

22-25
六月
2022

METALTECH[®] automEX HYBRID EXHIBITION

Co-locating:

26th INTERNATIONAL MACHINE TOOLS, METALWORKING
AND AUTOMATION TECHNOLOGY EXHIBITION

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POST SHOW REPORT

22-25 JUNE 2022

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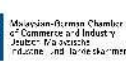
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METALTECH AND AUTOMEX SHOWCASE THEIR INTERNATIONAL PROMINENCE WITH STRONG POST-PANDEMIC RETURN



Returning in their physical form for the first time since the pandemic began, Malaysia's leading machine tools, metalworking and automation technology exhibition METALTECH and AUTOMEX successfully completed a flourishing 26th edition at Malaysia International Trade and Exhibitions Centre (MITEC) from 22 - 25 June 2022.

Highly anticipated both locally and internationally, the exhibitions attracted **12,284** attendees from **26** countries and regions and showcased a diverse collection of 520 exhibiting companies from **19** countries and regions, including **five national pavilions** from **Germany, China, South Korea, India and Singapore**.

Leveraging on their experience of holding two virtual exhibitions during the pandemic, organisers Informa Markets introduced a new Hybrid Exhibition format this year that incorporated the addition of virtual webinars to the usual seminar series, and a special virtual exhibition area where workstations were provided for visitors to access the METALTECH virtual marketplace and digitally interact with exhibitors around the world.

The virtual exhibition captured **707** unique visitors, with **1,428 total booth visits** and **2,458 business activities** conducted over the four days, while a total of **498 viewers** attended the live webinars and virtual tech talks.



METALTECH 2022 **KEY FACTS** AT A GLANCE



EXHIBITION HALLS
3 Halls



NUMBER OF EXHIBITING COMPANIES
520



NUMBER OF EXHIBITING COUNTRIES AND REGIONS
19



NUMBER OF VISITORS
12,991 from 26 Countries and Regions



5 NATIONAL PAVILIONS
Germany, South Korea, India, China and Singapore

EXHIBITOR SURVEY ANALYSIS

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31 MAY - 03 JUNE 2023

Exhibitor's Satisfaction Rating

Satisfied with overall exhibiting experience

81.20% 

Most likely to exhibit again at METALTECH 2023

80.45% 

Most likely to recommend METALTECH to their partners and colleagues

78.19% 

The exhibitors are pleased with the **business opportunities** gained during the show

82.81% 

Top 5 Reasons for Exhibiting



Collect marketing information
22.88%



Brand-building during the show
20.87%



Find new buyers
17.07%



Consolidate contacts with buyers and business partners
16.96%



Explore new markets
12.28%



Top 5 Exhibitor Profiles



Machine Tools
28.34%



Industrial Hardware & Industrial Supplies
15.99%



Precision Metrology
22.67%



Tools & Tooling
7.00%



Robotic & Automation
21.33%

First-time participating exhibitors:
30.25%



FEEDBACK FROM OUR EXHIBITORS

“ We are overwhelmed by the great response we received, as the size of the crowd has exceeded our expectations especially after the pandemic. We've received a lot of enquiries from quality buyers, especially from the semiconductor industries. METALTECH is the renowned exhibition in Malaysia that allows industry players to showcase their new technology and build brand awareness. We will definitely come back again next year. ”

SHENG HAINING
Director
Beijing Jingdiao Group Co., Ltd



“



We have been supporting METALTECH for many years since our establishment in 2007. This is the biggest event for Malaysia and we are pleased to participate as we have received quite good response most of the time from our participation. We have some prospective customers that we had already approached earlier and they will be coming here to METALTECH to confirm about their selection. So this is a good opportunity for them to see our presence here and it gives them more confidence to purchase our equipment. ”

KHOO SIEW FANG
Country Manager
Hexagon Measurement Technologies Sdn Bhd

“

METALTECH has been a household brand in our industry and a lot of our customers and users will look forward to attending this event each year. So far, the last two days have been good (for us to meet potential buyers), its beyond our expectations. We didn't put too much expectations into it because it's a restart after two years but so far we are happy with the response. ”

ROBERT TEE
General Manager
Hasil Karya Sdn Bhd



“

Baluff Automation is one of the top 5 automation suppliers in the world for sensors and automation equipment, and we created a new branch in Malaysia 2 years ago. This is our first time joining METALTECH with a physical booth and the experience has been great so far. We have generated a lot of new leads from East Malaysia and South Malaysia - people we cannot meet easily in our everyday life. We are really positively surprised with this experience, being the first time after the pandemic that we are coming back to face-to-face networking, and we have gotten very good feedback from the customers so far. Thank you METALTECH, you did a great job!

