



**10-12**  
August 2022  
I.C.E Hanoi

VIETNAM'S LEADING EXHIBITION ON  
**MATERIAL HANDLING**  
TECHNOLOGY AND SOLUTIONS FOR  
**DOWNSTREAM PROCESS  
OPTIMIZATION**

Organized by:

**RX** Tradex

Co-located with:

**VME**  
VIETNAM MANUFACTURING  
EXPO 2022

**FASTENER  
FAIR** VIETNAM

Exhibit space is open, please contact

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# VIETNAM'S MATERIAL HANDLING 2021 INSIDER

<b>Show Name:</b>	Vietnam Material Handling 2022
<b>Description</b>	Vietnam's Leading Exhibition on Material Handling Technology & Solutions for Downstream Process Optimization – 1st Edition
<b>Date/Time</b>	10-12 August 2022, 09:00 - 17:00 (GMT+7)
<b>Venue</b>	Onsite - I.C.E. Hanoi (Cung Van Hoa) 91 Tran Hung Dao Street, Hanoi, Vietnam

## EXHIBITOR PROFILE

- Automated Handling System
- Barcode System
- Consultancy, Training
- Conveyor, Crane
- Feeders
- Forklift Truck
- Internet, Intranet, Extranet Solutions
- IT Hardware
- IT Services
- Logistic Equipment
- Logistic Software
- Manufacturing Software
- Materials Handling Equipment
- Safety Equipment
- Test & Inspection Equipment
- Workstation Equipment

## VISITOR PROFILE

### By Job Function

Government Senior Executives • Foreign-invested Factory Management • State-owned Factory Management • Industrial Zone & Cluster Executives • Army Maintenance Center • Top Corporate Management • Manufacturing Managers • Production Managers • Plant Managers • Production & Design Engineers • Material Handling Personnel • Purchasing Managers • Industrial Designers and Consultants\* Trading Firms • Vocational Schools • Colleges

### By Industry

Government Procurement Center\* Training Center • Army Maintenance Center • Metal Components & Products Manufacturing\* Manufacturing and Processing • Electrical • Electronics Manufacturing • Automotive, Parts Manufacturing • Motor & Vehicles • Transport • storage & Handling • Ship Building & Marine Engineering • Parts & Bearing • IT & Telecommunications • Building & Construction • Petroleum & Petrochemical • Rubber & Plastic Products Manufacturing • Material Testing & Inspection • Engineering, Contracting Manufacturing & Turnkey Projects • Tools • Mold & Die • Oil & Gas • Furniture

Contact us now to book your space!

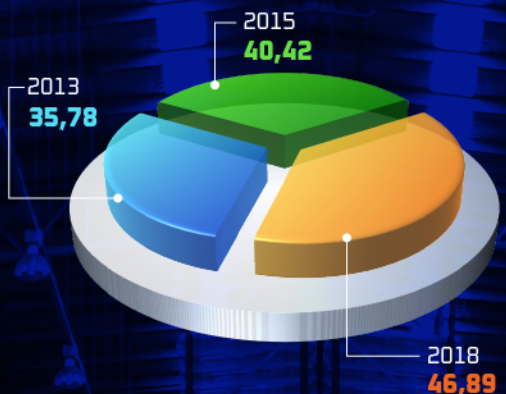
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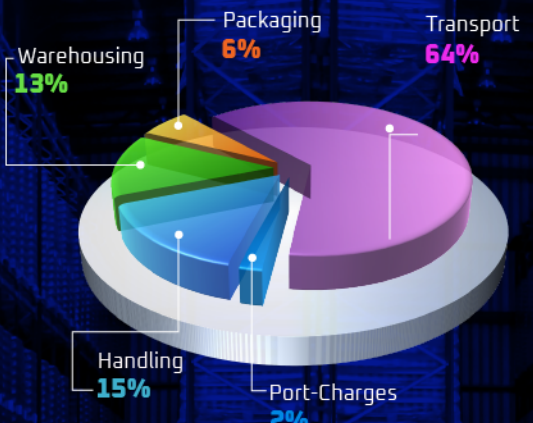
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## VISITOR ANALYSIS OF VIETNAM DOWNSTREAM PROCESS

