

Organised by:



# METALTECH<sup>®</sup>

25<sup>TH</sup> INTERNATIONAL MACHINE TOOLS AND METALWORKING TECHNOLOGY EXHIBITION

Co-locating:

**autoMEX**  
12<sup>TH</sup> INTERNATIONAL AUTOMATION TECHNOLOGY EXHIBITION

**MITEC** KUALA LUMPUR

*Celebrating  
25 Years of Success*



# POST SHOW REPORT 2019

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# HIGHLY SUCCESSFUL 25TH EDITION OF METALTECH & AUTOMEX CONCLUDED ON A HIGH NOTE

## VISITOR INFLUX REFLECTS A BULLISH MARKET AHEAD FOR INDUSTRY

METALTECH, Malaysia's number one machine tools and metalworking technology trade fair, along with AUTOMEX, the country's leading automation and robotics exhibition, completed a flourishing 25th Anniversary run at Malaysia International Trade and Exhibition Centre (MITEC) in Kuala Lumpur from 15-18 May 2019, with the revamped exhibitions drawing great reviews and recorded a significantly higher participation numbers this year.

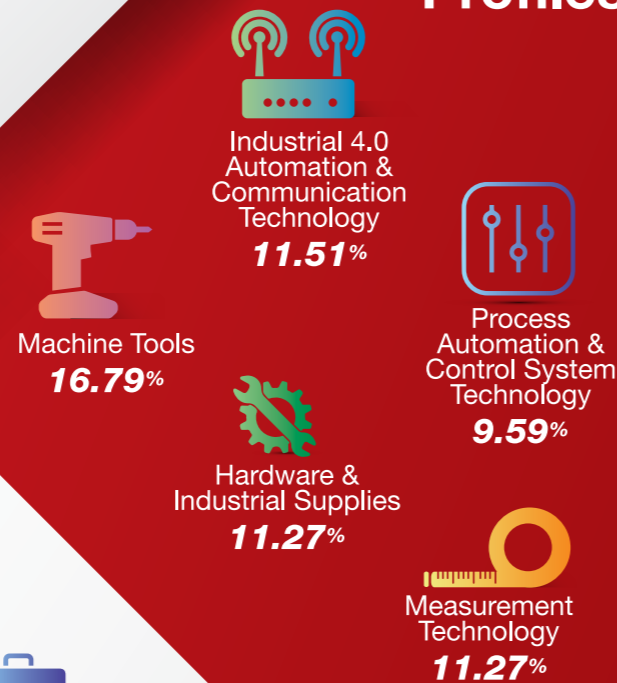
METALTECH has notched year-on-year growth in terms of exhibitor support and number of visitors, with 18,906 attendees from 41 countries and regions attended the four-day event. The figure represented an unprecedented 33.85% increase compared to last year's edition.

With a total of 1,071 companies from 32 countries and regions participated as exhibitors this year along with an increased representation from countries and regions including Singapore, Taiwan, China and South Korea, many of them made vast improvements to their machinery setups leading to the biggest installations and product demonstrations the event has ever hosted.