FREDERIK WUNDERLICH
General Manager
Balluff Automation Sdn Bhd



“

Robogroup is here to promote our CNC machines and our SolidCam software. I believe METALTECH is a very important platform where we can not only sell products but more importantly, we can bring our technology to show people how effective advanced technology is these days and how it can improve the machining industry. Now that we are recovering from the pandemic, we need to create awareness and we need to revive back the economy, especially on the machining industry. Thank you so much to the organisers for giving us this chance to promote our products and create awareness. ”

CALVIN CHIN CHEE KEAT
Management
Robo CNC Sdn Bhd



“

We are machine distributors from Japan and we provide solutions for machine tools, automation and Industry 4.0 and IoT. It's really good to have physical exhibitions back where we can meet new customers and business partners face to face. We can meet many new customers, even international customers, such as from Japan, India and Malaysia as well, of course. We will definitely come back again next year and we have already booked! METALTECH offers a lot of variety in terms of business fields, which we appreciate, so we get to meet not just our main target customers, but can expand our reach further. ”

DAIKI KOBARA
Managing Director
Yuasa Mechatronics (M) Sdn Bhd



“

We are specialists in industrial grade machines and we have brought our full range of machines here to show how we can provide total solutions for many industries. People here say about AOTAI, but they don't know where to find us. So that is one of our intentions to join METALTECH, to show our presence to the public so they can find us directly and talk to us. People in the metal industry know this is the major event for the year so everybody will come here. We have overwhelmed with guests and visitors for the first two days! This is a great opportunity in the post-pandemic era and everybody is looking forward for the industry to grow. ”

JM SOO
Managing Director
AOTAI Electric Co. Ltd.



LOCK DOWN YOUR SPOT FOR METALTECH & AUTOMEX 2023

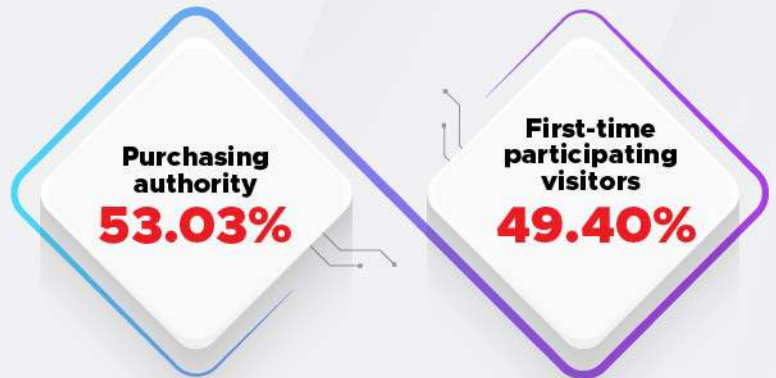
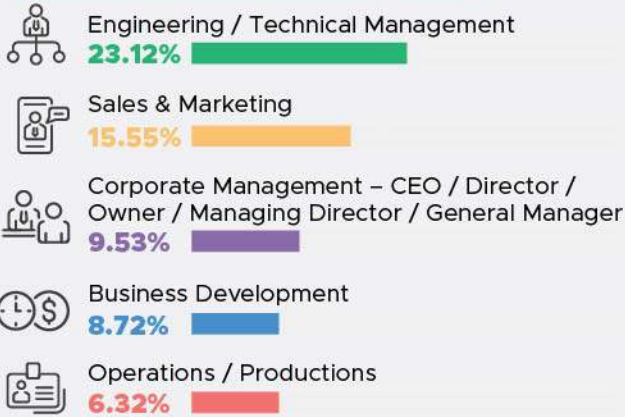
METALTECH & AUTOMEX will be held from
31 May – 3 June 2023 at MITEC Kuala Lumpur.

For Space Enquiry, please call +603 9771 2688 or email to marketing@metaltech.com.my
Visit our website at www.metaltech.com.my or
follow our Facebook and LinkedIn page for more show updates!