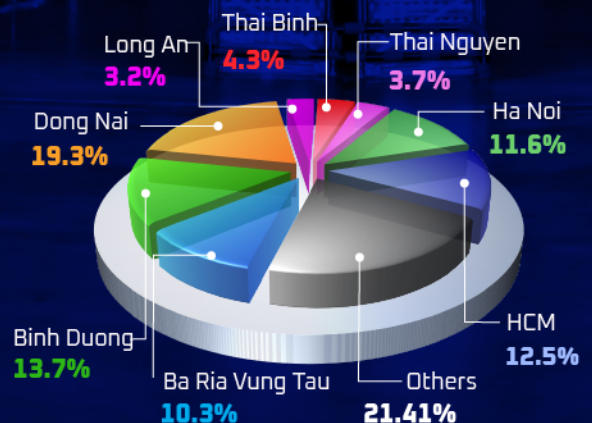
### VIETNAM MARKET OUTLOOK (COST BASED) – FACTORY'S MATERIAL HANDLING PORTION



### MATERIAL HANDLING PROPOSITION IN DETAILS – KEY VALUE CHAINS

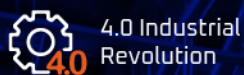


### VIETNAM FACTORY APPORTION BY TERRITORY



# MARKET TREND

## MARKET FACTORS



4.0 Industrial Revolution



Efficiency Production Cost.



Platform to approach direct with manufacturer's customer.



Enhance Product Quality



Strengthen Brand Recognition

## SMART MANUFACTURING - TRANSFORMING YOUR FUTURE



## SMART MANUFACTURING IS KEY - TO MANAGING PRESENT - DAY PROBLEMS AND FUTURE CHALLENGES

In Vietnam, the development of the digital economy and the smart industry are being led by Government as a key mission to restructure the economy and transform to growth model towards productivity, efficiency and competitiveness.

## SMART MANUFACTURING - TRANSFORMING YOUR FUTURE



Machines



Employees



Suppliers



Customers



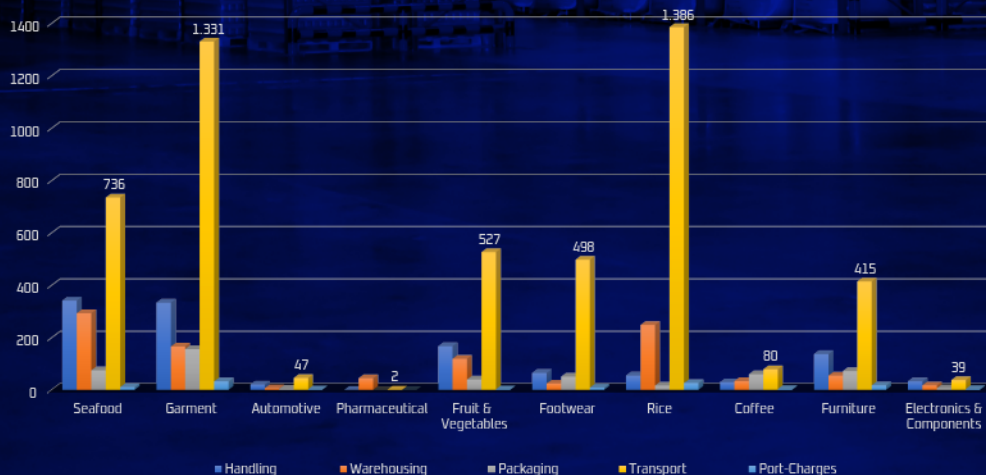
Executives

## SMART PRODUCTION PROCESS

Logistics companies will need to focus on developing INTEGRATED SYSTEM with comprehensive of TECHNOLOGY ADVANCE



## FACTORY'S MATERIAL HANDLING PROPORTION IN DETAILS





# VIETNAM INDUSTRY 4.0

## MANUFACTURING FACTORIES AND DOWNSTREAM PROCESS OPTIMIZATION



### Smart Manufacturing

Smart manufacturing is changing the way we manufacture, utilize, operate and maintain our products globally. This change is reducing the competitive advantage of places that have been based on cheap labor and natural resources. In Vietnam, the development of the digital economy and smart industry is considered by the Government as a key task to restructure the economy and transform the growth model towards productivity, efficiency and competitiveness.

Recently, FPT Software (the largest information technology service company in Vietnam) and Toshiba Digital Solutions signed a Memorandum of Understanding (MoU) to deploy industrial IoT solutions for manufacturing industry. According to MoU, both sides will join hands to help manufacturers adopt integrated smart factory solutions –Toshiba’s SPINEX Meister series – on a global scale.

In the trend of Industrial Revolution 4.0, smart manufacturing is the perfect combination of IT and manufacturing technology to optimize processes to meet the dynamic transformations of the market. Although Smart Manufacturing is a long process, it must be started right now. And smart factory is the first step.

