



ASIA Manufacturing: Food, Beverages & Packaging Summit 2019

7-8 May 2019 Ho Chi Minh City, Vietnam

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INTRODUCTION TO VIETNAMESE F&B MARKET

The Vietnamese food processing industry is driven by strong domestic consumption and strong exports, and demand keeps growing, - but fierce competition forces the industry to continue investing to improve efficiency and meet global food safety standards.

As a result Vietnam's food processing companies adopted low-cost strategies and invest large sums of money for equipment upgrades, which is mainly sourced from overseas - which opens great opportunities for international machinery manufacturers. In 2017 Vietnam imported over \$425.5 million USD worth of F&B machinery. With new FTAs coming into effect and old one starting to generate traffic, comparing to 2016, import of F&B machinery increased drastically: packaging/wrapping machinery +49%, bakery machinery for pasta +59%, cleaning & drying of bottles +184%, machinery for the industrial preparation of fruits, nuts & vegetables +154% and for manufacture of confectionery, cocoa or chocolate 145%.



Why Vietnam?

- Vietnam has the largest beer market among the 10 members of the Association of Southeast Asian Nations, with annual production of more than 4 million kilo-liters, according to Kirin Holdings research.
- Revenue in the Food & Beverages segment amounts to US\$148m in 2018.
- Revenue is expected to show an annual growth rate (CAGR 2018-2023) of 21.9%, resulting in a market volume of US\$400m by 2023.
- User penetration is 15.9% in 2018 and is expected to hit 20% by 2023.
- The average revenue per user (ARPU) currently amounts to US\$9.88.
- The Business Monitor International (BMI) forecast that the growth rate of the sector would be at 10.9 per cent in the 2017-19 period, thanks to people's increasing income and a trend of using high value products.
- Increase of EU companies entering Vietnamese market due to EVFTA

Join over 180 delegates and 20 manufacturing professionals and expert speakers. Learn about the latest packaging technologies and how to apply newest production techniques to increase your profitability. Network with industry professionals like you and explore business opportunities.

ASIA MANUFACTURING: FOOD, BEVERAGES & PACKAGING SUMMIT 2019

will provide the overlook of the whole F&B Manufacturing chain



PACKAGING:

How to economically manufacture sustainable packaging that will attract customers?

- How to meet rising demand for single serve, smaller packaging
- Increased label scrutiny and ingredient list simplicity
- Positioning improvement, by use of eco-friendly bioplastics
- How to reduce costs of PET bottling
- Best trends to exploit in packaging: limited editions, on-the-go and bulk.
- Flexible equipment for the SKU explosion
- Perfecting synchronization between packaging and processing operations
- Roasting-enabling packaging for seafood



INGREDIENTS:

How to meet new clean-label stringent trends and become trending brand yourself?

- Bio preservatives
- Organic substitutes for white sugar
- Growing interest in plant-based F&B substitutes in ingredients, flavourings, sweeteners and protein sources
- How to deal with increase of gluten allergies by using non-wheat functional flour
- Innovative plant source hydrocolloids
- How to substitute fructose in juice concentrate market



PROCESSING:

How to increase value added while lowering the production cost?

- Improved F&B food safety and hygienic preparation
- Ethical positioning, such as Halal, recycled, eco-friendly or organic
- Additive-free product formulations
- Advancements on the field of mycotoxins binders
- Reduced the use of artificial colors and flavors

WHO WILL ATTEND

BY INDUSTRY:

- Government representatives
- F&B processors
- Machinery and tools manufacturers
- Mould & die manufacturers
- Bottlers, packaging converters
- Ingredients & additives manufacturers
- Ingredients Processing equipment suppliers
- Industry Associations & Research Institutions

ORGANIZATIONS:

- Viet Nam Association of Liquor, Beer and Beverage
- Food Products Association HCMC
- Vietnam Food Association
- Association of Seafood Exporters and Producers
- Vietnam Trade Promotion Agency

FOOD INGREDIENTS COMPANIES:

- VEDAN VIETNAM ENTERPRISE CO., LTD
- HUYNH GIA AGRICULTURE JSC
- LAM SON SUGARCANE JSC
- HOANG ANH FLAVORS & FOOD
- INGREDIENTS CO., LTD
- MOOCOS VIETNAM COMPANY LIMITED
- NAM PHUONG V.N CO., LTD

FOOD PROCESSING INNOVATORS:

- QUANG HUY BK OF MECHATRONICS ., LTD
- NAMDUNG CO., LTD
- VIETNAM SHININGHWA CO., LTD
- YORDA CO., LTD
- TURATTI PACIFIC CO. LTD.