## METALTECH 2019 KEY FACTS AT A GLANCE

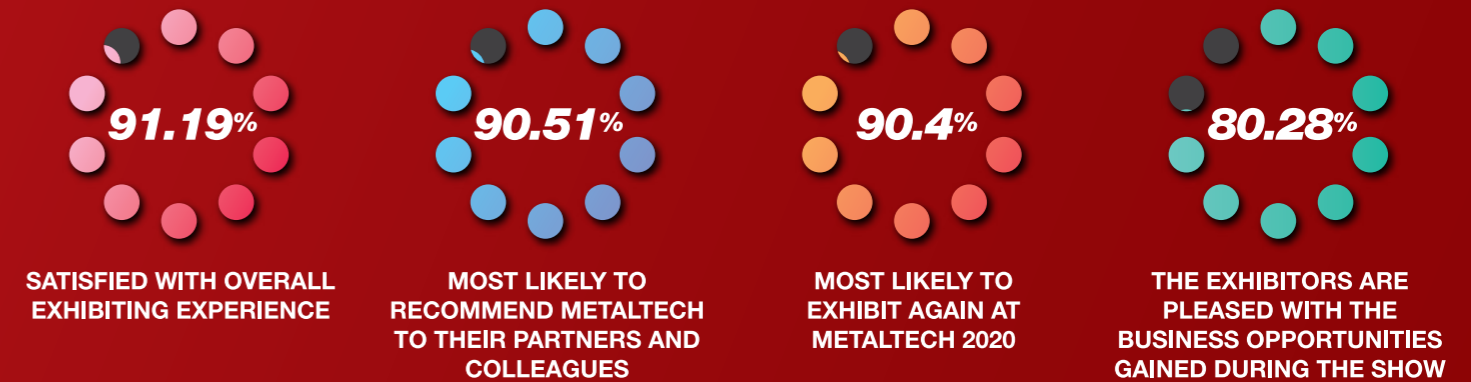


## Top 5 Exhibitor Profiles

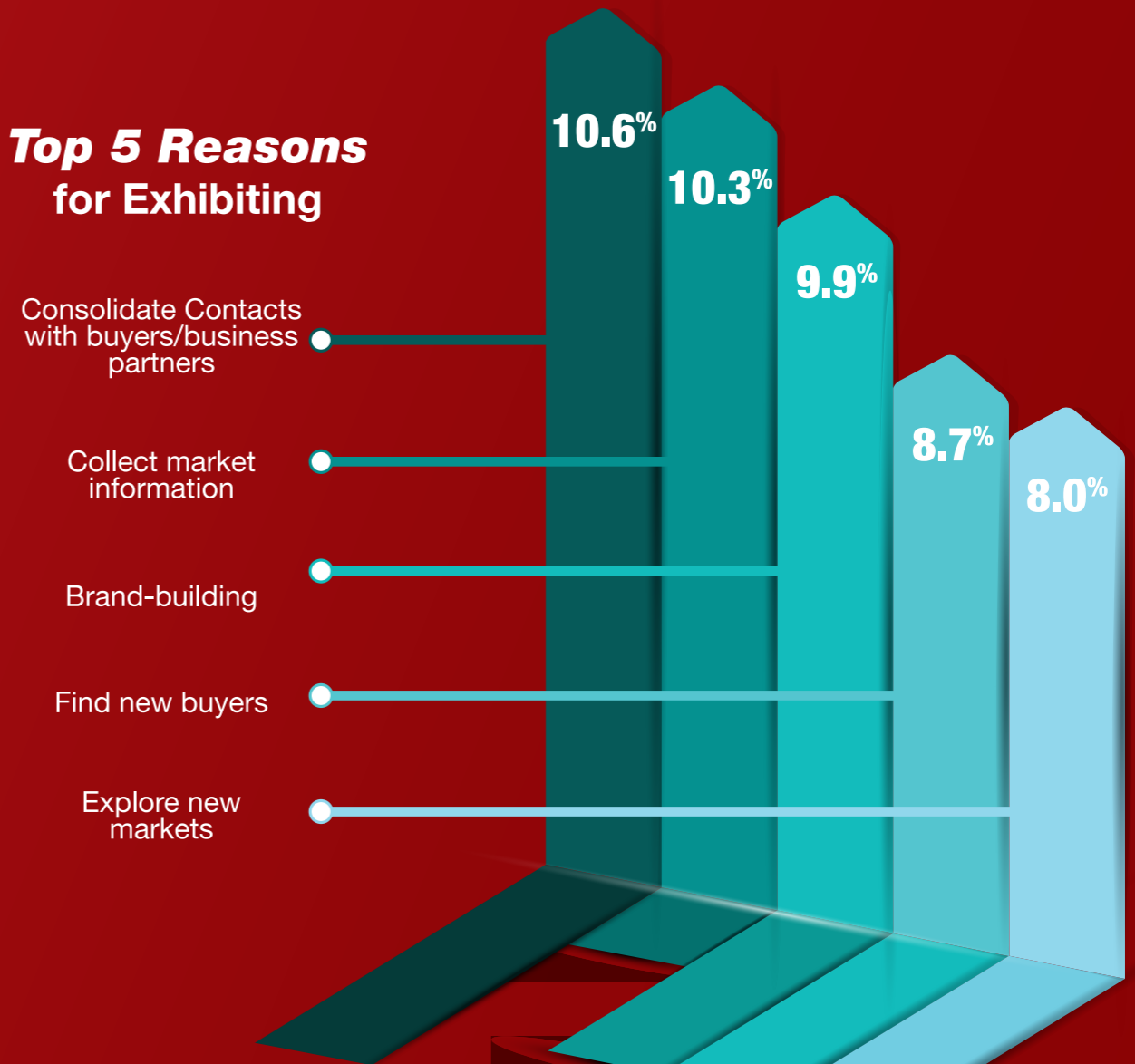


## EXHIBITOR SURVEY ANALYSIS

### Exhibitor's Satisfaction Rating



## Top 5 Reasons for Exhibiting



**LOCK DOWN YOUR SPOT FOR METALTECH 2020**

METALTECH will be held from **10 - 13 JUNE 2020** at **Malaysia International Trade and Exhibition Centre, MITEC Kuala Lumpur.**

For Space Enquiry, please call **+603 9771 2688** or email to **enquiry@metaltech.com.my**

Visit our website at **www.metaltech.com.my & www.automex.com.my** or follow our Facebook page **metaltechmy** for more show updates!



**Feedback from Our Exhibitors & Buyers**

NCT is a 23-year-old company specialising in CNC machine tools and we are featuring a sheet metal cutting machine from Germany, which is in Malaysia for the first time. I think METALTECH attracts a good crowd and we can find many potential customers here. We have already found four or five customers today that are very interested in our machine.

**Simon Ng**  
Chairman  
NCT TECHNOLOGIES SDN BHD

This year we are introducing IoT technology by Amada called My vFactory at our booth. Amada Malaysia is very happy to be back here at METALTECH for the first time in almost 10 years. We have had a lot of quality customers visiting us. Our first impression of MITEC has been very good - the location and facilities are very good.

**Norhisham Bin Abu Samah**  
Managing Director  
AMADA MALAYSIA SDN BHD

Our company is in an interesting growth phase where we are trying to advance our technology as well as integrate automation and Industry 4.0 into our machines. We are trying to achieve higher and higher precision, which is why we have come to METALTECH and have found a partnership with a high precision company such as MAKINO. We believe they are able to provide us not only with the high precision machines we need now and in the future, but also provide the support we need as well.

