

PS Vietnam 2009 and HVACR Vietnam 2009 The Leading International Industrial Exhibitions in Vietnam

POST SHOW REPORT

The latest technologies were showcased at the 7th edition of PS Vietnam 2009, the international exhibition on fluid, air and gas handling systems in Vietnam and the 6th staging of HVACR Vietnam 2009, the leading international exhibition on heating, ventilation, air-conditioning, refrigeration, air-filtration and purifications systems on **31 March – 2 April 2009** at the Saigon Exhibition and Convention Centre (SECC). The events concluded with resounding success with 100 exhibitors and represented companies from 15 countries and areas including Australia, China, France, Germany, Netherlands, India, Korea, Malaysia, Singapore, Sweden, Taiwan, Thailand, UK, USA and Vietnam.

The event was officially opened by Mr. Nguyen Thanh Bien, Vice Minister from the Ministry of Industry & Trade, Vietnam and attended by various distinguished guests from government organisations, associations, trade consulates, exhibitors, VIP guests, key buyers and media.

The 3 day exhibition attracted some 3398 quality visitors with 11 % coming from overseas, many of whom are leaders in their respective industries.

Held alongside the exhibition is the knowledge sharing technical seminars, the comprehensive site tour, the spectacular product parade show and the exhibitor night party.

“With the positive feedback from exhibitors and visitors, we strongly believed that PS Vietnam 2009, together with HVACR Vietnam 2009 will continue to anchor as Vietnam’s leading international industrial exhibitions where buyers and sellers meet,” stated Mr David Chow, Group Exhibitions Director of IIR Exhibitions.



Opening Ceremony of PS & HVACR Vietnam 2009

Featuring:



Jointly Organised By:

Official Supporting Ministries:

Ministry of Science & Technology, Vietnam

Ministry of Industry & Trade, Vietnam

Ministry of Construction, Vietnam

Ministry of Planning & Investment, Vietnam

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About the Market

Vietnam is one of the fastest developing countries with its economy surging ahead and driven by massive industrialisation. Despite the global economics slowdown, the country is still growing strong as reflected in the expansion of industrial park projects like the Vietnam-Singapore Industrial Park (VSIP) due to high demand. Even in the current slump, things are on track for the basic infrastructure of a third industrial park in Bac Ninh province, near the capital Hanoi, to be completed later this year. Construction of a fourth park will begin in the coming months in the northern city of Haiphong. The economic outlook continues to excel, blessed with the 2020 government's vision to develop the industrial sector to be globally competitive. PS Vietnam 2009 and HVACR Vietnam 2009 support the Vietnamese government's vision of strengthening Vietnam's position in the region and is timely organised to cater to the high demand for industrial equipments resulting from Vietnam's rapid growth.



About the Event

Process Systems (PS) and HVAC show cluster series started with Asia since 1992 and 1996 respectively in Singapore and its country series has been held in China, India, Indonesia and Vietnam. The PS series portfolio covers Pumps and Systems, Valves and Piping, Compressors and Systems Vietnam and Fluid Power. The HVAC series covers Heating, Ventilation and Air-Conditioning. PS and HVAC shows are UFI-awarded events with proven track records of delivering quality visitors and over 20% of foreign visitors and have enjoyed tremendous support from key industry organisations, government and associations.

About the Organiser

IIR-Institute for International Research, established since 1973, is part of Informa Plc, the world's leading international provider of specialist information and services for the academic and scientific, professional and commercial business communities via publishing, events and performance improvement. Informa, a public listed Company quoted on the London Stock exchange and ranked amongst the FTSE-250 list, has a global network of over 150 offices in more than 45 countries employing over 9,500 staff around the world.

For more information, please visit www.iirx.com.sg / www.informa.com

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EXHIBITOR

Major Exhibitor Profile

Process Systems (PS)

- Pumps & Systems
- Valves & Actuators
- Pipes & Tubes/Pipelines
- Air & Gas Compressors
- Fluid Power
- Control & Instrumentation
- Water Treatment Systems
- Waste Water Treatment Systems
- Environmental Protection
- Chemical Processing
- Filtration Products
- Components/Parts

HVACR

- Air Conditioning Equipment
- Chillers & Condensers
- Cooling Towers
- Boilers/Heat Exchangers & Heating Equipment
- Fans & Ventilators
- Refrigeration Equipment
- Refrigerants
- Blowers
- Filtration Products
- Clean Room Equipment
- Humidifiers/Dehumidifiers
- Sheet Metal Machineries



"We are more than happy with PS Vietnam 2009 which has surpassed our aim of stabling our Name into the Vietnamese market."

