

METALTECH[®]

24TH INTERNATIONAL MACHINE TOOLS AND
METALWORKING TECHNOLOGY EXHIBITION

Organised by:



UBM

Co-locating: **automEX**
1ST INTERNATIONAL AUTOMATION
TECHNOLOGY EXHIBITION

23-26 MAY 2018

PUTRA WORLD TRADE CENTRE (PWTC)
KUALA LUMPUR, MALAYSIA



POST SHOW REPORT 2018

www.metaltech.com.my | www.automex.com.my

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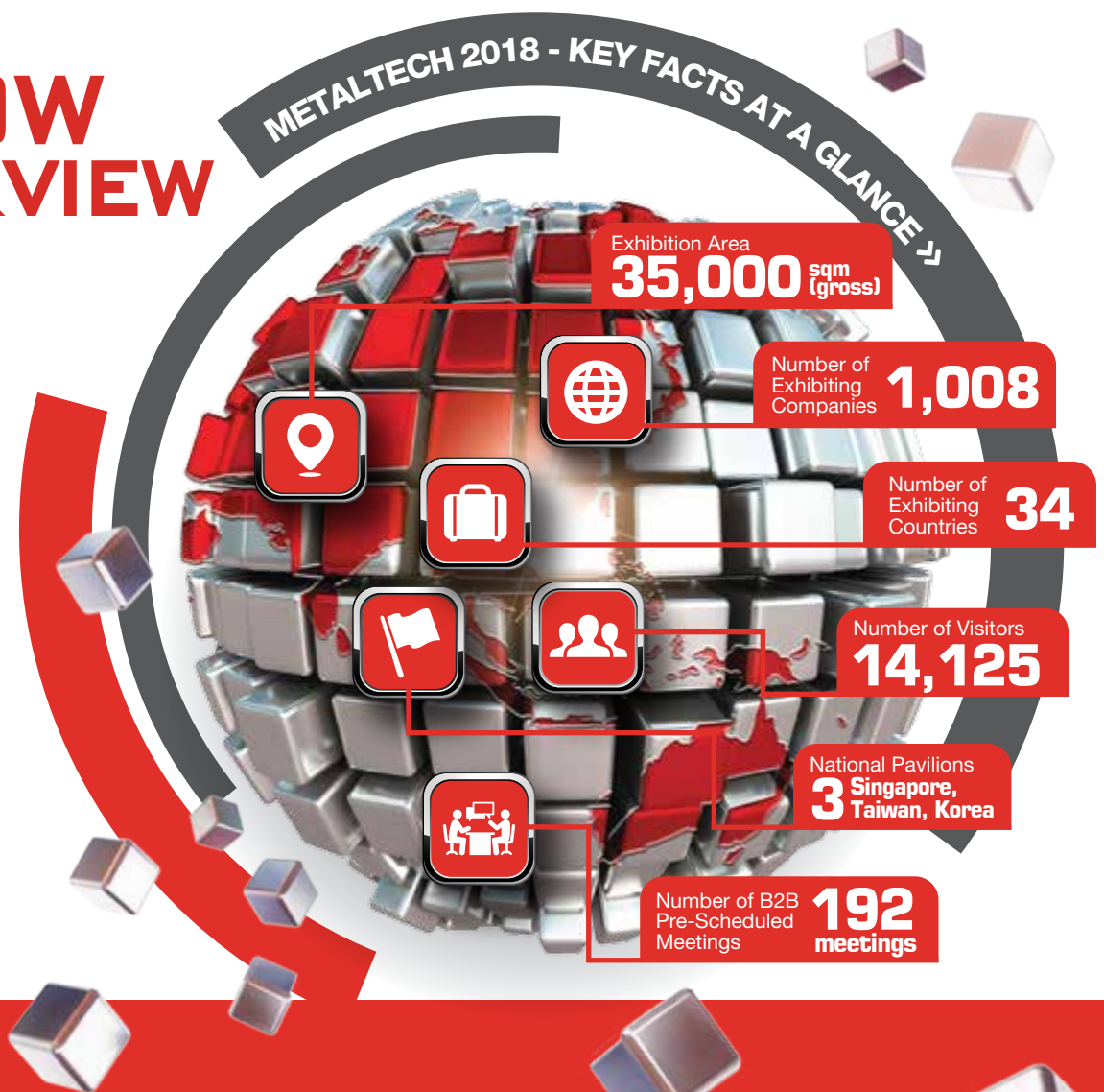
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SHOW OVERVIEW