**Toon Moors**  
Managing Director  
TONASCO MALAYSIA SDN BHD

MAKINO is a Japan-based machine tool builder and we have been in the industry for 82 years. This exhibition is a great way to see customers, talk to our partners and build up relationships that will help us learn what our customers need and their requirements. We have met a few buyers already and I am confident that this show will be a successful one for us.

**Neo Eng Chong**  
CEO/President  
MAKINO ASIA PTE LTD

This year is better than last year. The scale is much bigger, there are more visitors and the exhibitors are good quality. My field is related to laser cutting and welding and I am happy to have met some of the relevant exhibitors here.

**Chuah CS**  
General Manager  
TWIN SHELL ENGINEERING SDN BHD

- Abrasive
- Additive Manufacturing / 3D Printing
- Air Cooler / Air Compressor / Ventilation
- Bearings & Conveyor
- Chemicals
- Drive Technology
- Electronic Components & Equipment
- Fastener Products
- Hardware & Industrial Supplies
- Industrial 4.0 Automation & Communication Technology
- Integrated Assembly Solution & Automation Handling Systems
- Laser Cutting
- Logistics / Material Handling & Storage
- Machine Tools
- Measurement Technology & Testing Equipment
- Metallurgical Technology & Equipment
- Foundry / Metal Casting
- Mould & Die
- Oil & Gas
- Positioning Systems
- Precision Engineering
- Process Automation & Control System Technology
- Renewable Energy / Solar
- R&D and Related Services
- Robotics
- Safety Products & Equipment
- Safety & Security Technology
- Sensor Technology
- Sheetmetal Technology
- Software and Prototyping Systems
- Surface Finishing & Heat Treatment
- Tools & Tooling
- Welding Technology

