

**MINING2018
VIETNAM**



18-20/4/2018

www.miningvietnam.com

THE 4TH INTERNATIONAL
MINING &
MINERALS RECOVERY
EXHIBITION FOR VIETNAM



in Conjunction With



Organiser



UBM

Local Organiser
SES Vietnam Exhibition
Services Company
Limited

 INTERNATIONAL CENTER FOR EXHIBITION (I.C.E) - Cultural Palace, 91 Tran Hung Dao Street, Hanoi, Vietnam



ALL-IN-ONE EVENT SERVING VIETNAM MINING INDUSTRY

A trade event featuring enabling technologies and equipment to meet discovery and production challenges in a rapidly changing world in need of minerals and energy, Mining Vietnam 2018 returns with its 4th edition. Mining Vietnam 2018 is the must-attend mining trade event for technology sourcing and to showcase your company to Vietnam's industry buyers and decision-makers.

GOVERNMENT'S STRONG SUPPORT FOR MINING FIELD

The Vietnam National Coal and Mineral Group (Vinacomin) sold 8.6 million tons of coal in the first quarter of 2017, up 3% compared to the same period last year. The group reeled in nearly 1.3 trillion VND (572 million USD) from coal sales and contributed more than 4.3 trillion VND (189.2 million USD) to the State budget. However GDP of the mining field had lower growth rate compared to other divisions in the industry and construction sector. Vietnam's Prime Minister, Nguyen Xuan Phuc, reaffirms continued support and measures have to be taken instantly to boost mining. "The business strategy for the next quarter will prioritise production restructuring with a focus on technology and adjust output according to market demand", noted Vinacomin Deputy General Director, Nguyen Ngoc Co.



2016 KEY FIGURES

3,902 SQM Exhibition Area

3,011 Visitors from 26 countries/regions

171 Exhibitors from 22 countries/regions

9 Groups Pavilions

CONSTRUCTION SECTOR CONTINUES TO GROW



Complementing with Mining Vietnam 2018 is a dedicated zone on Building and Construction technology and services. The show will be a prime stage to access one of the region's most dynamic and rapidly developing markets.



PROMISING VIETNAM MARKET

Vietnam remains one of the fastest-growing Asian economies with stable GDP growth in recent years, based on the power of FDI and opportunities created by the TPP and EVFTA. Positive socio-economic indicators have been recorded for the first quarter of 2017

\$10.8 BILLION Foreign Direct Investment

40 THOUSAND New companies established

5.1% INCREASE Of GDP growth rate



CIVIL CONSTRUCTION

\$5 BILLION to build 430,000 apartments for 4.2 million people with demanding for housing by 2020.



INDUSTRIAL CONSTRUCTION

The prospects of the industrial construction industry is assessed positively in the coming years, thanks to 6 new FTAs negotiated along with improvements in logistics system and business environment.



INFRASTRUCTURE CONSTRUCTION

The country plans to tap the public-private-partnership format. Its first target is the construction of 1,800km of highway connecting Hanoi and Ho Chi Minh City,



WHO VISITS?

The Mining Vietnam show is visited by thousands of end-users and buyers. The breakdown of trade visitors is as follows:

Source: Mining Vietnam 2016 Visitor Registration Database, incl. 2016 Visitor Surveys

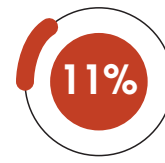
VISITORS' JOB FUNCTION



56% Executive Management
(Owner, Chairman, CEO, GM, Manager, Vice Manager)



12% Engineer



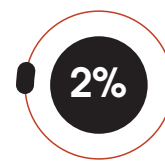
11% Consultant, Lecturer



10% Officer, Executive



10% Supervisor, Team leader



2% Others

TRADE VISITORS SATISFACTION LEVEL WITH

94%

Quality of the exhibition as a whole

90%

Quality of the exhibitors

88%

Scope and Range of the products/services on display

“Mining Vietnam has been a familiar exhibition with our company in recent years as this is a good platform for us to meet up and exchange new contacts with many companies working in mining industry. The exhibition is well organised and we can see many equipment which are new in the market. We have found some great business opportunities with some exhibitors this year ”