METALTECH 2018 - KEY FACTS AT A GLANCE



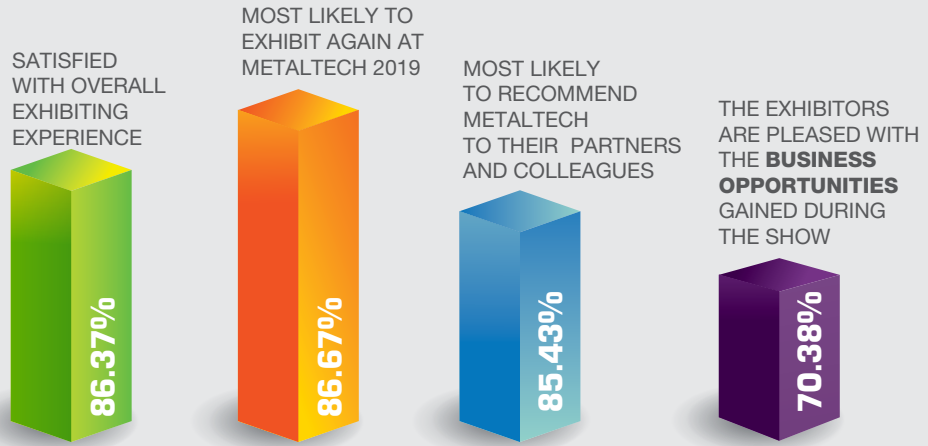
New Venue, More Growth, the future is bright for Metaltech!

Metaltech 2018 cemented its position as Malaysia's biggest and most international metalworking and machine tools exhibition with an impressive 35,000 sqm of floor space occupied by over 1000 exhibiting companies, after interacting with over 14,000 trade buyers over the four day period we are delighted to report that over 90% of our exhibitors have rebooked a booth for 2019.

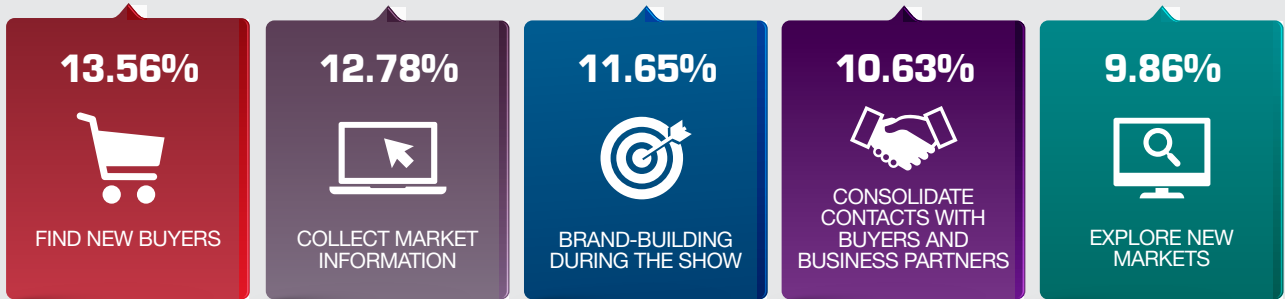
Newly acquired by UBM, Metaltech will also make the move to the brand new state of the art exhibition centre Malaysia International Trade and Exhibition Centre (MITEC) for 2019 to allow us to grow and expand this flagship show to the next level.

EXHIBITOR SURVEY ANALYSIS

Exhibitor's Satisfaction Rating



Top 5 Reasons for Exhibiting



Top 5 Exhibitor Profiles



Key Exhibitors in Metaltech 2018



90% OF EXHIBITORS TO RETURN FOR 2019 SHOW

Strong exhibitor confidence has been marked by the show's most successful rebook of 90%, with many opting for a larger booth in the new venue next year.