**VISITOR SURVEY ANALYSIS**



Engineering/  
Technical Management  
**17.72%**



Sales & Marketing  
**12.33%**



Corporate Management  
CEO/ Director/ Owner/  
Managing Director/  
General Manager  
**11.88%**



Business Development  
**9.42%**



Operations/  
Productions  
**7.31%**

**Top 5 Visitor's Job Function**

**Purchasing Authority**



**Top 5 Countries & Regions of International Visitors**



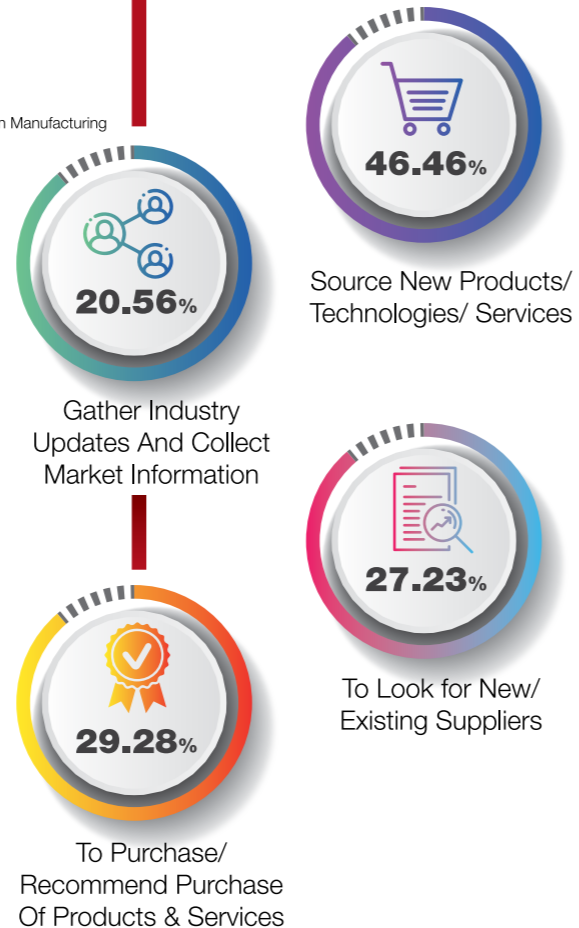
**Visitor by Country Breakdown**



## Visitors by Industry Classification



## Visitor's Objective of Visit



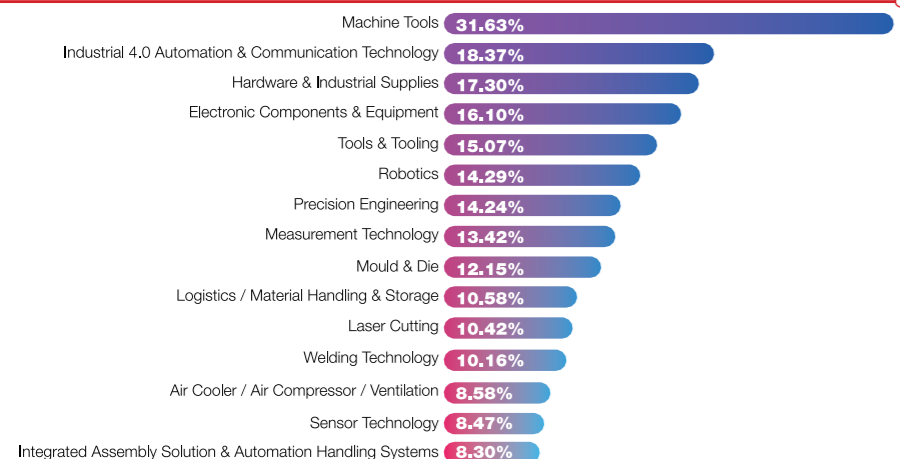
## Visitor's Satisfaction Rating

SATISFIED WITH OVERALL VISITING EXPERIENCE **97.78%**

MOST LIKELY TO VISIT AGAIN TO METALTECH 2020 **97.95%**

MOST LIKELY TO RECOMMEND METALTECH TO THEIR COLLEAGUES AND FRIENDS **98.01%**

## TOP 15 Most Trending Products & Services Visitors Are Looking for



# OFFICIAL OPENING CEREMONY

The official METALTECH 2019 Opening Ceremony was held in the MySpace2 ballroom at MITEC on the second day – 16th May 2019 and featured confidence boosting opening remarks from the Malaysian Ministry of International Trade and Industry (MITI) Deputy Minister Y.B. Dr. Ong Kian Ming.

The grand opening was joyfully celebrated together with the theme for this year, "Embrace the New Age in Manufacturing" which significantly aligned with MITI's role in spearheading technological advancement within the Malaysian manufacturing, machinery and equipment sectors following the launch of its National Policy on Industry 4.0 (Industry4WRD).

Also in attendance and involved in the ceremony were Dato' Dr. Tan Chin Huat, Chairman of METALTECH and M. Gandhi, Group Managing Director (ASEAN Business) and Senior Vice President of UBM Informa Markets.



“The competitive edge for machinery and equipment manufacturers today lies in striking the right balance of automation, adaptability and safety to optimize your production lines. The winners will be those who can make use of automation technology to deliver on all these requirements. I hope you make the best of the wealth of information and potential partners at this exhibition to become a winner. METALTECH & 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 Malaysia M&E industry”

**Y.B. DR. ONG KIAN MING**

Deputy Minister  
Ministry of International Trade and Industry (MITI)