The Fourth Industrial Revolution, a fusion of digital, physical and biological technologies, the internet of things and artificial intelligence, is taking place all over the world and having a strong impact on all aspects of socio-economic life, leading to changes in production methods and workforce structures. It can be said that it is bringing both golden opportunities and huge challenges to developing countries in general and Vietnam is no exception.

### Smart Factory

The core of the Fourth Industrial Revolution is “smart manufacturing plants”, said by Deputy Minister of Industry and Trade (MoIT). Smart factories help enterprises save costs on energy and maintenance and increase new earnings by providing personalized products and services to customers. Smart factories represent a tremendous evolution from a traditional automated production system into a system which can continuously connect and process data. Analysts predicted that smart factories would make up 5 percent of total output in the globe by 2025 and bring profit of \$70 billion.

In Amberd City, Siemens runs a smart factory. In 1990, only 25 percent of the production line of the factory was automated, while the proportion is now 75 percent. The proportion of error products is always low – 11.5 for 1 million products. In June 2017, Samsung SDS concluded a strategic agreement with CMC, the second-largest ICT service company in Vietnam, to promote Smart Factory business in Vietnam. At Samsung’s factory in Bac Ninh province, 6,000 robots are working on the assembly line. Vinamilk, the nation’s leading dairy producer, has spent VND2.4 trillion to organize an automatic production line. At its factories, the transportation and sorting of goods are done by robots.

### Smart Logistics

According to statistics from Vietnam Logistics Association (VLA), there are over 1,300 logistics enterprises operating in the country, including foreign-invested enterprises. Logistics services in Vietnam currently have a value of \$20-22 billion per year, accounting for about 20.9 per cent of the country’s GDP.

Logistics companies will need to be more technologically advanced than ever—this new industrial era will push the logistics industry to become much “smarter” and more adaptable. With Industry 4.0, logistics companies will need to take a closer look at how operations and infrastructure can be improved through technology and innovation.

On July 14, 2017, Samsung SDS Co., Ltd., a subsidiary of Samsung Group, established a joint venture with MP Logistics (one of the biggest providers of logistics services in air and ocean freight, warehousing, distribution, project cargo, and inland transportation in Vietnam) with the aim of expanding its logistics business in Vietnam. Previously in 2016, Samsung SDS had established another joint venture with Aviation Logistics Corporation (ALS), one of the leading aviation logistics service providers in Vietnam. With this new joint venture, Samsung now has the right to manage the cargo terminals in Noi Bai International Airport.



## Opportunities for International Companies

According to Savills, Vietnam attracted FDI flows of \$35.6bn in 2017, up a hefty 44.4% from the previous year, with Japan the biggest, contributing \$9.11bn. Manufacturing and processing FDI made up 44.2% of the total. Trade policy has arguably been the most important industrial policy for Vietnam. With Singapore, it shares the top spot in East Asia of being a member for bilateral and multilateral free trade agreements.

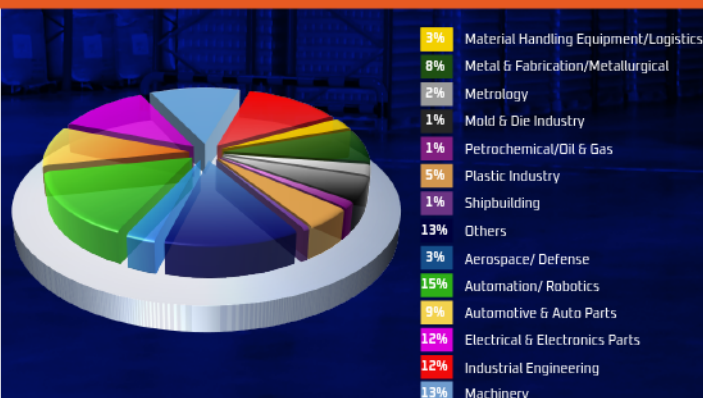
A signatory to 16 bilateral and multilateral free trade agreements, Vietnam is a member of the World Trade Organization, ASEAN, and has concluded bilateral agreements with the U.S., Japan, South Korea, the EU, and the Eurasian Customs Union. Earlier this year, it became one of 11 countries to join the revived Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). It is estimated that more than 10,000 foreign companies—including major global players such as Samsung, Intel, and LG—operate in Vietnam today, mostly in export-oriented, labor-intensive manufacturing.

Source: [www.iotbusiness-platform.com](http://www.iotbusiness-platform.com)



## Viet Nam Manufacturing 2019 Index

### VISITOR'S INDUSTRY BACKGROUND



### WHAT'S VISITOR INTEREST OF ?