CONTRACT PACKAGING LEADERS:

- Genpack
- Huhtamaki Vietnam
- Vinapackink Co. Ltd
- Thuan Loi Manufacturing Co., Ltd
- Hana plastic Co., Ltd
- Duy Tan Plastic Corporation

F&B MANUFACTURERS:

- Vietnam Dairy Products JSC (Vinamilk)
- Masan Consumer Corporation
- Acecook Vietnam JSC
- Nestle
- Kidoo
- C.P. Vietnam Livestock Corporation
- Vissan JSC

Reasons Why You Should Attend

- **Face-To-Face Communication With Your Peers:**

Meet industry experts, fellow manufacturers, suppliers, regulators, distributors, academe as well as R&D researchers from all the steps of Food & Beverages manufacturing: ingredients, formulation, processing and packaging sectors. Learn about regional needs and future manufacturing trends.

- **Be Updated About The Latest Market Trends:**

Get ideas, gain insights and learn best practices and tricks in Food & Beverages industry - from ingredients to packaging.

- **Learn From The Industry Experts:**

Discover new products, services and solutions for your business to generate higher profitability.

- **Visit Exhibitors' Booths:**

Attend one-to-one meetings with potential partners not only from Vietnam but across the region.

- **Meet New Suppliers and Agents:**

Build your business network at a relaxing and friendly atmosphere.

- **Build Your Business Network:**

Talk with CEOs, Directors, Managers and Engineering Heads from your target companies and generate many new sales leads with the people in the right places.

OUR EXPERT SPEAKERS



TED KAO

FIELD APPLICATION ENGINEER AT CHANG WOEN MACHINERY CO., LTD.



KIM CHI LY

CHAIRWOMAN AT FOOD AND FOODSTUFF ASSOCIATION OF HCMC



LAI-YING FONG

ASSOCIATE PROFESSOR AT TECHNOLOGICAL AND HIGHER EDUCATION INSTITUTE OF HONG KONG



SAM GAO

CO-FOUNDER AND SENIOR ANALYST OF TOPGUIDE ADVISORY SHANGHAI & DONG FENG CAPITAL



THIEN TRUNG LE

CEO OF NONG LAM FOOD



REGINA LIAN

FOUNDER OF REGINALIAN FINE ROASTED COFFEE



CARMEN MAN KA MUN

CHAIRPERSON AT HONG KONG FOOD PROFESSIONALS ASSOCIATION



TERI TEO

DIRECTOR & BUSINESS DEVELOPMENT DIRECTOR OF LEARTH GROUP & PS FOOD & BEVERAGE (S) PTE LTD



PETER THOEYSEN

COMMERCIAL DIRECTOR FOR BIOPROTECTION OF CHR. HANSEN

Sponsorship

Smart Investment - Increase Your Exposure To An Exclusive Sector
Strengthen Recognition of Your Brand And Stay On Top Of Competition

Benefits for all sponsors with valuable exposure before, during and after the event, both on-site and off-site.

- Your company logo is featured on a wide range of promotion materials including magazines, websites, direct mailing, brochures and flyers.
- Promotion by Ringier's international strategic partners, associations and media endorsers.
- Your company logo will be displayed at all on-site materials such as backdrops, roll-up banners.
- Acquire the list of delegates with contact details and your company logo will be included in the post-event report.

