

# Post-Show Report: Looking back on a successful fair in 2019.

## analytica Vietnam 2019 exhibitors in detail



### Exhibitors

- 143 exhibitors from 15 countries
- International exhibitors: 64%
- 4.400 m<sup>2</sup> of exhibition space
- National Pavilions from China, Germany, Singapore and Taiwan

### What characterizes analytica Vietnam?

- Platform for the most important global market leaders of the analytics industry
- High internationality of exhibitors
- Focus on growth markets
- A top-class conference offers a platform for information and knowledge transfer
- Most important trade fair of this sector in Vietnam

### Exhibition sectors

- Analysis
- Measuring and Testing / Quality Control
- Laboratory Technology
- Life Sciences, Biotechnology and Diagnostics

### Exhibitor statements

„The show is great to attain knowledge on the industry. Compared to 2017 more market segments participated.“

*Adrian Koh, Area Sales Manager, Eppendorf South East Asia*

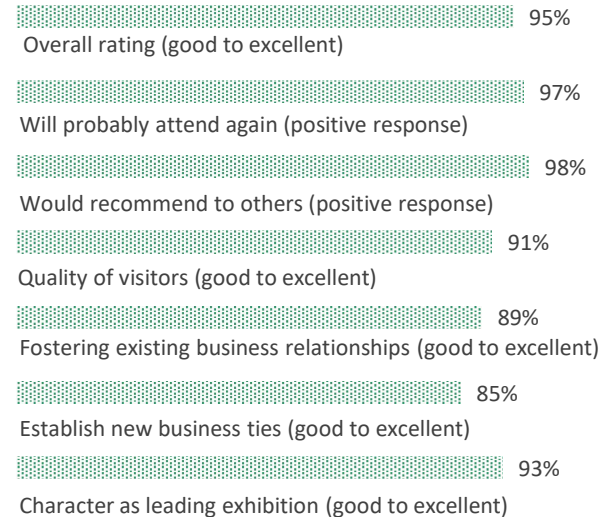
„I am impressed of the show which gives us the chance to promote our business and find a distributor. We will come again.“

*Jonathan Salimat Rahmat, Regional Manager, LNI Swisssgas*

„analytica Vietnam adapts to the current situation of the industry.“

*Ho Ngoc Thien Khai, Sales Manager, Huy Lab (LabOne)*

### Exhibitor satisfaction



### List of exhibitors at analytica Vietnam 2019 (excerpt)

- Agilent • AD Vina • Asecos • Borosil • BRAND • Eppendorf
- ESCO • Hanna Instruments • Hitachi • Hoa Viet • IKA
- Interscience • Johnson Test Paper • Julabo • Kimteco
- LNI Swisssgas • Lonza • MERCK • Mettler Toledo • Metrohm
- Nabertherm • Rigaku • Saigon Instruments • Sarstedt
- Shimadzu • Showa Denko • Tegent • Thermo Fisher
- Techcomp • VWR • Waters • Watson Marlow



## analytica Vietnam 2019 visitors in detail

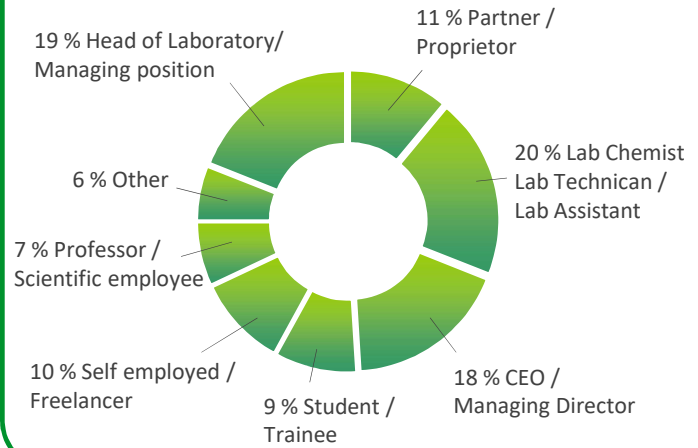
### Visitors

- 4,144 visitors (+ 18% compared to 2017)
- Visitors from 34 countries
- 9% International visitors

### Visitors` satisfaction



### Visitors` job function



### Visitors` industry of origin

22% Pharmaceutical industry	8% Others
21% Chemical industry	6% Petroleum & petrochemical industry
18% Alimentary and foodstuff industry	5% Cosmetics
18% Universities, research institutions	5% Clinical research labs
16% Biotechnology	4% Automotive
14% Medical laboratory	3% Building sector
13% Environment protection / technology	3% Metal working, synthetics processing
13% Material testing & inspection	2% Public authorities
13% Electrical engineering, electronics	2% Textile industry
10% Healthcare & Diagnostics	

### Visitor testimonials

„The show is professional and the welcome of the organizers is very warm. We are very happy with the results of the matchings that the organizer arranged.”

*Ms. Bui Thi Quoc, Lab Supervisor, Nestlé*

„This was my first time to visit a show in Vietnam and I am very surprised of the professionalism and kind welcome.”

*Võ Hoài Âm, QC Manager, Medisun*

„We are very happy when the show is organized in Vietnam. At the show, we can meet key leaders of the industry and many new technologies. The conference and seminars are also very helpful.”

*Ms. Võ Thị Quỳnh Như, Director, Dong Nai Testing Center*

## analytica Vietnam conference 2019 in detail

At analytica Vietnam conference 25+ international speakers presented their solutions to the latest challenges facing the industry as well as promising research findings. A total of 492 participants attended the conference.

### Sessions

Fundamental Analysis  
/ Chromatography /  
Mass Spectrometry

Environmental  
Analysis and  
Environmental  
Pollutants Control

Food Analysis and  
Quality Improvement

Pharmaceutical  
Analysis / Medical  
Diagnostics



## Review on the comprehensive accompanying program



### Buyer-Seller Meetings

A unique platform to connect buyers and sellers from various industries like pharma, food and chemical. This year 268 pre-scheduled meetings were conducted.



### Special Show on Lab Safety

The daily experimental lectures on laboratory safety were particularly popular with visitors. Planned explosions and pyrotechnic effects graphically illustrated the attendant risks of laboratory work, and how to avoid them.



### Exhibitor Forum

Once again, the supporting program at the 2019 Vietnam fair included an Exhibitor Forum. Six exhibitors presented their latest analytical technologies and innovations at the trade fair.



### Tutorials

The practice-oriented tutorials at analytica Vietnam imparted highly topical know-how for laboratory users. More than 85 visitors took part in the practice-oriented tutorials:  
Tutorial I: Fundamentals of Quality Assurance in the Analytical Laboratory  
Tutorial II: Automated Sample Preparation for LC/MS and GC/MS in food, forensic and materials research analysis





## analytica Vietnam's ORGANIZER AND CONTACTS

### Organizer

IMAG GmbH

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### Supported by:

- National Agency for Science and Technology Information (NASATI)
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- Ministry of Trade and Industry
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- Vietnam Analytical Sciences Society (VASS)
- Vietnam Union of Science and Technology Association (VUSTA)
- Vietnam Chamber of Commerce and Industry (VCCI)
- The Delegate of German Industry & Commerce Hanoi (AHK)
- Vietnam Pharmaceutical Association
- Spectaris – German Hightech Industry Association
- Business France / FABRILABO, France