

# MTA VIETNAM 2016

SINCE 2005

# POST SHOW REPORT

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Organiser



Local Organiser



VCCI EXHIBITION  
SERVICE CO LTD

Worldwide Associate



Overseas Exhibition Services Ltd



# VIETNAM'S LEADING EXHIBITION FOR PRECISION ENGINEERING AND MANUFACTURING TECHNOLOGIES

The depth and breadth of the manufacturing technology value chain was on display at the recent MTA VIETNAM2016, staged from 5 - 8 July 2016 at the Saigon Exhibition and Convention Center (SECC), Ho Chi Minh City, Vietnam. Featuring a wide range of top-notch technologies and products, this year's event was the largest and most comprehensive yet.

\*Source: MTA VIETNAM2016 Post show Press Release



**05 - 08 / 7 / 2016**



**09:00 - 17:00 daily**



**+84 8 3930 7618 / 111**



**MTAVietnam**



**mtavietnam@vietallworld.com**



**Business and trade professionals only**

## MTA VIETNAM2016 QUICK FACTS

▶ **12,626** Attendees

▶ **11,000SQM** Exhibition space

▶ **416** Exhibitors

▶ **24** Countries / Regions  
*Australia, Belgium, China, Denmark, Finland, Germany, Hong Kong, Indonesia, Israel, Italy, Japan, Korea, Malaysia, Netherlands, Philippines, Poland, Singapore, South Africa, Taiwan, Thailand, Turkey, United Kingdom, United States of America, Vietnam*

▶ **13** Group pavilions  
*Germany, Japan, Korea (6), Singapore, Taiwan (3), Thailand*

**MR. C. H. MOH**  
Technical Advisor, Unify Tech  
*Exhibitor*

“We have participated in MTA VIETNAM since its first foray. Into its 14<sup>th</sup> edition, the show is getting bigger and bigger compared to the previous editions, attracting foreign companies and manufacturers. We are greatly surprised of the first show day as we have seen a strong flow of potential customers who came and sourced for high-value machine tools. Two of our showcased machines have been sold already, which is a very good news for us. Based on this arousing start, we believe that the next two days will be even more fruitful and productive.”





## SECTORS REPRESENTED BY EXHIBITORS

TOP  
4

01

Metalcutting Machines

03

Cutting Tool & Tooling System

02

Metrology  
(Test & Measurement Systems)

04

Metalfforming Machines

## WHAT OUR EXHIBITORS SAY

### Mr. Nguyen Thanh Hoa

Country Manager, Makino Vietnam Co., Ltd.

Makino is a leader in advanced manufacturing machine tool technology, particularly in metal-cutting and manufacturing technology, die-mold tools, machining centers and wire EDM machines. In my point of view, this 2016 event has significantly evolved into a larger scale, with a wider range of technologies and products on the show floor. For Makino, MTA VIETNAM is a great marketing platform where we can introduce our machines to a variety of customers as well as networking with other industrial leaders and think-tanks.

### Mr. Ricky Hwa

General Director, Yamazaki Mazak Vietnam Co., Ltd

We have joined MTA VIETNAM for several years. This is a very good chance for us to network and forge relationships with a lot of potential customers. The scale of MTA Vietnam this year is surprisingly getting bigger. It has gone so far compared to the previous editions. We have achieved many fruitful results in the very first day as we have already sold two of our machines and received many enquiries.

### Mr. Lee Joon Ho

Director, YG-1 VIENAM Co., Ltd

Our company is YG-1, we mainly focus on producing cutting tools and tooling systems. MTA VIETNAM is a very helpful opportunity for us to understand the business fields in Vietnamese manufacturing industry. It also helps us find more potential customers as well as gain more crucial insight about our competitors. We will definitely return to MTA VIETNAM next year and the years to come.



# SPOTLIGHT ON THE VISITORS

## TRADE VISITORS BY COUNTRIES/REGIONS



Vietnam: 9559  
**95.9%**

International: 410  
**4.1%**

China, Cambodia, Finland, France, Germany, Hong Kong, Italy, Japan, Malaysia, New Zealand, Nigeria, Philippines, Sierra Leone, Singapore, South Africa, South Korea, Switzerland, Taiwan, Thailand, Turkey, Ukraine, United States, Venezuela

