

HVACR-PS Vietnam once again opened its doors to the Heating, Ventilation, Air-conditioning, Refrigeration, Air Filtration, Purification & Process Systems industry professionals from 5 to 7 March 2013. The event showcased two sectors of the industry with a focus on bringing together buyers, suppliers and manufacturers under one roof. Co-located along with HVACR-PS Vietnam was INMEX Vietnam, an international exhibition on Shipbuilding, Ship Repairs, Shipping, Maritime Engineering, Offshore Engineering & Technology and Ports & Logistics.

The event was attended by over 300 participating companies and brands from over 16 countries under one roof during the 3 day event. There were 7 country pavilions and an attendance of 6,043 trade visitors who attended the event networking with some 550 exhibiting companies.

Apart from the exhibition, the event featured several pre-event and post-event networking activities, including the VIP Buyer Program, Buyer Meetings and Technical Seminars/Product Showcase. The exhibition was privileged to be supported by local and international industry bodies such as the Ministry of Industry & Trade, Ministry of Planning & Investment, and Ministry of Science & Technology, Ministry of Transport, the Vietnam Community of Heating, Ventilating, Air-conditioning & Refrigerating Engineers (HVACR.VN) and the Taiwan Metal Industry Association.

A special note of thanks must be accorded to both local and foreign exhibitors and participants, the media partners for their support and publicity, our agents and suppliers as well as to all visitors, who has helped in making HVACR-PS Vietnam 2013 a resounding success!

POST SHOW REPORT - 2013



FACTS AT A GLANCE

Total space area:	5,000 sqm
No. of Country Pavilions:	7 Pavilions
Countries:	16 Countries Vietnam, China, Germany, Hong Kong, Italy, Japan, Korea, Malaysia, Netherlands, Norway, Poland, Russia, Singapore, Thailand, Turkey, USA
No. of exhibitors/ Participating companies:	550 companies 218 international companies 332 local companies
No. of visitors:	6,043 visitors
Supported by:	Ministry of Industry & Trade Ministry of Planning & Investment Ministry of Science & Technology Ministry of Transport

ORGANISED BY:

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exhibitions

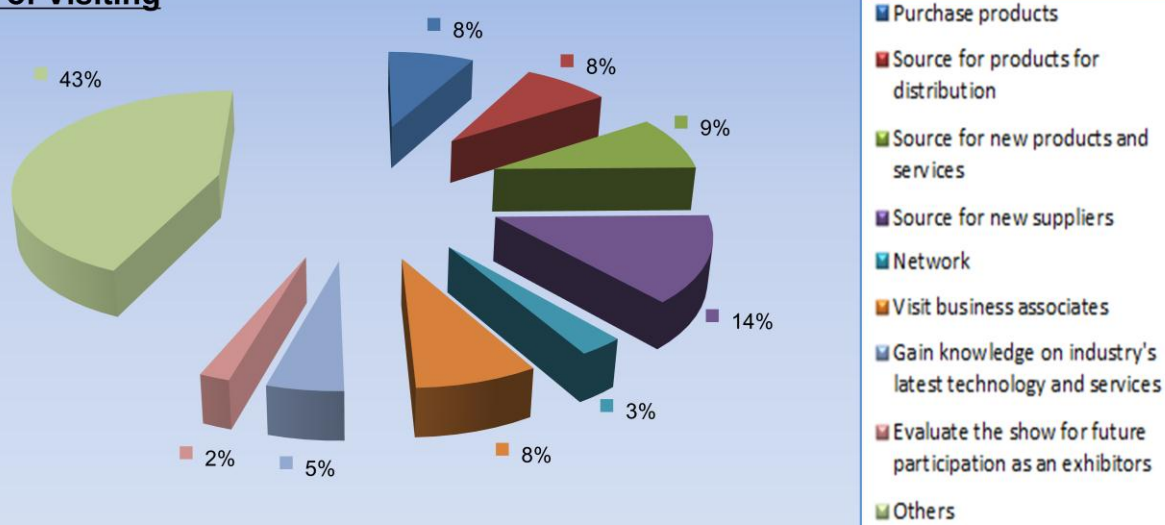


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SUMMARY OF VISITORS | Total number of Visitors: 6,043

Purpose of Visiting



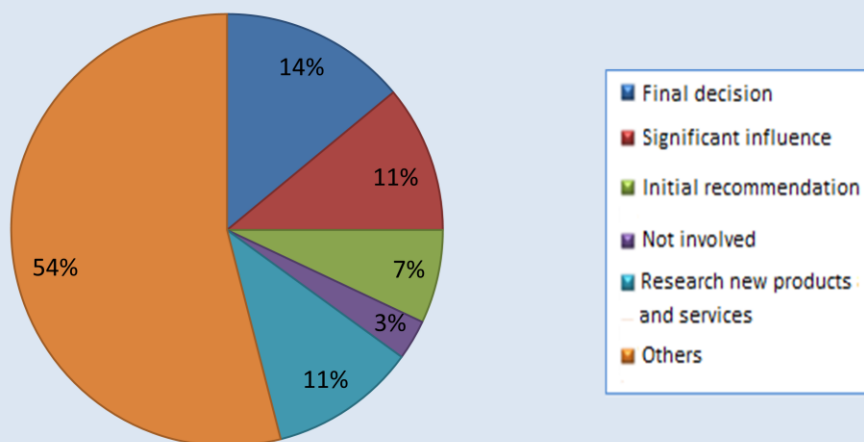
43% of the visitors came to source for new products and services

22% of the visitors said they are interested to source for distribution and new suppliers

73% of the visitors came to source for new products/services/distribution/suppliers and make purchase

483 visitors said they visit to make purchase

Purchasing Power



54% of the visitors said they have significant influence on purchase

14% of the visitors said they are decision makers to make purchase

Special Events and Activities

Press Conference

The press conference was held at the Legend Hotel on the 4th of March and was well attended by over 60 local and regional press reporters including local business newspapers, radio and television.