Mr. Nguyen Van Phuc - Safety and Environment Manager
VINACOMIN - MINERALS HOLDING CORPORATION (VIMICO)

SOME KEY PREVIOUS VISITORS

♦ 397 CORPORATIONS ♦ ASE VIETNAM ♦ ATLAS COPCO ♦ BAC KAN MINERALS ♦ CAO SON MATERIALS ♦ DANKA MINERALS ♦ FIX MACHINE ♦ MAO KHE ENGINEERING ♦ MICC ♦ MIREX ♦ NIPTEx ♦ NUI PHAO MINING ♦ PETROVIETNAM CONSTRUCTION ♦ TAN TAI ♦ VICEM ♦ VIET PHUONG ♦ VIMICO ♦ VINACOMIN GROUP ♦ VQB MINERALS

TOP10

VISITORS' BUSINESS AREA

- ♦ Analysis / Filters & Filtration
- ♦ Highwall Mining Equipment
- ♦ Compressors & Air / Ventilation
- ♦ Electrical Equipment / Transmission Equipment / Gearboxes
- ♦ Spare Parts
- ♦ Materials Handling / Maintenance Services / Safety Products
- ♦ Conveyors
- ♦ Mineral Processing Equipment
- ♦ Crushing & Grinding Machine
- ♦ Drilling Equipment

TOP10

VISITORS' PRODUCT INTEREST

- ♦ Conveyor Systems / Safety Whip / Belts / Wire Rope
- ♦ Engines & Parts / Gears / Tooling / Bearings / Heavy Equipment Parts
- ♦ Building Materials / Construction Equipment & Machinery
- ♦ Electric Motors & Generators / Compressors
- ♦ Bucket Wheel Excavators / OTR Tyres
- ♦ Pumps, Pipes, Plumbing and Valves
- ♦ Analysis and Assay
- ♦ Automotive Electrical Engineered Solutions
- ♦ Crushers and Pulverizers
- ♦ Mineral Processing Plants & Equipment



WHO EXHIBITS?

171 Exhibitors from 22 countries & regions



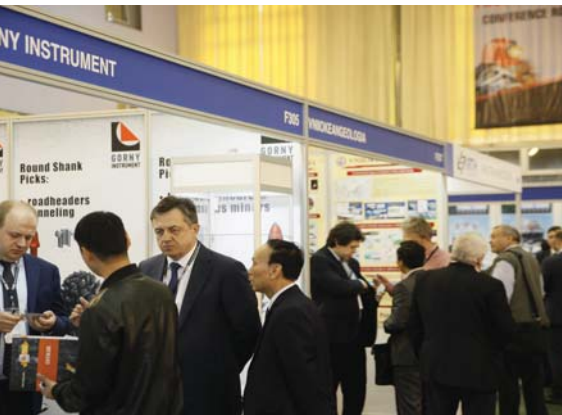
82% International

18% Vietnam

9 Group Pavilions

(Australia, China (3), Czech, Germany, Russia, Singapore, UK)

Source: Mining Vietnam 2016 Exhibitor Registration Database



“ I think Vietnam industry, especially the mining field, is full of potential to develop as it is gradually moving from human labor to machine-utilizing labor. This is our first time joining the exhibition and I think the show is well organized with a lot of branding exhibitors. I have met many manufacturers, end users and other mining enterprises.

*Mr. Tan Bor Yow - Sales Manager
ROBERT BOSCH (SEA) PTE LTD*

This is our second time joining MINING VIETNAM thanks to our partner's recommendation. The exhibition hall was full of exhibitors displaying their mining technologies, showing a strong representation from many countries/regions. With respect to visitors, we have received a lot of good comments from our clients and potential partners.