Exhibitor Product and Technology Showcase

- Drive Technology
- Air-Conditioning & Ventilation
- Electronic Components & Equipment
- Fan & Ventilation
- Industrial 4.0 Automation & Communication Technology
- Integrated Assembly Solution & Automation Handling Systems
- Machine Tools
- Material Handling & Storage
- Measurement Technology
- Metallurgical Technology & Equipment
- Mould & Die
- Positioning Systems
- Precision Engineering
- Process Automation & Control System Technology
- R&D and Related Services
- Robotics
- Safety & Security Technology
- Sensor Technology
- Sheetmetal Technology
- Software and Prototyping Systems
- Solar Systems
- Surface & Heat Treatment
- Tools & Tooling
- Welding

FEEDBACK FROM OUR EXHIBITORS



OSCAR SER KAI JING, Sales Engineer
Fanuc Mechatronics (M) Sdn Bhd, Malaysia

I'm enjoying the exhibition, especially the environment and this year it feels more comfortable as well. We have had a good quality of visitors, especially in terms of potential customers. Compared to last year, we have gotten more enquiries from prospects in the last two days.

NORBERT SEO, Senior Vice President Market Division Asia & Australia
Bystronic Pte Ltd, Singapore

We have been coming every year to METALTECH. The exhibition here gives us a lot of opportunity to make business, especially since there are many customers who are happy to come here. The customers have been asking us a lot of questions, especially technical questions, and we enjoy it because we are able to provide valuable technical consultation to them.



TOM HENNEJONCK, Technical Manager
LVD Malaysia, Belgium

Honestly, this year's METALTECH is a very good trade show. We have been preparing for six months to be here and we have seen a lot of customers already in the first two days. The strength of METALTECH, to me, is that it is quite open - you have suppliers coming, you have potential customers coming and also existing customers coming. It is also an event that brings an international crowd, such as customers from Singapore, Thailand and Indonesia.

CHIA CHIN LING, Assistant Manager
Kawasaki Heavy Industries, Singapore

Here at the Kawasaki booth we are featuring the DuAro and a six-axis 7kg payload robot, along with iPad inspection a coffee serving robot. The DuAro special features is that it is a dual arm collaborative robot and it have safety features allowing it to work alongside humans. This exhibition attracts a lot of company owners and bosses from many companies, so it is a good exhibition to take part in annually. We are looking forward to a new and better environment next year at MITEC and bigger space to feature our robots.



JULIAN KIM, President
YUGAR M&T INC/MEP Solutions Sdn Bhd, Korea

MEP is our exclusive distributor here in Malaysia. We are enjoying ourselves and are very impressed with METALTECH this year because there is a lot of quality customers and quality industry players. Hopefully, we can work with Malaysian manufacturers, such as those in the medical, aerospace and semiconductor industries. A lot of people are asking us about our advanced technology, so we are very impressed and look forward to cooperating with the Malaysian industry players to achieve even better technology together.