## SHOW HIGHLIGHTS

# SEMINAR PROGRAMME

The METALTECH 2019 series of seminars and talks reached a successful completion after three days of riveting presentations that provided valuable knowledge and information on all aspects of Industry 4.0 technologies related to manufacturing, welding, smart factories, precision instruments and so much more.

One of the key highlights from the series of seminar was the focus on the government's Industry4WRD blueprint, giving attendees an eye-opening insight on the various incentives the government is providing Malaysian companies that are willing and ready to adopt innovative Industry 4.0 manufacturing practices.



## Scope Of Topics Include

- Industry 4.0 Technologies
- Industry 4.0: IIoT and Big Data
- Industry4WRD National Policy & Incentives for Automation and M&E Industry
- Welding and Additive Manufacturing
- Advanced Precision and Quality Controls Inspection
- Advanced Manufacturing & Smart Automation

## Seminar Key Figures

**3** Days

**31** Speakers

**214** Delegates



MITEC SEE YOU NEXT YEAR  
KUALA LUMPUR 10-13 JUNE



## SHOW HIGHLIGHTS

# BUSINESS MATCHING

The forging of business partnerships has always been a top priority at METALTECH and organisers have continued to provide various platforms to facilitate greater face-to-face business meetings. In 2019, METALTECH's very own business matchmaking service once again dovetailed effectively with MATRADE's INSP programme to complete a total of **270** concluded meetings over four days.



## MATRADE International Sourcing Programme Continues To Reap Rewards For Capable Malaysian Companies

MATRADE's International Sourcing Programme (INSP) mission to promote Malaysia's export has enabled many local exhibitors to carve new frontiers in global markets and our collaboration with MATRADE has brought plenty of prospective buyers to the event once again.

This year, a total of 23 Malaysian companies in the manufacturing and automation sector was matched with 8 foreign buyers, with a total of RM 13.39 million of sales resulted from the meetings.



## Facts and figures from MATRADE'S INSP Programme at METALTECH 2019



**8** International buyers from **4** countries invited

**\$ RM13.39 million**

Projected in potential sales resulting from the meetings

“In 2018, the M&E industry registered RM 40.6 billion of total exports against total imports of RM73.6 billion. The export figure has grown steadily in the last 7 years with Compound Annual Growth Rate (CAGR) of 4.11% with exports projected to reach RM 43 billion in 2020.”

