

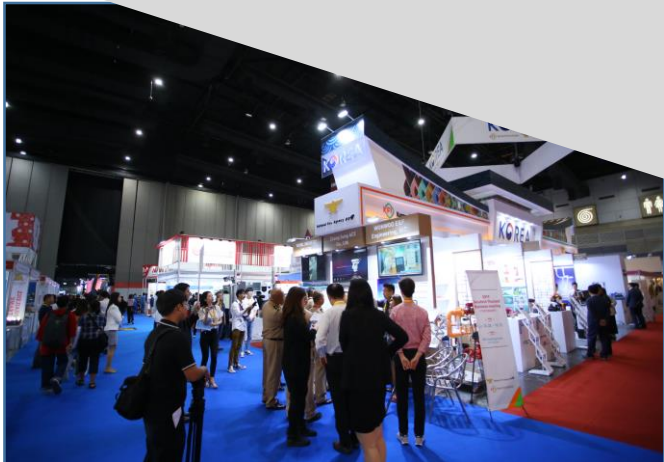
2019 POST- SHOW REPORT

28 – 31 October 2019

Bangkok International Trade & Exhibition Center,
Bangkok, Thailand



Secutech Thailand Facts & Figures



7th

Edition

170

Exhibitors

8,576

Visitors

7,000

sqm

270

Booths

100+

Business Matching
Connections

“Every year that we attend Secutech Thailand we notice a different scale, and our company uses the platform to release a different high-level solution. Many visitors have come to our booth and their feedback has been very good. Interest is coming from many different industries. We have met with system Integrators, government officials and interestingly yesterday we met with two visitors from banks.”

(Exhibitor) Jeff Yang, CTO of ZKTECO Thailand

Show Features

Themes



**Intelligent
Security & Surveillance**



**Fire Safety &
Disaster Management**



**Smart Building &
Smart Home**

International Pavilions



**Zhejiang Smart City Pavilion
(NEW)**



**Korea Fire Institute Pavilion
(NEW)**



Singapore Pavilion

Conferences



- **Smart Factory Conference**
- **ARS: Asian Rescue Simulation 2019**
- **5th Edition of NB-IoT Summit**

Business Matching



- **Business Matching Session**
- **Personalised Buyer's Tour**
- **VIP Tours**

Concurrent shows

fire & safety
powered by Secutech Thailand

SM Living
powered by Secutech Thailand

Exhibitor Profile

170
EXHIBITORS



Exhibiting Brands

Security & Surveillance

- Dahua Technology
- Digital Focus
- Hikvision Technology
- HIP Global
- ISS Incorporation
- ITS Integration System
- Network Optix
- ZKTeco

Fire Safety & Disaster Management

- Bristol
- Fire Fighting Systems
- NAFFCO
- NARLabs
- NITTO
- SFFECO
- Unionlight
- Youngjin Flex

Smart Building & Home

- Ardomus
- NewDVR(s)
- Salto Systems Asia
- Simpnic
- Tashi Smartech
- Tuya
- Ubergard
- Fonda

Product Categories

Security & Surveillance

48%

Fire Safety & Disaster Management

30%

Smart Building & Home

22%

Visitor Analysis

- Business Nature
- Vertical Interests
- Product of Interests

"Secutech Thailand is a very good platform for us to meet with system integrators from the security, building and construction sectors. I think integrators from those sectors will come to this show. We are here for the second time and we are quite satisfied as we have the chance to meet our target audience."