VISITOR SURVEY ANALYSIS



Visitor's Satisfaction Rating

SATISFIED WITH OVERALL VISIT AND EXPERIENCE



MOST LIKELY TO VISIT AGAIN AT METALTECH 2019



MOST LIKELY TO RECOMMEND METALTECH TO THEIR COLLEAGUES AND FRIENDS



Top 3 Visitor's Job Function



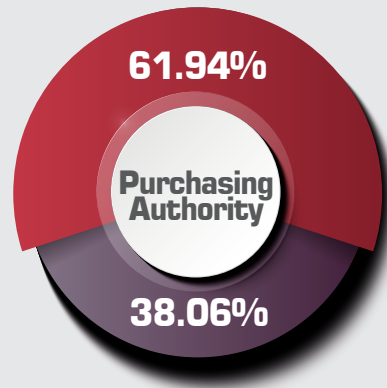
18.35%
ENGINEER / TECHNICIAN



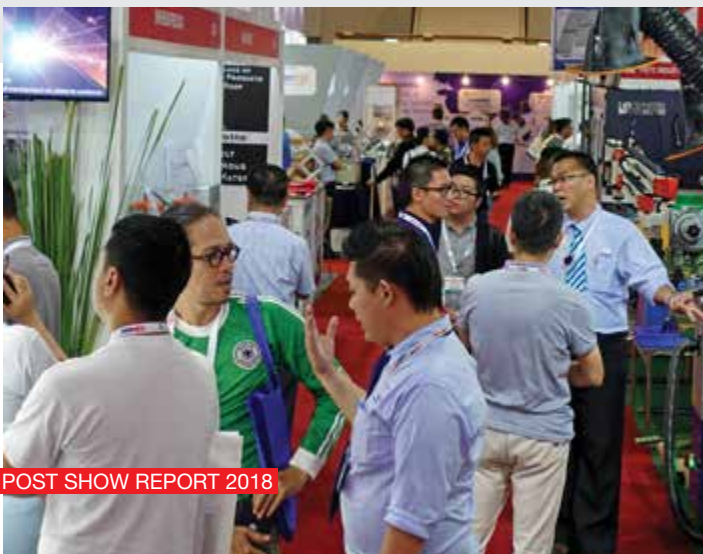
14.82%
CORPORATE MANAGEMENT
- CHAIRMAN / DIRECTOR / OWNER / MD / GM



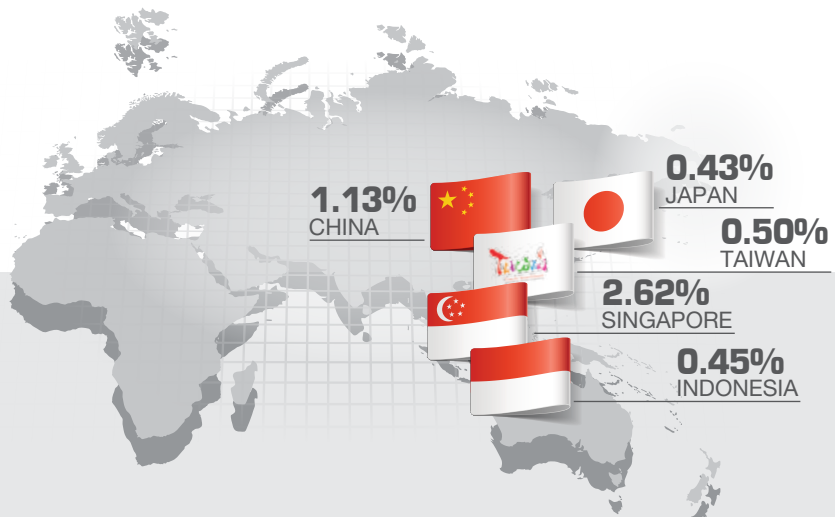
12.71%
SALES AND MARKETING



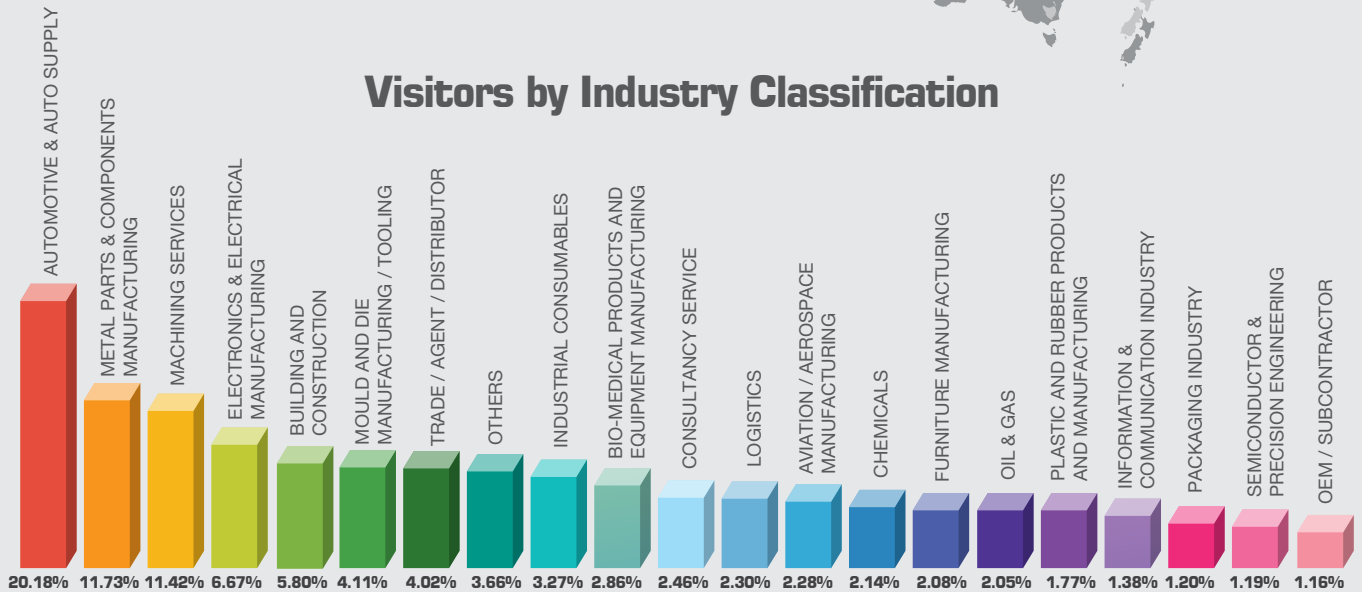
YES NO



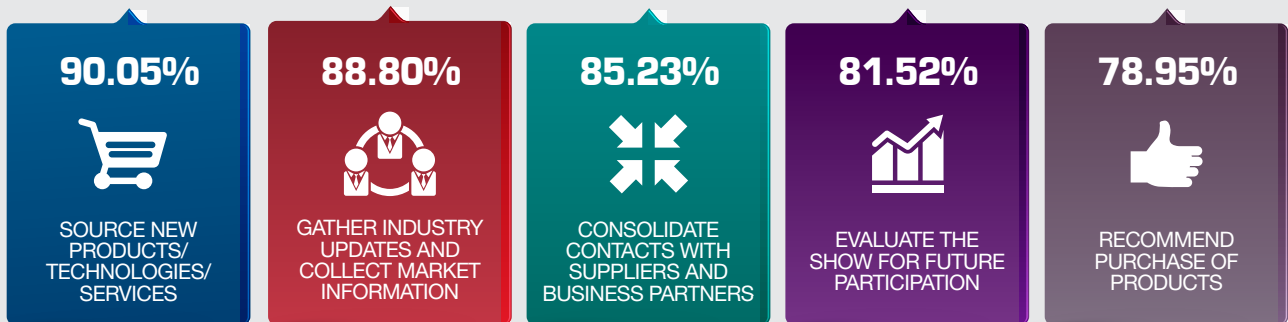
Top 5 Countries of International Visitors



Visitors by Industry Classification



Visitor's Objective of Visit