## TRADE ATTENDEE FIGURES



PRESS

**96**



EXHIBITING STAFF

**2,561**

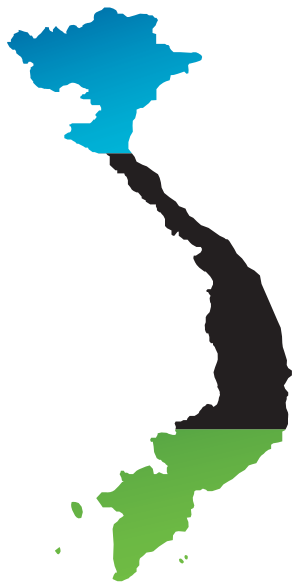


TRADE VISITORS

**9,969**

**TOTAL: 12,626**

## TRADE VISITORS BY PROVINCES



**NORTH: 163**

**1.7%**

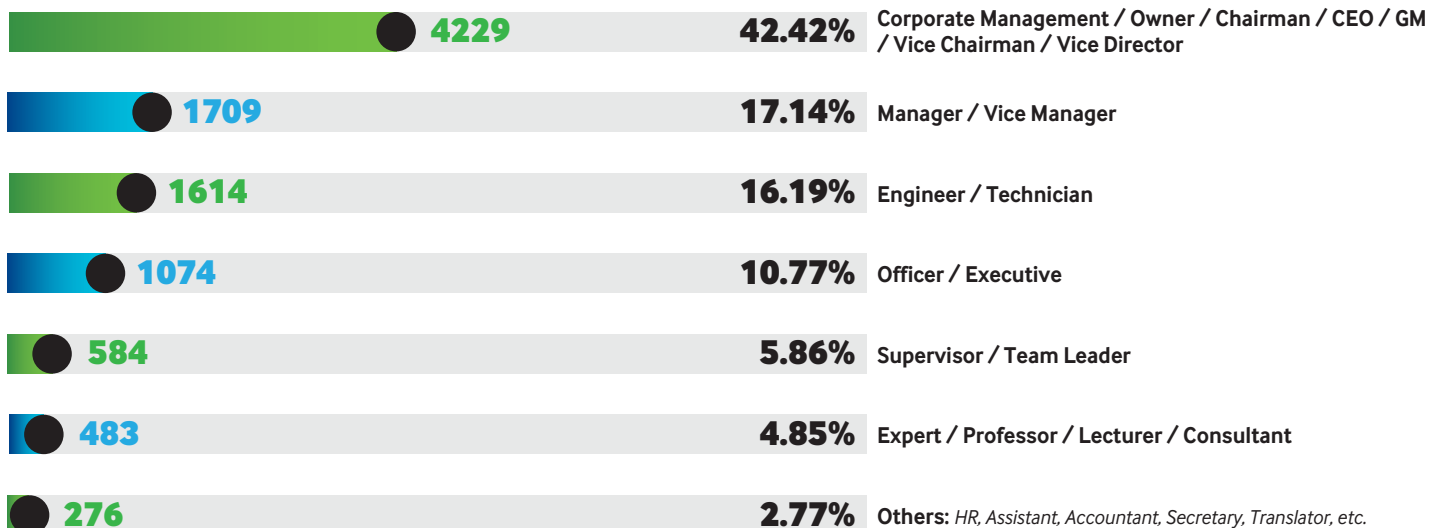
**CENTRAL HIGHLAND: 70**

**0.7%**

**SOUTH: 9326**

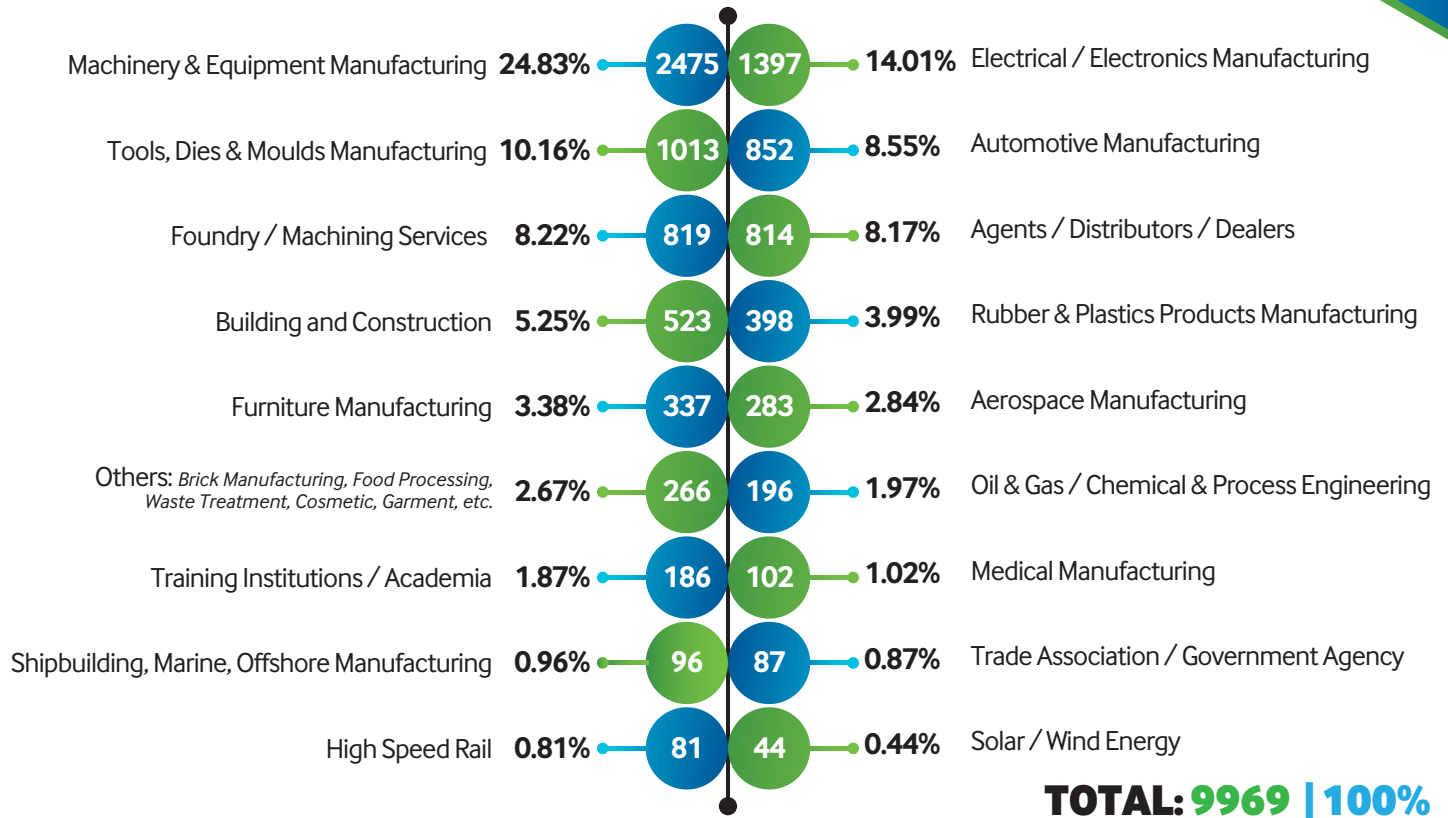
**97.6%**

## TRADE VISITORS BY OCCUPATION



**TOTAL: 9969 | 100%**

## TRADE VISITORS BY TYPE OF BUSINESS



## TRADE VISITORS BY PRODUCTS & SERVICES INTEREST \*



\*Visitor may tick more than one option

**TOTAL: 35671 | 100%**



# VOICE OF OUR TRADE VISITORS



## Mr. Nguyen Trung Luan

Manufacturing Manager, Daikou Vietnam Co., Ltd

Our company has visited MTA VIETNAM many times, but there are always new things to discover in each edition - great experiences, latest equipment and technology as well as the quality of exhibitors. This edition is so far better than the previous one as more machine tools were on display that meet our manufacturing needs. We were pleased with the result of this visit and look forward to seeing you at the next edition in 2017.



## Ms. Tran Thi Ngoc Chau

Moulding Leader, Muto Vietnam

Every time I come here I see how much the show is growing. It is definitely a great platform for networking! Our team of molding department was able to witness the latest technologies and new trends, and see major brands under one roof. Moreover, I have met new suppliers that are suitable for our manufacturing line. We would like to thank the organiser for their warm welcome and we definitely come back next year.