**Y.B. DR. ONG KIAN MING**  
Deputy Minister  
Ministry of International Trade and Industry (MITI)

“On behalf of MATRADE's management, I wish to extend our greatest appreciation to METALTECH for all the commitment and diligent efforts in this year's awesome showcasing of the show. We hope to continue our collaborations next year with the aim of attracting more international buyers and to match with Malaysian manufacturing companies.”

**JAMALIAH JAMALUDIN**  
Director of Electrical & Electronics, ICT and Machinery & Equipment Section  
Exports Promotion and Market Access Division  
MATRADE

# Appreciation NIGHT

It was yet another memorable and engaging night for our valued Exhibitors and Buyers as we hosted a very special METALTECH 25th Anniversary Appreciation Night on the 16th May 2019 at the MySpace Ballroom at MITEC.

More than 1,000 guests were treated to an open bar and buffet dinner as they enjoyed a full programme of entertainment through the night, which included breakdance routines, pole dancers and entertaining Broadway style musical performances.



## Industry 4.0 Live Demonstration

METALTECH 2019 played host to one of the most unique and interesting live installations we have ever produced. In an effort to show how machines and robots can communicate and collaborate with each other using Smart technologies, six different companies had combined their machinery, equipment, technology and software and created a live demonstration of Industry 4.0 in action.

The setup showed how highly specialised machine tools (from various sources) can be integrated to communicate with each other and function seamlessly together by utilising Smart Industry 4.0 technology.

Visitors had a chance to witness these machines in action as it fabricates personalised metal bottle openers.



## Introducing PARK & RIDE AND SHUTTLE SERVICES

Complimentary shuttle services was provided between MITEC and 3 parking locations at MATRADE Exhibition & Convention Centre (MECC), Putra World Trade Centre (PWTC) and official hotels. To supplement the parking area surrounding MITEC, we had made additional 3,000 "Park & Ride" arrangement at the Hyatt House Hotel. Free shuttle services was provided for the "Park & Ride" initiative.



## METALTECH Lucky Draw

### Congratulations to all lucky draw winners

To show our appreciation to visitors, METALTECH gave away ONE Apple iPad Pro every day during the show period from 15-18 May.



Chik Chee Kong



Choo Yuen Yik



Intan Shafinas  
Binti Mustapa Kamal



Fatin Nadhirah  
Binti Misran

Thank You

For Giving Us Our Best

METALTECH®

Event Yet!

We were truly excited about putting on a brand new and upgraded experience for you at MITEC. The organising team would like to extend their sincerest gratitude to all participants at METALTECH 2019. We hope you enjoyed the event and made some good business contacts and networked with fellow industry peers.

To all the supporting partners, government bodies & agencies, embassies, associations, stakeholders, sponsors and media partners, thank you, again, for helping make METALTECH 2019 such a stunning success!

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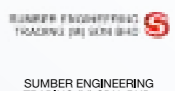
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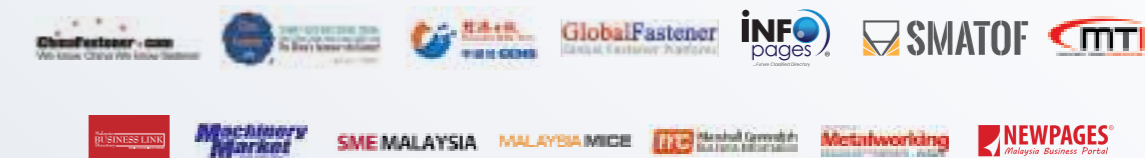
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# METALTECH®

Co-locating:

## autoMEX

26<sup>TH</sup> INTERNATIONAL MACHINE TOOLS, METALWORKING  
& AUTOMATION TECHNOLOGY EXHIBITION

# 10-13 JUNE 2020 | MITEC

KUALA LUMPUR, MALAYSIA

SEE YOU  
NEXT YEAR

**SECURE YOUR SPACE AT  
METALTECH 2020 NOW**

For more information, please contact

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