2019 Sponsorship	Basic Benefits Extra Exposure	Display Table	Speech Slot	VIP Pass (Free)	Pass Coupon (USD300)	Profile in Event Folder	AD in Event Folder	Priority Right of Matchmaking	Remark
Gold USD 17,700 (Only 1 Slot Available)	✓	3	5mins Day 1 Opening + 25mins Main	20	10	1P	2P Special Position + Inner Page	✓	Plus: 1) Customized Email Direct Blast x 3,000 mailings 2) Sponsor's roll at designated area (max. 2 units) 3) Video display at the best break time (max. 3 mins video) 4) Put 1 catalog in event bag 5) Prepare lucky draw gift for delegate (optional) 6) On-site interview at the conference 7) Upload your presentation to event website
Silver USD 11,900 (Only 1 Slot Available)	✓	2	5mins Day 2 Opening + 25mins Main	10	5	1P	1P Inner Page	✓	Plus: 1) Customized Email Direct Blast x 2,000 mailings 2) Video display at the best break time (max. 3 mins video) 3) Put 1 catalog in event bag 4) Prepare lucky draw gift for delegate (optional) 5) On-site interview at the conference 6) Upload your presentation to event website
Bronze USD 6,900 (Only 4-6 Slots Available)	✓	1	25mins Parallel Session	3	2	1/2 P	1P Inner Page	✓	Plus: 1) Upload your presentation to event website
Cocktail USD 8,750 (Only 1 Slot Available)	✓	1	5mins Cocktail	2	2	1/2 P	1P Inner Page	✓	Plus: 1) Sponsor can play video during dinner * The rate is based on 100 people, more expense will be charged according to real situation.
Exhibitor USD 3,150	✓	1	10mins coffee break	2	2	1/2 P	✗	✓	--
Exhibitor USD 2,900	✓	1	✗	2	2	1/2 P	✗	✓	--
Lucky Draw USD 3,550	✓	✗	2mins Lucky Draw	2	1	1/2 P	1P Inner Page	✗	* The gift worth USD328 / RMB2000 should be prepared and shipped to venue by the sponsor.
Event Bag USD 3,550 (Only 1 Slot Available)	✓	✗	✗	1	1	1/2 P	✗	✗	* The bag should be prepared and shipped to venue by the sponsor.
Lanyard USD 3,550 (Only 1 Slot Available)	✓	✗	✗	1	1	1/2 P	✗	✗	* The rate is based on 150 pieces and limited to two colors on lanyards.
AD USD 2,150	✓	✗	✗	1	1	1/2 P	1P Inner Page	✗	* The special position rate: C4 (USD3,150), C2 (USD2,700), C3 (USD2,500)

** Notice **

- 1) Ringier only provides the basic equipment for each display table: 1 table with tablecloth, 2 chairs.
- 2) All the promotion materials should be prepared by the sponsor, including AD, profile, roll up banner, catalog, video, event supplies (Bag/ Lanyard/ USB/ Pen/ Notebook), lucky draw gift and the content of Email Direct Blast...etc. Besides, Sponsor is responsible for shipping and any related customs charges or taxes.
- 3) Whilst every effort will be made to secure the desired delegates for matchmaking purposes, Ringier cannot guarantee that all those requested can attend and may need to include qualified substitutions.
- 4) Ringier has the right to adjust or reject any presentation that does not meet the necessary standards.

Venue Hotel - Your Business & Leisure Experience



Pullman Saigon Centre Hotel - take place at international businesses in luxurious environ-ment of 5 star hotel

Located centrally within Ho Chi Minh City, close to Ben Thanh market and many tourism attractions, the hotel features 306 signature rooms combining design, comfort and connectivity. Facilities include all day dining restaurant, pop-up burger bar and Mad Cow Wine & Grill with panoramic views of the city. The hotel also has free WIFI, swimming pool, fitness centre, spa and high tech meeting venues able to host up to 500 guests.

Address: 148 Tran Hung Dao Boulevard, Nguyen Cu Trinh Ward, District 1, Ho Chi Minh City, Vietnam

Tel: (+84)28/38388686

Website: <https://www.accorhotels.com/gb/hotel-7489-pullman-saigon-centre/index.shtml>



ABOUT RINGIER

Taking advantage of powerful media resources, Ringier Conference covers the industries of plastics, food, personal care, medicine & health care, nonwovens, coatings & ink, automobile, metal, mold & die, package, composite material, and the latest technologies. Since 2003, we organize over 20 high level conferences bringing industry leaders together for information exchange and networking opportunities in China and successfully extend into S.E.Asia from 2014.

A series of conferences in S.E.Asia that cater specifically to industry verticals like metalworking technology, plastics processing, automotive, food beverage processing & packaging representing growth sectors in many S.E. Asia countries. These sectors require high levels of technology and upgrading to meet the growing needs of sophisticated consumers both domestically and for export markets.

Conferences organized by Ringier not only provide industry leaders with the latest technologies, but also help Greater China enterprises innovatively explore new markets. For more information, please visit www.ringierevents.com

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Know more Ringier
S.E. Asia event.

ASIA Manufacturing: Food, Beverages & Packaging Summit 2019, 7-8 May, Ho Chi Minh City, Vietnam