20 – 22 August 2020
Ho Chi Minh City, Vietnam

Profit from Vietnam’s strong fundamentals and robust building demands at the leading security hub

www.secutechvietnam.com
Visitor statistics

<table>
<thead>
<tr>
<th>Business nature</th>
<th>System Integrator / Installer</th>
<th>End user</th>
<th>Distributor / Importer</th>
<th>Dealer / Reseller</th>
<th>Consultant</th>
<th>Contractor / M&amp;E engineer</th>
<th>Architect / Designer</th>
<th>Others</th>
<th>Guard services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage</td>
<td>38.7</td>
<td>6.1</td>
<td>35.6</td>
<td>9.2</td>
<td>6.9</td>
<td>1.4</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Project nature

<table>
<thead>
<tr>
<th>Project nature</th>
<th>Construction / Real estate</th>
<th>Hi-Tech / Industrial park</th>
<th>Manufacturing</th>
<th>Retail</th>
<th>Telecommunication</th>
<th>Hospital</th>
<th>Transportation</th>
<th>Petrol / Chemical</th>
<th>Education</th>
<th>Logistics</th>
<th>Security</th>
<th>Facility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage</td>
<td>18.3</td>
<td>22.7</td>
<td>19.3</td>
<td>18.0</td>
<td>16.8</td>
<td>12.0</td>
<td>11.1</td>
<td>10.7</td>
<td>5.6</td>
<td>3.5</td>
<td>4.0</td>
<td>2.0</td>
</tr>
</tbody>
</table>

Top products of interest for commercial security

**Surveillance**

- **CCTV / IP SURVEILLANCE CAMERA** 49.8%
- Intelligent video analysis 26.6%
- Software and management platform 22.2%
- DVR / NVR 21.2%
- Cables and accessories 17%
- Transmission 9.5%
- Key components 7.3%

**Access Control**

- **SMART LOCK SYSTEM** 22.8%
- Smart card reader 18.6%
- Turnstiles / security gates 17.9%
- RFID 17.2%
- Biometric systems 13.7%

**Intercom**

- **VIDEO DOORPHONE** 21.4%
- Intercom system 15.4%

**Alarms**

- **ALARM CONTROL PANEL** 36.9%
- PIR sensor 10.5%
- Passive infrared intrusion detection 10%
- Ground / Below-ground sensor 10.7%

Visitor profile

- **14,239 visitors**
- 90.5% local
- 9.5% international
- 73% top management or decision makers

Exhibitor Profile

- **380 exhibitors** (+22.5% from 2018)
- 21 countries & region

Exhibitor statistics

- **A International 67%**
- **B Local 33%**

2019 show highlights

**Featured pavilions:**
- Japan Fire pavilion
- Korea Fire Institute pavilion
- Shenzhen pavilion
- Singapore pavilion

**Fringe programmes and events:**
- Smart factory conference and tour
- Long Hau industrial park visit and Satori smart factory tour
- Business matching tours
- 680 successful meetings
- 115+ tours
- 120+ exhibitors
- 20 key product groups in security, fire safety, smart building
- 5 vertical focus: industrial, commercial, residential, hospitality, transportation
- Outdoor fire safety demonstrations
- Fire & Safety seminar

**Concurrent events:**

**fire & safety**

powered by Secutech Vietnam

2019 show profile

- 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, Regional Sales Manager, KEDACOM

Visitor profile

- **14,239 visitors**
- 90.5% local
- 9.5% international
- 73% top management or decision makers

Top 10 visiting cities*

- Bac Ninh
- Binh Duong
- Can Tho
- Da Nang
- Dong Nai
- Hai Duong
- Hanoi
- Ho Chi Minh City
- Long An
- Vung Tau

Top visiting countries and regions*

- Bangladesh
- Cambodia
- China
- Hong Kong
- Japan
- South Korea
- Malaysia
- Philippines
- Singapore
- Taiwan
- Thailand
- Vietnam

*In alphabetical order

Key visitors at Secutech Vietnam 2019

- Alibaba.com
- AMIBA
- AMF
- Canon
- Chong Luh
- Ericsson
- Finmeccanica
- Hadioul
- Hanwha Life
- HDMI
- Intel
- LG
- Lenovo
- Media
- Miyako
- Novus
- Olum
- Schneider Electric
- Siemens
- Sherron
- Sony
- Taishan
- Tai Loong
- Tan Thach
- TATUNG
- TENIC
- TID TAILOR LOOT
- Toshiba
- Towers
- Tracersteel
- Vertexa
- Vantec
- Vantec
- VEE INNOVATION
- VNTT
- VNTT
- VONK
- VONK
- Whirlpool
- Wolfram
- YMA
- YMA
Access the largest business platform for IoT-based security, smart building and fire safety solutions in Vietnam

The Vietnam market is currently one of the strongest in the ASEAN region. Tap into Secutech Vietnam’s established platform to connect with new partners and find the right technology to meet ever-rising project demands. In 2020, Secutech Vietnam expands its reach further into the fast-growing market for smart building and city solutions to open up new business and growth opportunities in the region.