**Mr Chris Gwalchmai,
 International Sales Manager,
 Netzsch (Lanzhou) Pumps Co. Ltd**



"Our goal with participating in HVACR Vietnam 2009 was to promote and find more customers in Vietnam for our Östberg Inline duct fans & Energy recovery units and Enventus Energy recovery wheels. This exhibition has been well arranged and we have had a lot of very interested visitors and potential new customers. I am sure that this will result in more business for us in Vietnam."

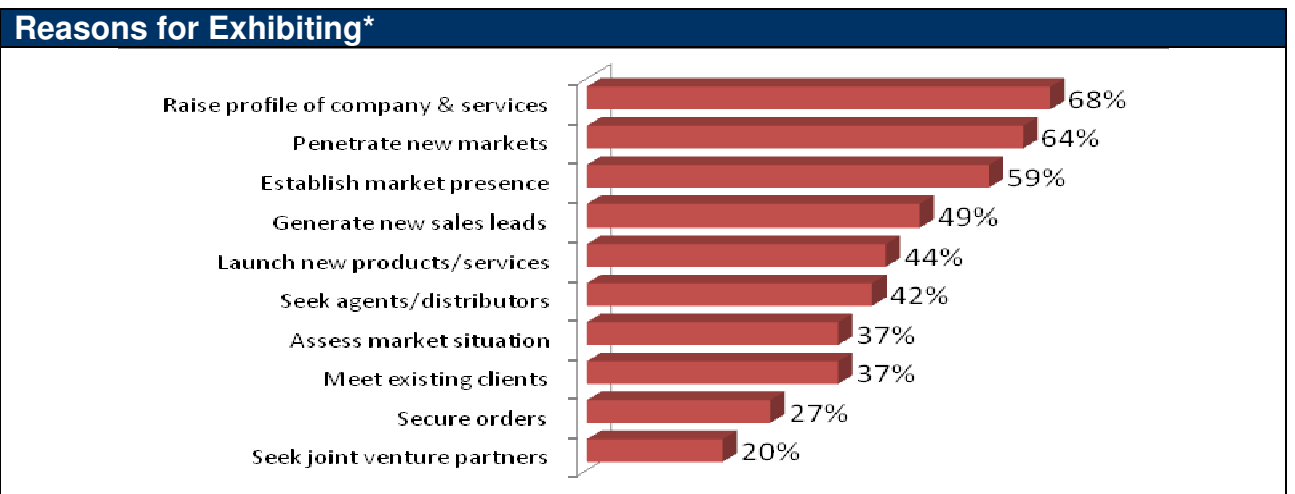
Mr Olov Åkerlund, CEO, Östberg Group AB

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EXHIBITOR'S FEEDBACK

Success of Exhibiting	
88%	of exhibitors stated that their return of investment met or surpassed their expectations
90%	of exhibitors stated that the quality of visitors met or surpassed their expectations
85%	of exhibitors stated that the quantity of visitors met or surpassed their expectations
85%	of exhibitors were successful in meeting their overall objectives at the show
71%	of exhibitors made new business contacts
63%	of exhibitors have orders under negotiation during the show



"Thanks to IIR for the excellent job done in organising HVACR Vietnam 2009. It was a great exhibition for us. I would like to take this opportunity to wish all the best to the team involved and keep up the good work."

Mr Raman Tharumalingam, Regional Senior Manager-Asia, Marketing & Process Technology, Klinkau Asia



"Our main purpose at PS Vietnam 2009 is to establish our contact and promote our company in the Vietnam market. We are also in-look of some potential sales person to set up a representative office here. We have some leads during the 3 days show and look forward to establish ourselves in Vietnam soon. Special thanks to the organiser who make this exhibition possible in Vietnam."

Mr Javin Ng, Managing Director, Velocity Energy Pte Ltd

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VISITOR STATISTICS

3398 trade visitors attended the event from **20** countries and areas namely *Australia, Austria, Cambodia, China, France, Germany, Hong Kong, Indonesia, Iran, Italy, Japan, Korea, Malaysia, Philippines, Singapore, Spain, Taiwan, Thailand, USA and Vietnam.*

Visitor Profile by Industry Sectors

Process Systems (PS)

- Aeration & Gasification
- Agricultural & Irrigation
- Automation
- Aviation
- Chemical Processing
- Electronics & Semicon
- Engineering Services
- Environmental Protection
- Food & Beverage
- Government Agency
- Manufacturing/OEM
- Marine Services
- Mechanical & Electrical Consultancy
- Mining
- Oil & Gas
- Petrochemical
- Pharmaceutical
- Sewage Treatment
- Shipbuilding & Repair
- Trade Association
- Trading
- Water Supply Agencies