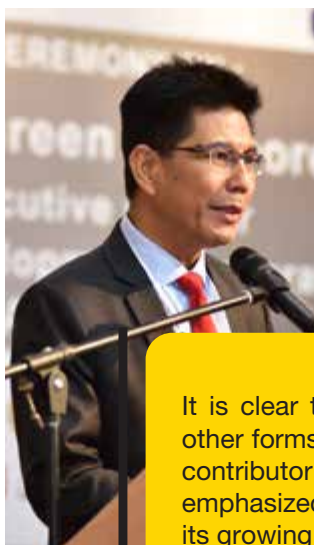
OFFICIAL OPENING CEREMONY



The auspicious opening ceremony of METALTECH was held on the second day – 24th May 2018 at Putra World Trade Centre and featured special guest of honour YBrs. Ir Dr Mohd Shahreen Zainooreen Madros, the Chief Executive Offer of Malaysia External Trade Development Corporation (MATRADE).

Also in attendance and involved in the ceremony were Dato' Tan Chin Huat, the Chairman of UBM Tradelink Sdn Bhd, and Mr. M Gandhi, who is the Group Managing Director (ASEAN Business) of UBM Asia.

All three men provided a rousing endorsement of METALTECH's importance as a leading regional metalworking and machine tool exhibition as well as its incredible potential for continued future growth.