Country facts at a glance (based on 2018 figures):
- One of the fastest growing economies in the world with 7% GDP growth.
- 2nd largest ASEAN population at 97 million.
- Strong manufacturing sector shifting from labor-intensive to high value-added goods.
- Strong FDI inflow of US$35.5 billion.
- Ongoing smart city projects: Nhat Tan Noi Bai Smart City (Hanoi), Da Nang Smart City (Da Nang), Ho Chi Minh Smart City (Ho Chi Minh) and Binh Duong Navigator 2021 (Binh Duong).

Five reasons not to miss Secutech Vietnam

- Fastest growing market in ASEAN
- Largest business platform in Vietnam with 12 years of industry experience
- 115+ VIP tours
- Strong official support
- One-stop synergy

Generating a surging amount of project opportunities.

Offering efficient business engagements during the three-day event.

Official departments and leading associations in the country stand by Secutech Vietnam.

Accommodating security, fire safety, smart building & home solutions under one roof.

2020 Show features:
- 400 exhibitors
- 11,000 sqm
- Featured pavilions, application and product showcase zones
- Tailored business matching experience
- Fire & Safety seminar and outdoor demonstrations
- Smart factory conference & tour

Key product showcase

SECURITY
- SURVEILLANCE SYSTEM
- ACCESS CONTROL
- SOFTWARE & PLATFORM
- COMPONENT AND ACCESSORIES

SMART BUILDING
- BUILDING AUTOMATION & MANAGEMENT
- ENERGY SAVING
- PARKING SOLUTION
- LIGHTING CONTROL
- VIDEO DOOR PHONE & INTERCOM

FIRE SAFETY & RESCUE
- FIRE EXTINGUISHING EQUIPMENT
- FIRE ALARM & SENSOR
- PPE & OCCUPATIONAL SAFETY
- DISASTER PREVENTION
- FIRE-PROOF MATERIAL

I can network with industry stakeholders at the fair as it’s a must attend event for the local industry. Almost all the key brands in the industry are present. This is the place to observe industry trends.

Dao Anh Dung, Sales Manager, Sao Nam An Co Ltd
Five focused smart building & city applications

<table>
<thead>
<tr>
<th>Applications</th>
<th>Demand focus</th>
<th>Product demands</th>
</tr>
</thead>
<tbody>
<tr>
<td>Factory/industrial</td>
<td>Production &amp; management efficiency</td>
<td>Energy-saving system, automatic sensors, cloud platform, central control system</td>
</tr>
<tr>
<td>Commercial buildings</td>
<td>High ROI &amp; management efficiency</td>
<td>Building automation management platform, smart office, smart elevator, smart parking management</td>
</tr>
<tr>
<td>Residential buildings</td>
<td>Smart living experience; easy-to-manage higher value-added systems</td>
<td>Community management platform, smart parking lot management, community security system, emergency notification system</td>
</tr>
<tr>
<td>Retail &amp; SMBs</td>
<td>Stock and workforce management; insights for business optimisation</td>
<td>Inventory management, retail analytics, heat maps, POS integration, people counting</td>
</tr>
<tr>
<td>Parking lots</td>
<td>Improve parking space utilisation and alleviate traffic congestion</td>
<td>Smart parking platform, ticket management, license plate recognition, parking guidance, barrier gates, sensors</td>
</tr>
</tbody>
</table>

It is important for us to be here to find out what the latest security and fire safety technologies are in the world. 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

2020 floor map

- Featured Pavilions:
  1. UAE pavilion
  2. Singapore pavilion
  3. Japan fire pavilion
  4. Korea Fire Institute pavilion
  5. Police Equipment Pavilion by GPEC Asia

- Application Zones:
  1. Smart factory solution zone
  2. Smart home solution zone
  3. Parking solution zone
  4. Smart retail solution zone

- Product Zones:
  1. Component & accessories zone
  2. Software & platform zone
  3. PA system zone
  4. Fire proof material zone
  5. Disaster prevention & rescue zone
  6. PPE & occupational safety zone
  7. Biometrics & RFID
Show details

Dates
20 – 22 August 2020

Venue
Saigon Exhibition & Convention Centre (SECC)
Ho Chi Minh City, Vietnam

Supporters
- APSA Vietnam
- Binh Duong Industrial Park
- Cat Lai 2 Industrial Park
- Consultancy Association for Science, Technology & Management
- Council of Taiwanese Chambers of Commerce in Vietnam, HCMC, Dong Nai, Binh Duong, Vung Tau, Junior Chapter
- Department of Fire Prevention & Rescue - Ministry of Public Security
- Dong Nai Industrial Park Authority
- Electric Wire & Cable Association of HCMC
- Electrology – Electronics – Informatics Academy of HCMC
- Fire Fighting and Prevention Police of Ho Chi Minh City
- General Dept. of Technology & Logistics - Ministry of Public Security
- HouseLink JSC
- Long Hau Industrial Park
- Ministry of Construction
- Ministry of Industry & Trade
- Ministry of National Defense
- Ministry of Planning & Investment
- Ministry of Public Security
- Ministry of Science & Technology
- Ministry of Transport
- Saigon Hi-Tech Park Authority
- Vietnam Automation Association
- Vietnam Association for Building Materials
- Vietnam Chamber of Commerce & Industry – VCCI
- Vietnam Federation of Civil Engineering Association

Participation fees
Standard booth: USD 350 / sqm (min. 9 sqm)
Raw space: USD 310 / sqm (min. 18 sqm)
*Booth sample subject to change

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