HVACR

- Air-Conditioning
- Architectural Related
- Automotive
- Building & Construction
- Building Authorities
- Building Services & Maintenance
- Government Agency
- Health & Medical
- Hotel & Resort Development
- Mechanical & Electrical Consultancy
- Property Development
- Trade Association
- Trading



"As an Exhibitor at PS & HVACR Vietnam 2009, I was very pleased with the professionalism and timeliness in the way the show was managed. The show moved with clockwork efficiency, the various show activities were managed judiciously and customer service was excellent. IIR has staged an international show with local talent and excelled in every turn they took. Congratulations".

Mr Philip Seah, CEO,
Avision Marketing Pte Ltd / Assurich Industries Pte Ltd,
Singapore

"PS Vietnam 2009 was a great success. The organiser was friendly and helpful."

Mr Elvin Ng,
Project Manager,
International Department,
Hubei Hongcheng
General Machinery Co Ltd

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VISITOR STATISTICS

Visitor Profile by Product Interest*

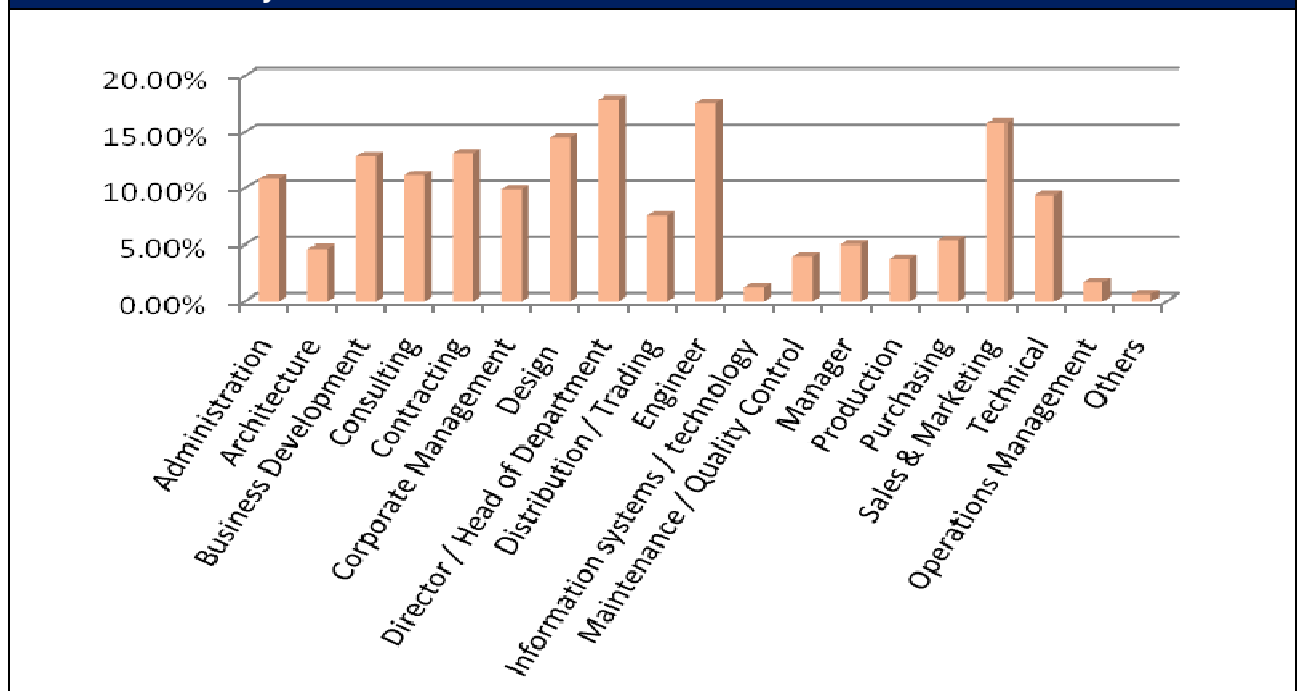
PS Vietnam 2009

Pumps & Systems	14.55%
Valves & Actuators	32.56%
Pipes & Tubes/Pipelines	9.59%
Air & Gas Compressors	36.50%
Fluid Power	23.93%
Control & Instrumentation	28.68%
Water Treatment Systems	21.55%
Waste Water Treatment Systems	13.66%
Environmental Protection	12.03%
Chemical Processing	6.73%
Filtration Products	18.83%
Components/Parts	27.33%

