
General Director and President of Dat Vinh Tien Co.,Ltd.

At this exhibition we have brought very quality products, which are franchised products from international corporations as well as researched by Dat Vinh Tien ourselves. I have attended a few exhibitions before, but this is the first time we have participated in Vietnam ETE & Enertec Expo, whose scale is very impressive and professional. I highly expect that at this exhibition, we can find and cooperate with suppliers & customers to help them better understand and access Dat Vinh Tien's products in the future. Dat Vinh Tien will surely accompany the exhibition in the coming years because I think this exhibition is very effective and useful for businesses.

Mr. Ryzhuk Oleg

Country Manager for Vietnam & Cambodia - TENSE ELEKTRONIK

We have been present in Vietnam since 2019 and have been selling mostly products for measurement and control. This is the first time we have participated in Vietnam ETE & ENERTEC EXPO as we see that we have a strong need to be close to our customers and bring the brand to the Vietnamese customers. This exhibition is a good opportunity for us to make the market aware of what we have to offer. We are very happy to be among the participants. Everything looks like we will continue to participate.



STATISTICS ON VISITORS



14,000+
Visitors

10,000+
Trade Visitors

FROM 25 COUNTRIES AND TERRITORIES

16% International

Antarctica, Afghanistan, Australia, Bangladesh, Cambodia, Canada, China, Denmark, France, Hong Kong, India, Italy, Japan, Korea, Malaysia, Netherlands, Norway, Russian Federation, Singapore, Sri Lanka, Taiwan (China), Thailand, UK, USA

84% Vietnam

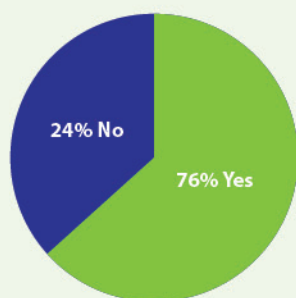
VISIT PURPOSE

» Order products / Find new suppliers	33%	» Evaluate the exhibition for future participation	14%
» Establish new distribution channels	40%	» Find out new products, technologies and services	44%
» Meet current business partners	30%	» Others	0.7%

FIELDS OF INTEREST

» Power generation equipment & system	40%	» Energy and Power Services & Solutions	25%
» Smart Electrical Technology & Equipment	39%	» Energy storage devices (Batteries, accumulators, etc.)	20%
» Renewable Energy	32%	» Building Automation & Controls Technology	23%
» Civil Electrical Products & Equipment	29%	» Automation & Controls Equipment	23%
» Electric transmission equipment & system	28%	» Others	1.5%
» Lighting Technology & Equipment	28%		

PRODUCT PURCHASING DECISION



SATISFACTION LEVEL



VISITOR REVIEWS

Mr. Hai

I have attended this exhibition many times. This year, the scale of the exhibition is very large and there are many new suppliers participating in the exhibition from many countries such as Europe, China, Taiwan, Korea, etc., giving visitors many choices. The organization process is convenient for visitors, everyone received very good support. Next year I will definitely come back and source newer products for my company, and introduce them to my friends and business partners if they have the demand.

Francois from France

This is the first time I have visited this exhibition and I am looking for suppliers. I think the scale of the exhibition is very good, with a wide range of specialized products and services.

STATISTICS ON BUYERS

Direct 1:1 B2B Business Matching activity between Buyers & Suppliers took place on both days July 20th & July 21st with impressive numbers

1700+

Interested companies registered & thousands of direct business matching sessions

BUYER'S PARTICIPATION PURPOSE

» Purchase, order products	48%
» Find new distribution channels, distribution agents	39%
» Evaluate the exhibition for future participation	13%

BUYER'S FIELDS OF INTEREST

» Power generation equipment & system	48%
» Electric transmission equipment & system	48%
» Smart Electrical Technology & Equipment	50%
» Lighting Technology & Equipment	47%
» Building Automation & Controls Technology	25%

» Industrial Automation & Controls Technology	20%
» Civil Electrical Products & Equipment	32%
» Renewable Energy	40%
» Energy and Power Services & Solutions	30%
» Energy storage devices (Batteries, accumulators, etc.)	25%

BUYER REVIEWS

This is the second time I have come to this exhibition. After meeting with the suppliers here, I have had the opportunity to connect with them regarding the equipment that we demand. The scale of Vietnam ETE & Enertec Expo 2023 is very large and there are a lot of international pavilions, as well as many suppliers from countries around the world. This is a very good opportunity for domestic and international companies to network with each other. Next year I will come back.

I'm from Turkey and have been living in Vietnam for 8 years. Vietnam ETE & ENERTEC EXPO is a great exhibition actually. This is quite good for networking, finding customers, sourcing suppliers, good partners, and other activities. In this expo, I met quite high potential companies that we can create partnership in the future. I hope more Turkish exhibitors will come next time.



COMMUNICATION



With good visibility and comprehensive multi-channel promotional campaigns, we can bring numerous promotional benefits, enhance brand awareness for exhibitors, and create unlimited business opportunities for all participating companies.

Reaches on
online advertising
channels

1,000,000+

Page post
engagements on
website, fanpage

500,000+

Marketing emails

200,000+

Sent SMS
messages

50,000+

Invitations in hard
copy

10,000+

Bandrolls in streets,
industrial zones

600+

Pieces of news &
articles during the
event

250+

Press agencies
reported on the
Exhibition

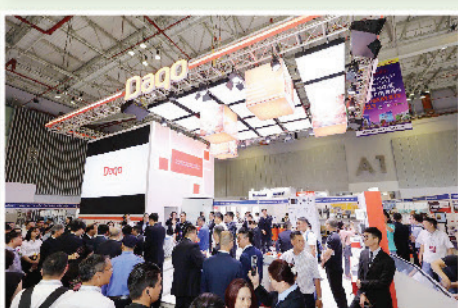
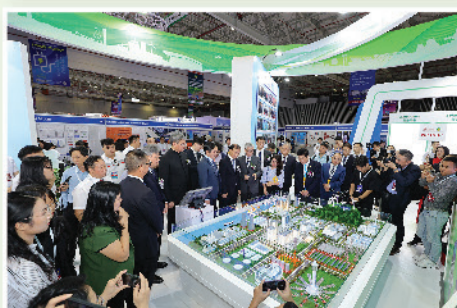
60+

Television
agencies reported
on the Exhibition

10+



PHOTOS OF THE EXHIBITION



SEE YOU AGAIN

FROM JULY 17TH - 19TH, 2024

SAIGON EXHIBITION & CONVENTION CENTER (SECC)



THE 17TH INTERNATIONAL EXHIBITION ON ELECTRICAL
TECHNOLOGY & EQUIPMENT

VIETNAM ETE

AND PRODUCTS OF ENERGY SAVING & GREEN POWER

ENERTEC EXPO 2024

CONTACT US NOW FOR THE BEST LOCATION!

C.I.S VIETNAM ADVERTISING & EXHIBITION JOINT STOCK COMPANY

MS. THU HUONG * M. (84) 94 765 1990 * **E. huong@cisvn.com**

HO CHI MINH CITY CENTER OF SUPPORTING INDUSTRIES DEVELOPMENT

MR. MANH TRUONG * M. (84) 979 933 139 * **E. dmtruong.sct@tphcm.gov.vn**