*Mr. Peter Cunningham - Head of Country, Philippines
OUTOTEC (NETHERLANDS) B.V. PHILIPPINES BRANCH* ”

EXHIBIT OPPORTUNITIES FOR HUNDREDS COMPANIES IN THE FOLLOWING SECTORS:

*MINING VIETNAM

◆ Analytical Instruments ◆ Automotive, Electrical and Engineered Solutions ◆ Bearings ◆ Bucket Wheel Excavators ◆ Construction Equipment, Cranes, Mixers, Vehicles and Material Handling ◆ Crushers and Pulverizers ◆ Electric Motors & Generators ◆ Electrical cables, fittings, accessories and controls ◆ Fuels, Additives, Lubricants ◆ Gears, Belts, Power Transmission parts and accessories ◆ Heavy Engineering Equipment, Parts and accessories ◆ Mine Vehicles, accessories and parts ◆ Pumps and Valves, Fluid Handling and Plumbing ◆ Shovels and Hydraulic Shovels ◆ Tractors, Trucks, Tires, Off-road Equipment ◆ Wear Resistance Solution ◆ Welding Equipment ◆ Wire Rope & Cables

*BUILDING & CONSTRUCTION

◆ Boilers, Water Tanks, Heaters and Controls ◆ Building Hardware, Materials and Technology ◆ Cables Connectors and Conduits ◆ Compressors and Generators ◆ Construction Equipment ◆ Electrical Power Engineering ◆ Excavators ◆ Hoists, Cranes and Lifts ◆ Lights and Light Fittings ◆ Mixers ◆ Pumps and Valves ◆ Site Lighting, Spotlights, Floodlight ◆ Solar Panels and Systems ◆ Switchboard and Switchgears ◆ Trucks, Dumpers and Specialist Vehicles ◆ Tunneling Equipment ◆ Uniforms and Personal Safety Products



Visit www.miningvietnam.com for the detailed of Exhibitor Profile



MINING VIETNAM GIVES YOU MORE INDUSTRY REACH



FREE ONLINE EXHIBIT LISTING

Get valuable exposure to hundreds of thousands of visitors 24/7. Book your space and enjoy your benefit for free exhibit listing on the Online Show Catalogue to distribute new product launches/services before and after the show.



FREE CUSTOMISED E-CARD

Invite your valuable clients to visit your booth with a user-friendly customised HTML E-card, including your company's logo, name or booth number as well as product showcases. It links recipients to free registration, show information and your website.



FREE DIRECT MAILERS

An official show preview with product highlights will be sent through 40,000+ industry professionals, decision-makers and past attendees of the exhibition.



EMAIL CAMPAIGNS

Extensive regular email campaigns to 20,000+ named contacts targeted specifically to market sectors. Your banner can be included and links recipients to your website.



SEMINAR SPONSORSHIP

Share your expertise and distinguish your company by sponsoring or conducting a seminar on the show floor. It will be promoted on show materials and website.



PRESS RELATIONS

Advertising/editorial in 50+ newspapers and trade magazines. You can get access to media lists, insert your article into show press kits or conduct a press conference during the show, etc.



SOCIAL MEDIA

Various sites for your use to increase your company's branding such as Facebook, YouTube



SPONSORSHIP OPPORTUNITIES

Use on-site sponsorship to promote your brand to Mining attendees. Opportunities include lanyard and poster site, among others



PARTICIPATION COST Public Booking Rate



Indoor Space Only:
SGD480/SQM



Indoor Standard:
SGD560/SQM



Outdoor Space Only:
SGD180/SQM

CONTACT US TODAY

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Yes! I am interested in:

- Exhibiting. Please reserve.....sqm for my company (min 9 sqm)
- Visiting. Please include my details in your mailing list.
- Speaking and sponsoring

Full Name:
.....

Job Title:
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Company:
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Address:
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Country:
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Email:
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Website:
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Tel:
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Mobile Number:
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Fax:
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Business Activity:
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