HVACR Vietnam 2009

Air Conditioning Equipment	25.97%
Chillers & Condensers	12.85%
Cooling Towers	8.16%
Boilers/Heat Exchangers & Heating Equipment	18.70%
Fans & Ventilators	14.35%
Refrigeration Equipment	5.23%
Refrigerants	10.74%
Blowers	21.07%
Filtration Products	17.00%
Clean Room Equipment	5.91%
Humidifiers/Dehumidifiers	3.47%
Sheet Metal Machineries	2.79%

Visitor Profile by Job Function*



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VISITOR STATISTICS

Level of Visitor's Satisfaction

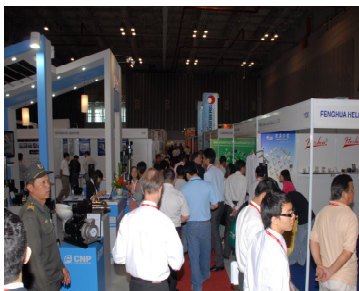
- 89% of visitors were successful in meeting their overall objectives at the show
- 94% of visitors managed to see all the products they needed.
- 83% of visitors rated the quality of the show as excellent or good
- 86% of visitors intend to visit next year's show
- 61% of visitors said they make purchase decision or influence purchase.

"HVACR Vietnam 2009 has met our objectives of establishing market presence and seeking agents and distributors. We have secured business at the show and look forward to participating at the next show."

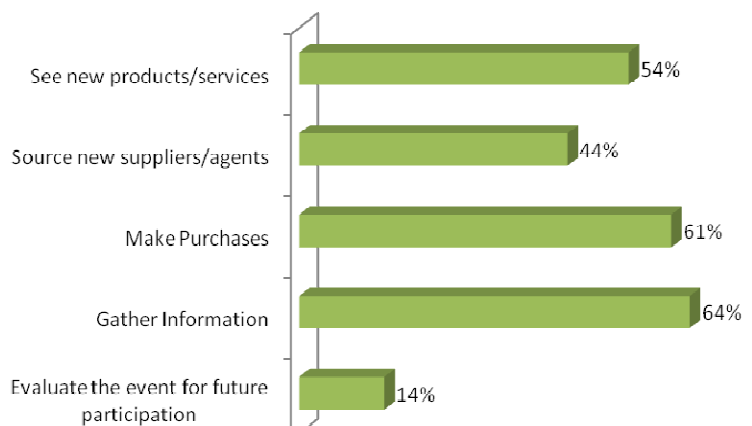
Mr Jiang Guanglin, Regional Manager, Shandong Zhangqiu Blower Co Ltd

"Though the PS Vietnam 2009 exhibitors varies, we have been able to gather some relevant contacts for follow up actions. The technical seminar was well-attended. Thanks to the organiser team in providing the good logistic supports."

Mr K.K. Wong, Area Manager, HMT Pte Ltd



Top 5 Reasons to visit Show*



* Total does not add up to 100% due to multiple selections.

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Exciting Show Activities

The knowledge sharing **Technical Seminars** focusing on topics like Fan Selection & Installation, System Effect, Water Treatment Flows in Refineries, A Modern Approach (Emissions and VOC control) and Solutions for Efficient Predictive Maintenance in Compression Technology received overwhelming responses. Many attendees benefited from the latest updates and advice from leading industry experts.

The **Site Tour** was comprehensive with a 4 hours visit to the Vietnam Singapore Industrial Park (VSIP), an integrated industrial township with separately zoned industrial, commercial and residential areas and detailed presentation by Sembcorp Parks Management.

The spectacular **Product Parade Show** was a special highlight to this year's event which generated much interest and excitement with models showcasing the latest products displayed at the event giving added value to exhibitors participating at the trade fair.

Exhibitor Night Party is a fun and lively gathering of exhibitors, industry professionals, VIPs and regional buyers with abundant networking opportunities.



With the Overwhelming Response of the 2009 Show, the Space Booking will go FAST!

Book Your Stand NOW For 2011 To Secure A Strategic Location and Optimise Pre-show Marketing, Publicity and Value added service!

PS Vietnam 2011 & HVACR Vietnam 2011
16 - 18 March 2011
 Tan Binh Exhibition & Convention Centre
 (Formerly known as HIECC)
 Ho Chi Minh City, Vietnam

For space bookings & information, please visit www.psseries.com/vietnam | www.hvacrseries.com/vietnam or contact the PS Vietnam and HVACR Vietnam Team:

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