**YBrs. Ir Dr Mohd Shahreen
Zainooreen Madros**
Chief Executive Officer
**Malaysia External Trade Development
Corporation (MATRADE)**

It is clear that the Machinery, Equipment & Parts and other forms of manufacturing technology is a significant contributor to our economy. It cannot be over emphasized, how crucial it is for this industry to continue its growing importance. Investments into the talents and ecosystem over the years has seen its benefits and the growth of the regional economy will only ensure the demands for such industries will remain strong.

METALTECH[®] SEMINAR



SEMINAR PROGRAMME SHOWED GREAT DEMAND FOR INDUSTRY 4.0 KNOWLEDGE SHARING

The comprehensive three-day seminar programme once again showcased a wide range of unique and interesting topics, focusing on the theme of Advanced Manufacturing & Production Solution and Smart Manufacturing with Automated System Integration & Process Control.

SCOPE OF TOPICS INCLUDE:

Industry 4.0 (i4.0)

Industrial Internet of Things (iiOT)

Smart Machine Smart Automation

Artificial Intelligent (AI), Machine Learning (ML), Deep Learning (DL)

High Mix Low Volume Manufacturing

Robot Automation

Automated System Integration

3D Printing & Additive Manufacturing

Latest Welding Technologies

Smart Management for Material Handling & Storage

KEYNOTE ADDRESS:

I believe there are the five steps towards Industry 4.0 implementation - Connectivity, Visibility, Transparency, Predictability and Adaptability. Industries are currently at the stage of 'Predictability', where integrated systems are now able to foresee potential machine failure and schedule maintenance accordingly. The future step of 'Adaptability' is exciting to look ahead to as it involves the autonomous self-optimisation of machines, which refers to the ability of machines to self-learn from intelligent data analysis and adapt accordingly.

Dr.-Ing. Arno Kühn

Head of Product and Production Management

**Fraunhofer-Institute for Mechatronics Systems
Design IEM**

SEMINAR
KEY FIGURES



25
SPEAKERS



233
DELEGATES

METALTECH®

EXHIBITOR NIGHT



A Special Treat For Exhibitors

To show our deepest appreciation for all our valued exhibitors, a special Exhibitor Night was held on 24th May evening at the Sunway Putra Hotel Ballroom.

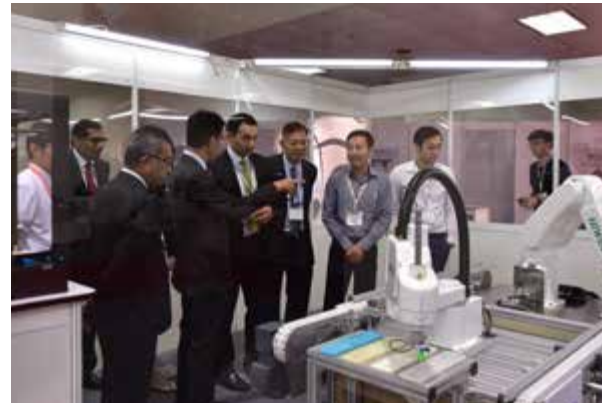
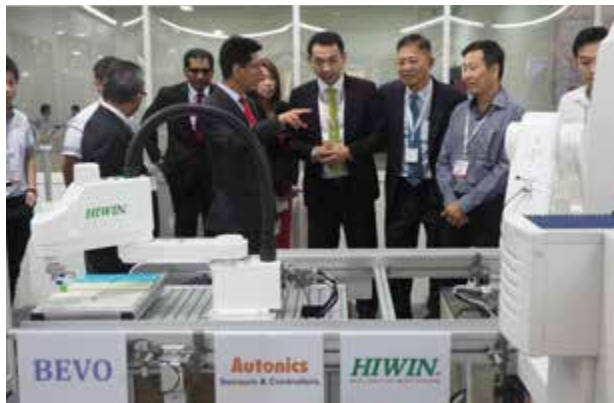
The exhibitor night brought together close to 1,000 exhibitors and invited VIPs, bringing together the whole community of machine tools and metalworking industry to network and catch up with friends and colleagues.