VISITOR SURVEY ANALYSIS

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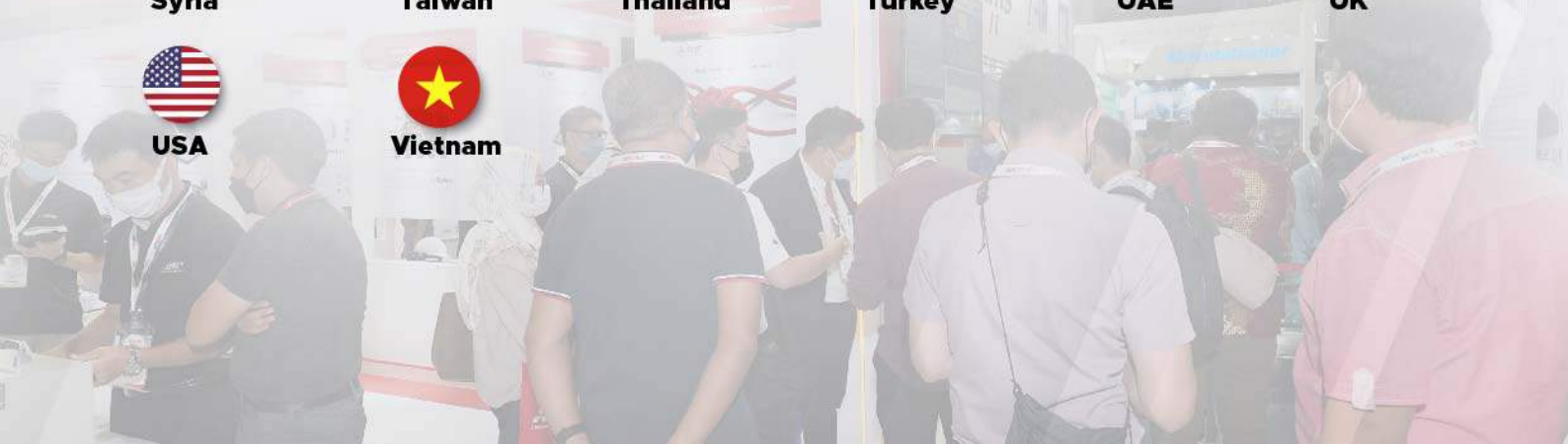
Top 5 Visitor's Job Function



Top 5 Country & Region Of International Visitors



Visitors By Country & Region Breakdown



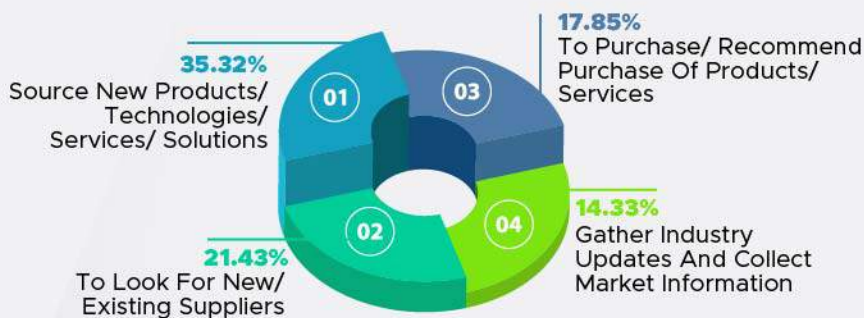
VISITOR SURVEY ANALYSIS

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Visitors By Industry Classification

Automotive & Supply	8.82%	Tools & Tooling	1.74%
Industrial Automation	8.38%	Mould and Die Manufacturing	1.70%
Metal Parts and Components Manufacturing	8.17%	Furniture Manufacturing	1.56%
Electronics and Electrical Manufacturing	6.67%	Aviation & Aerospace Manufacturing	1.52%
Industrial Hardware & Supplies	5.07%	Food & Beverage Processing	1.51%
Machining Services	4.76%	Chemicals & Process Engineering	1.42%
Building and Construction	4.46%	Welding Manufacturing	1.42%
Trade / Agent / Distributor	4.04%	Semiconductor Industry	1.38%
Precision Engineering	2.91%	Robotics Technology	1.22%
Oil & Gas	2.48%	Industrial Consumables	1.16%
Plastic & Rubber Products Manufacturing	2.46%	Packaging Industry	1.08%
Steel Manufacturing	2.31%	HVAC / Fan Ventilation / Air Compressor	1.00%
Agriculture	1.83%	Information & Communication	1.00%
Consultancy / R&D	1.83%		

Visitor's Objective Of Visit



Top 15 Most Trending Products & Services Visitors Are Looking For

Machine Tools & Metalworking	44.41%
Automation Technology	37.75%
Industrial Hardware & Supplies	23.50%
Industrial 4.0 Automation & Communication Technology	21.76%
Tools & Tooling	20.04%
Robotics	17.63%
Precision Metrology	13.44%
Process Automation & Control System Technology	12.39%
Bending & Folding Machine	12.30%
Sensor Technology	11.96%
Electronic Components & Equipment	11.55%
Integrated Assembly Solution & Automation	
Handling Systems	10.35%
Laser Cutting	9.92%
R&D And Related Services	9.41%
Drive Technology	9.26%

Visitor's Satisfaction Rating

SATISFIED WITH OVERALL VISITING EXPERIENCE



MOST LIKELY TO VISIT AGAIN TO METALTECH & AUTOMEX 2023



MOST LIKELY TO RECOMMEND METALTECH & AUTOMEX TO THEIR COLLEAGUES AND FRIENDS



SHOW HIGHLIGHTS

OFFICIAL OPENING CEREMONY



MITI ENDORSES METALTECH AND AUTOMEX AS **CRUCIAL PLATFORM** FOR INDUSTRY PROGRESS

The official METALTECH & AUTOMEX 2022 Opening Ceremony was held at MITEC on the second day – 23rd June 2022 and featured confidence boosting opening remarks from the Malaysian Ministry of International Trade and Industry (MITI) Deputy Minister Y.B. Senator Datuk Lim Ban Hong

The MITI Deputy Minister expressed that Malaysia's Machinery and Equipment (M&E) industry is among the largest and strongest in ASEAN and emphasized the importance of companies adopting new technologies to produce high-value and specialised products.