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|---------------------------------|------------------------------|--------------------------------|
| - Industry Magazine | - Vietnam Business Forum | - Vietnam Logistics Review |
| - Newspaper of Industry & Trade | - Vn Business Newspaper | - Vietnam Shipper |
| - VnExpress | - Dat Viet Newspaper | - Visaba Times |
| - Saigon Times | - Thanh Nien Newspaper | - HCMC Television (HTV) |
| - Vietnam News | - Vietnam Economic Times | - Vietnam Corporation TV (VTC) |
| - Vietnam News Agency | - Tien Phong Newspaper | - Vietnam Television (VTV) |
| - Trade Magazine | - Vietnam Economic News | - Associated Press |
| - Vietnam Investment Review | - Vietnam Shipping Gazette's | - VITV ... |

Opening Ceremony

The Official Opening Ceremony of HVACR-PS Vietnam and INMEX Vietnam 2013 was graced by the relevant industry players and dignitaries namely:

Mrs. Ho Thi Kim Thoa, Vice Minister, Ministry of Industry & Trade in Vietnam

Dr. Bui Van Quyen, Director General, Chief Representative of Ministry of Science and Technology in HCMC

Mr. Pham Cong Truc, Vice Chief Representative of Ministry of Transportation

Mr. Tran Vinh Nhung, Vice Deputy Director, Department of industry and Trade of Ho Chi Minh City

Mr. Truong Quy Ky, Chief Representative of Ministry of Construction



Special Events and Activities

Pre-event Cocktail Reception and Industry Night

The Pre-event Cocktail Reception was held at The Slate Bar at Movenpick Saigon on 4th of March whilst the Industry Night was held at the Windsor Hotel on 5th of March which drew hundreds of attendance at the functions. Both these events were well attended by Buyers and Sellers from Vietnam and overseas which provided an ideal setting for them to network and unwind in a relaxing ambience for closer networking.



EXHIBITOR TESTIMONIAL

"We had an excellent opportunity to meet and exchange with a huge group of existing and potential customers in various economic fields at HVACR-PS Vietnam 2013. We are happy with the many potential enquiries from the visitors. The show was so impressive throughout with excellent hospitality, support, arrangement in professional manner from the organizer, Informa Exhibitions"

Mr Bunshi Ono, Director of Ebarac, Vietnam Pump Company (EVPC)

Special Events and Activities

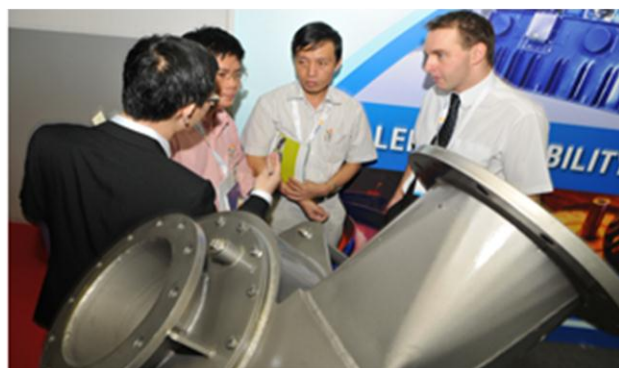
VIP Buyer Programme

The VIP Buyer/Seller Program had over 100 companies registered to attend B to B meetings onsite with exhibitors to discuss their upcoming sourcing needs. The buyers were handpicked and meetings were pre-scheduled for the convenience of the potential buyers and exhibitors from Vietnam and overseas.



Technical Seminars / Product Showcase

The technical seminars ran through all 3 days of the exhibition and were a valuable resource for all visitors to the shows. It provided them with the opportunity to get closer to the exhibiting companies and understand the products and technologies being showcased at the event.



EXHIBITOR TESTIMONIAL

"HVACR-PS Vietnam 2013 has generated many business leads for us and help in establishing our presence in Vietnam. We are happy with the results from HVACR-PS Vietnam 2013 and will continue to participate in other HVACR series of shows in Asia organised by Informa Exhibitions"

Mr Don Cauble, International Sales Manager, Harris Product Group

Media Partners, Trade Journals and Supporting Associations

As part of the visitor advertising campaign which will extend itself across the leading international and regional trade publications, magazines and newspapers, advertisements were placed in some of the most renowned industry titles. Some of the prominent titles that carried these advertisements and write-ups to remind and create awareness of the event included.

Supporting Associations



Ministry of Industry
& Trade Vietnam



Ministry of Planning
& Investment Vietnam



Ministry of Science
& Technology Vietnam



Media Partners



WATER DESALINATION REPORT



EVERYTHING
ABOUT WATER



Pumps India

Valves India



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BE PART OF OUR 2015 Edition !

HVACR-PS Vietnam will once again open its doors to maritime industry professionals in **March 2015**. Book your stand today! Contact the team for booth space and sponsorship opportunities at HVACR-PS Vietnam 2015. Call **Pasang Sherpa** at **+65 6411 7725** or email sales.industrial@informa.com or visit www.hvacrseries.com/vietnam | www.psseries.com/vietnam for more information.