ENTER THE FUTURE OF SMART MANUFACTURING

METALTECH unveiled its first-ever live smart manufacturing demonstration at the show entitled “End-to-End Solutions in Smartphone Manufacturing Processes”. This special showcase revealed how Precision Engineering, Collaborative Robots, Automation Technology and Artificial Intelligence (AI) are enabling incredible breakthroughs in smartphone manufacturing.

A total of 10 companies have collaborated in the live demonstration for the first time at METALTECH. Participating companies included RA Machinery, HIWIN Singapore, EDM-Tools, Mitutoyo, Mal-Autonics Sensor, DMC Solution, Kaize Invent, Dream Technology System, Impresstech Engineering and Bevo Solutions.



ROBOT DISPLAY

Located outside Hall 6, this dive into the innovative world of modern robotics featured products and solutions from three highly progressive regional companies.

Professional Hitech Sdn Bhd showcased the incredible precision and speed of their EPSON Scara Robot, which is ideal for a wide range of automation solutions in manufacturing and production.

Mitsubishi Electric Asia demonstrated a cutting-edge conveyor tracking application that can be integrated into robotic systems, allowing work pieces to be automatically tracked, transported and aligned by robots without stopping conveyors.

Universal Robots had a fun and interactive display that gave visitors the chance to control a robotic leg and use it to kick a football into designated holes.



METALTECH[®] BUSINESS MATCHMAKING



THE POWER OF BUSINESS MATCHMAKING

After more than two decades of running METALTECH, we know better than anyone else what criteria help companies come together for mutually beneficial opportunities. Using this knowledge, we've created a unique business matchmaking platform that has opened up a world of possibilities for all of our exhibitors and visitors.

With the welcome addition of MATRADE's International Sourcing Programme this year, along with METALTECH's established business matching service, close to 200 meetings between buyers and suppliers were organised and held during the event.

FACTS AND FIGURES FROM BUSINESS MATCHMAKING AT METALTECH 2018



MATRADE'S INSP PROGRAMME ENJOYS STELLAR DEBUT

MATRADE gave overseas buyers a golden opportunity to get match made with their ideal Malaysian machinery and equipment manufacturers as they brought their International Sourcing Programme (INSP) to METALTECH for the first time this year.

In an effort to promote Malaysia as the preferred outsourcing country for machinery and equipment, MATRADE invited a range of international buyers and connected them with Malaysian companies through one-on-one meetings coordinated by MATRADE.



FACTS AND FIGURES FROM MATRADE'S INSP PROGRAMME AT METALTECH 2018



10 INTERNATIONAL BUYERS INVITED



23 EXHIBITORS BROUGHT IN



86 ONE-ON-ONE MEETINGS

RM10.01 MILLION

PROJECTED IN POTENTIAL SALES RESULTING FROM THE MEETINGS

METALTECH[®] SHUTTLE SERVICES

Complimentary shuttle services were provided between PWTC and the 3 parking locations at MATRADE Exhibition & Convention Centre (MECC), Open Space Carpark (Behind Sime Darby Holding Sdn Bhd) and Jalan Duta Tennis court.



METALTECH[®] LUCKY DRAW



Congratulations
To All Lucky Draw Winner

To show our appreciation to visitors, METALTECH gave away ONE Apple iPad Pro 10.5 every day during the show period from 23-26 May

WONG YOONG WEI



ALEX LOW



HAFIZ BIN SAMAT



SUM KIAN LUN



Thank you
for making

METALTECH[®] 2018

a great success!

After an incredibly successful run that will hit the quarter century mark in 2019, METALTECH has plenty of reasons to pull out all the stops in our debut at MITEC next year. Both visitors and exhibitors should get ready for an exciting experience filled with lots of special surprises as we gear up to celebrate our silver jubilee in some style.

The organising team would like to say a very big thank you to all exhibitors and visitors who have participated in this year's exhibition.