He outlined the various strategies and programmes the government has implemented to support the industry, such as high-quality Free Trade Agreements and Industry 4WRD related initiatives under the MITI umbrella that include Readiness Assessment (RA), Intervention Fund as well as Reskilling and Upskilling Programmes. He urged industry players to avail these opportunities and also recommended they place focus on clean and energy efficient machinery and automation solutions to boost long term sustainability.

Also in attendance and involved in the ceremony were YBhg. Jeneral (B) Tan Sri Dato' Seri Panglima Mohd Azumi B. Mohamed, Co-Chairman of Informa Markets Malaysia.



"I hope both METALTECH and AUTOMEX will continue to be a platform for M&E players to strive for the highest level of excellence through knowledge sharing and networking. With this year's focus on Industry 4.0, I have strong confidence that this exhibition will continue to be a contributor in supporting our shared goals and developing the global status of the Malaysian M&E industry to ensure the sustainable growth of the industry."

Y.B. SENATOR DATUK LIM BAN HONG
Deputy Minister, Ministry of International Trade and Industry (MITI)



SHOW HIGHLIGHTS

SEMINAR PROGRAMME



To provide our participants with a knowledge-driven experience, METALTECH has continued to organise its eye-opening seminar series that will run concurrently with the exhibition, with a wide variety of physical and virtual seminars held at Hall 2.

The adoption of Industry 4.0, Internet of Things (IoT), Automation and Robotics technologies is becoming increasingly important for companies who wish to maintain their competitiveness within the industry. Thus, this year's Tech Talks series places great emphasis on providing industry players with valuable and actionable knowledge for enhancing the technological proficiencies of their operations.

REUNION PARTY

It was a fun-filled night of food, drinks and entertainment as a special appreciation dinner entitled 'Reunion Party' was organised for all METALTECH and AUTOMEX exhibitors, sponsors and VIPs at MITEC.

Speaking at the event, Chairman of METALTECH, Dato' Dr Tan Chin Huat, thanked everyone for their support and urged both returning and new exhibitors to seize this opportunity to network and discover valuable prospects for growing their business.

Organisers also took the opportunity to announce the exciting launch of METALTECH and AUTOMEX 2023, which will be held from 31 May – 3 June right here at MITEC.



SHOW HIGHLIGHTS

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31 MAY - 03 JUNE 2023

VIRTUAL LOUNGE

METALTECH is the first exhibition of its kind to offer a hybrid experience to its visitors, having implemented a special virtual exhibition area within Hall 2 and offering a mix of both physical in-person talks as well as virtual seminar sessions.

The virtual exhibition area offers visitors a chance to digitally browse hundreds of participating exhibitors from around the world on specially provided workstations and review their products and company profiles within this virtual marketplace. They also have the chance to interact with these exhibitors via direct messages or video calls.



SHUTTLE SERVICES

Complimentary shuttle services was provided between MITEC and 2 parking locations at MATRADE Exhibition & Convention Centre (MECC) and official hotels.



SEE YOU NEXT YEAR
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Thank You FOR A SUCCESSFUL 2022 EXHIBITION

A highly successful METALTECH and AUTOMEX 2022 came to a close, and the organising team could not be more grateful for the tremendous support that we have received from all parties to make this event the triumph that it has been.

While navigating two years of the pandemic without having physical events was challenging for us, it has been truly fulfilling to make this positive return to MITEC and witness the enthusiasm from exhibitors and visitors to re-establish the importance of these landmark exhibitions to the industry.

In closing, we would like to say a very big 'Thank You' to all our sponsors, exhibitors, buyers, visitors, international pavilions, seminar speakers, associations and international government agencies



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DWT GMBH
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EA MAX SOLUTION SDN BHD
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EEPOS MALAYSIA SDN BHD
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ESSMART SYSTEMS SDN BHD
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EXPERIOR TECHNOLOGY SDN BHD
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FAIRS – MESSE MARKETING MANAGEMENT GMBH
FAMOUS STATIONERS SDN BHD
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FARO SINGAPORE PTE LTD
FATEK
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HIGH QA
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HITACHI HIGH-TECH ANALYTICAL SCIENCE GMBH SINGAPORE BRANCH
HITACHI SUNWAY INFORMATION SYSTEMS SDN BHD
HIWIN SINGAPORE PTE LTD
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INNOVMETRIC SOFTWARE INC
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