## Mr. Bui Ngoc Linh

Project Manager, Technos Corp

We have visited MTA VIETNAM since its first edition in 2011. The exhibition is growing year after year. In this edition, the show floor is packed up with strong presence of local and international exhibitors, especially the ones from Europe that help us to stay up to date with the latest technologies of the Western. Our purpose of visiting this year is not only to source for new suppliers but also to study market and consider exhibiting at MTA Vietnam2017. We look forward to attending the next edition and to seeing continued growth.

99%

Of visitors stated that they will return to MTA VIETNAM2017

98%

Of visitors stated that they were "satisfied" to "very satisfied" with MTA VIETNAM2016

76%

Of visitors stated that they are likely to buy products featured at the show

## INFORMATIVE SEMINARS



TAITRA

Taiwan Machine Tool Products Launch at MTA VIETNAM2016



Vietnamese Engineering Enterprises:  
Development Cooperation In The Integration Process



Vietnam's Manufacturing Industry Development - Samsung  
Vendor Pre-qualification Seminar



Computerised Production Control Systems for Industrial  
Manufacturing

Importance of Material Requirement Planning (MRP)  
In Operations Management



Vietnam Enterprises:  
The movement Towards The Professionalisation of High-value  
Manufacturing In The Integration

NEXT SHOW DATE  
**4-7 JULY 2017**



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