(Exhibitor) Chinru Lin, President, Ardomus, Taiwan

Visitor Facts

Top 10 Visiting Countries

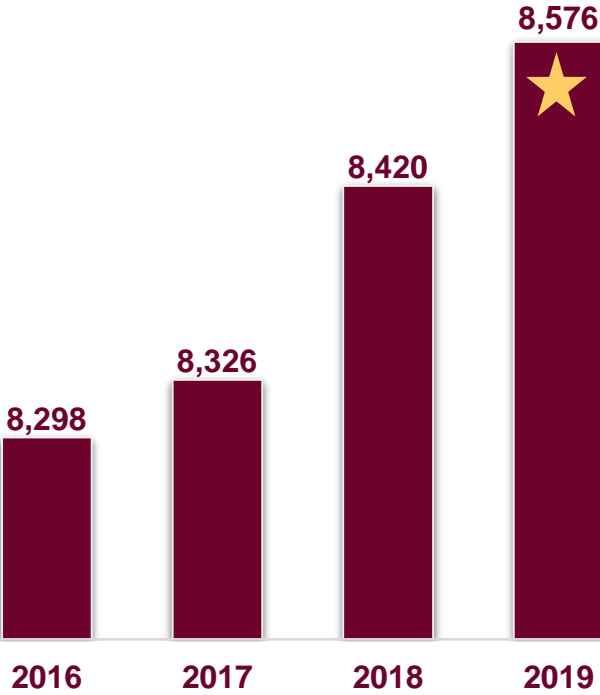


8,576
VISITORS
from 37 countries

Other Visiting Countries

- | | |
|-------------|---------|
| India | Sweden |
| Israel | Turkey |
| Italy | U.A.E. |
| Netherlands | U.K. |
| Pakistan | U.S.A. |
| Philippines | Vietnam |