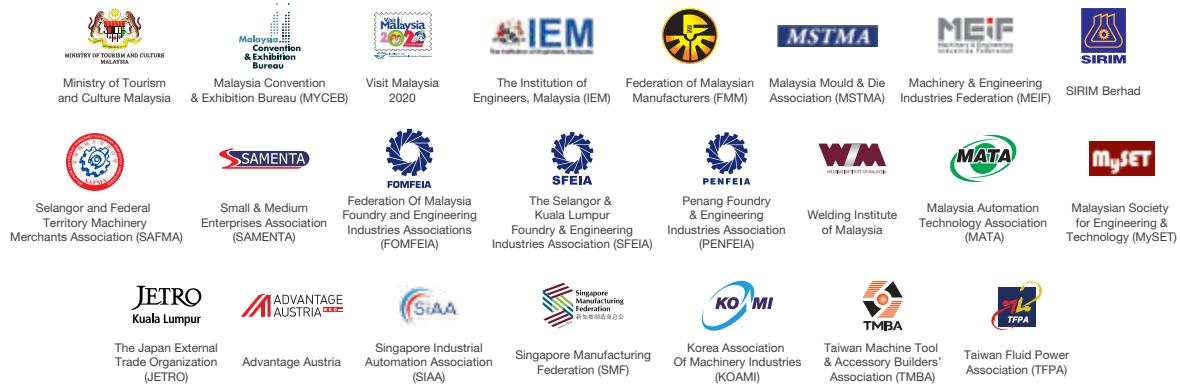
Be sure to save the date for next year's METALTECH, which will be held from 22-25 May 2019. We look forward to welcoming all of you to a bigger and better exhibition at MITEC - see you there!

THANK YOU FOR METALTECH 2018'S PARTNERS

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25TH INTERNATIONAL MACHINE TOOLS AND
METALWORKING TECHNOLOGY EXHIBITION

Co-locating:

autoMEX
12TH INTERNATIONAL AUTOMATION
TECHNOLOGY EXHIBITION

Organised by:



UBM

22-25 MAY 2019

MALAYSIA INTERNATIONAL TRADE &
EXHIBITION CENTRE (MITEC)
KUALA LUMPUR, MALAYSIA

25TH
ANNIVERSARY
CELEBRATING
25 YEARS
OF SUCCESS

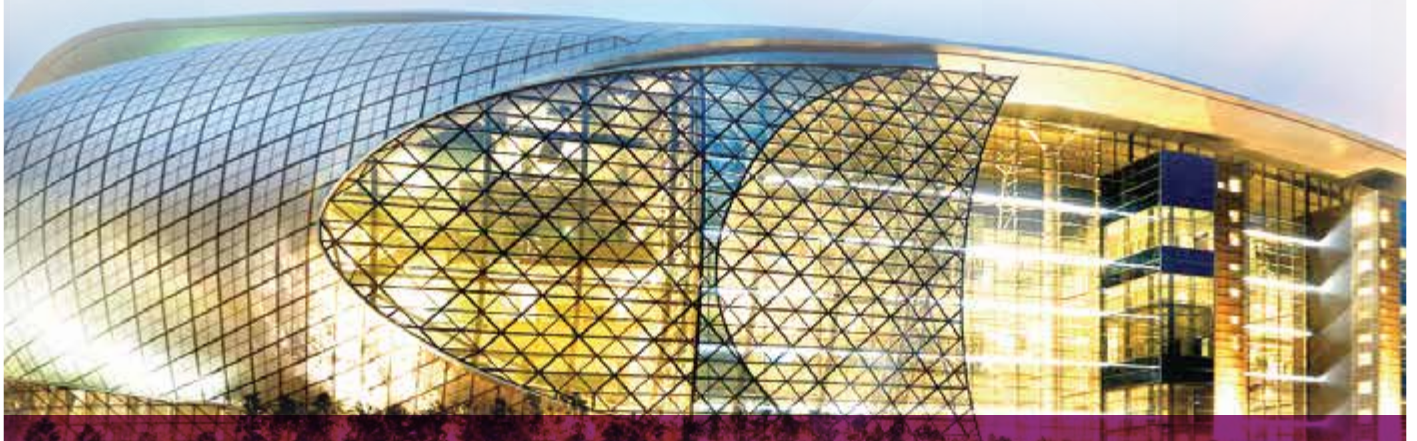
NEW VENUE

BIGGER

AND

BETTER

*SEE YOU THERE
NEXT YEAR*



Contact person : Geonice Chong • Geonice.Chong@ubm.com