Visitor Growth



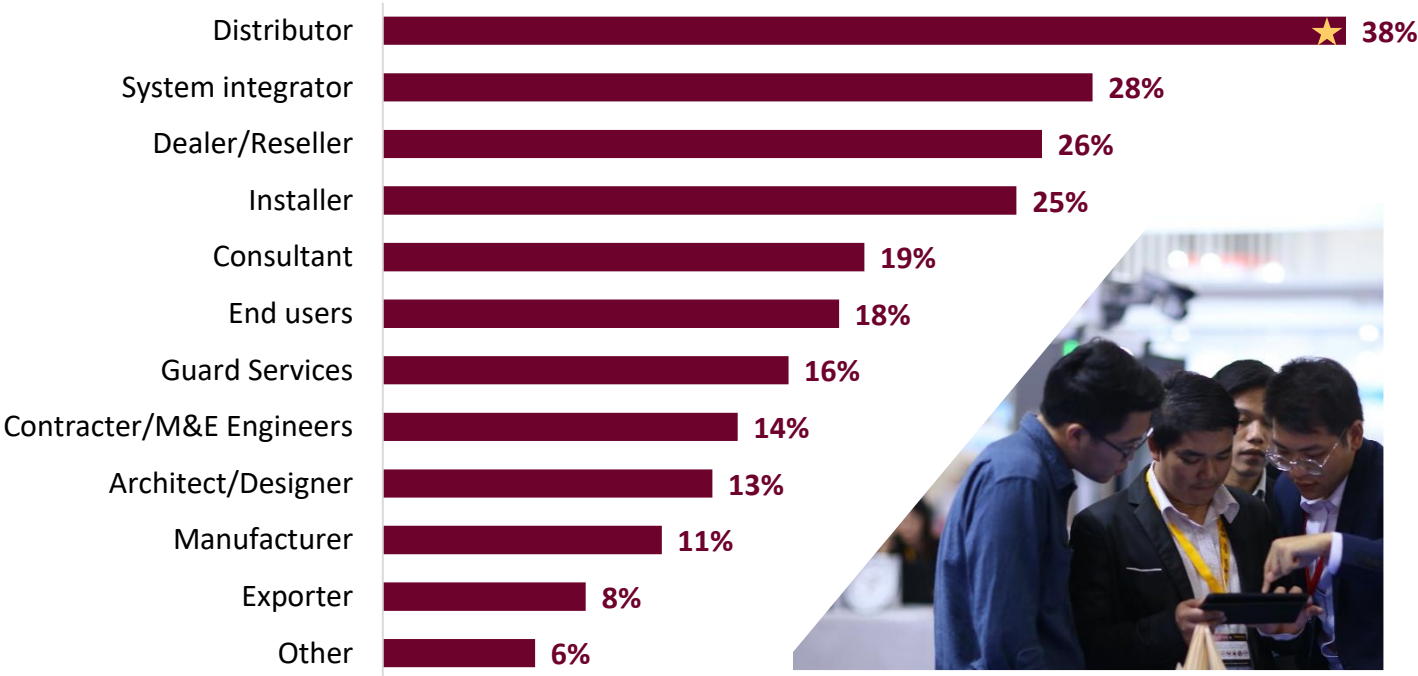
12% INTERNATIONAL

88% LOCAL

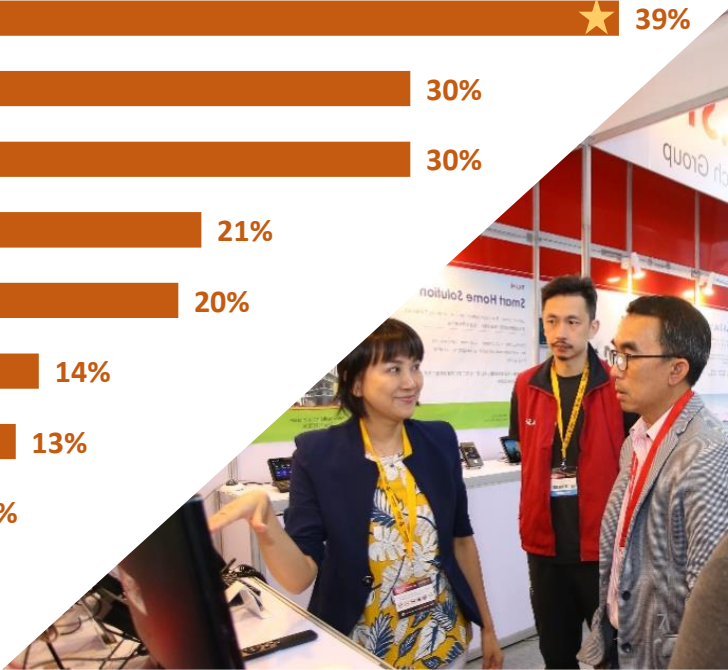
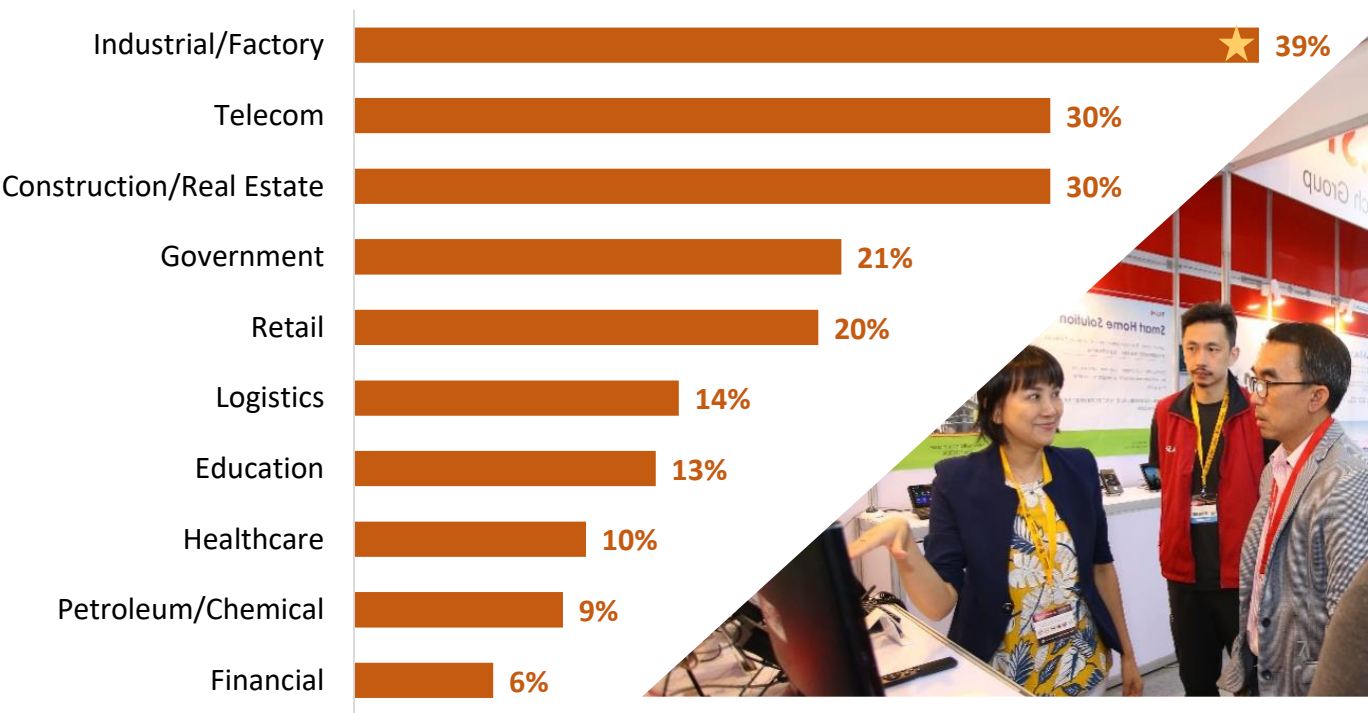


Visitor Analysis

Business Nature



Vertical Interests



Product of Interests

Security & Surveillance

57%

Smart Building & Home

44%

Fire Safety & Disaster Management

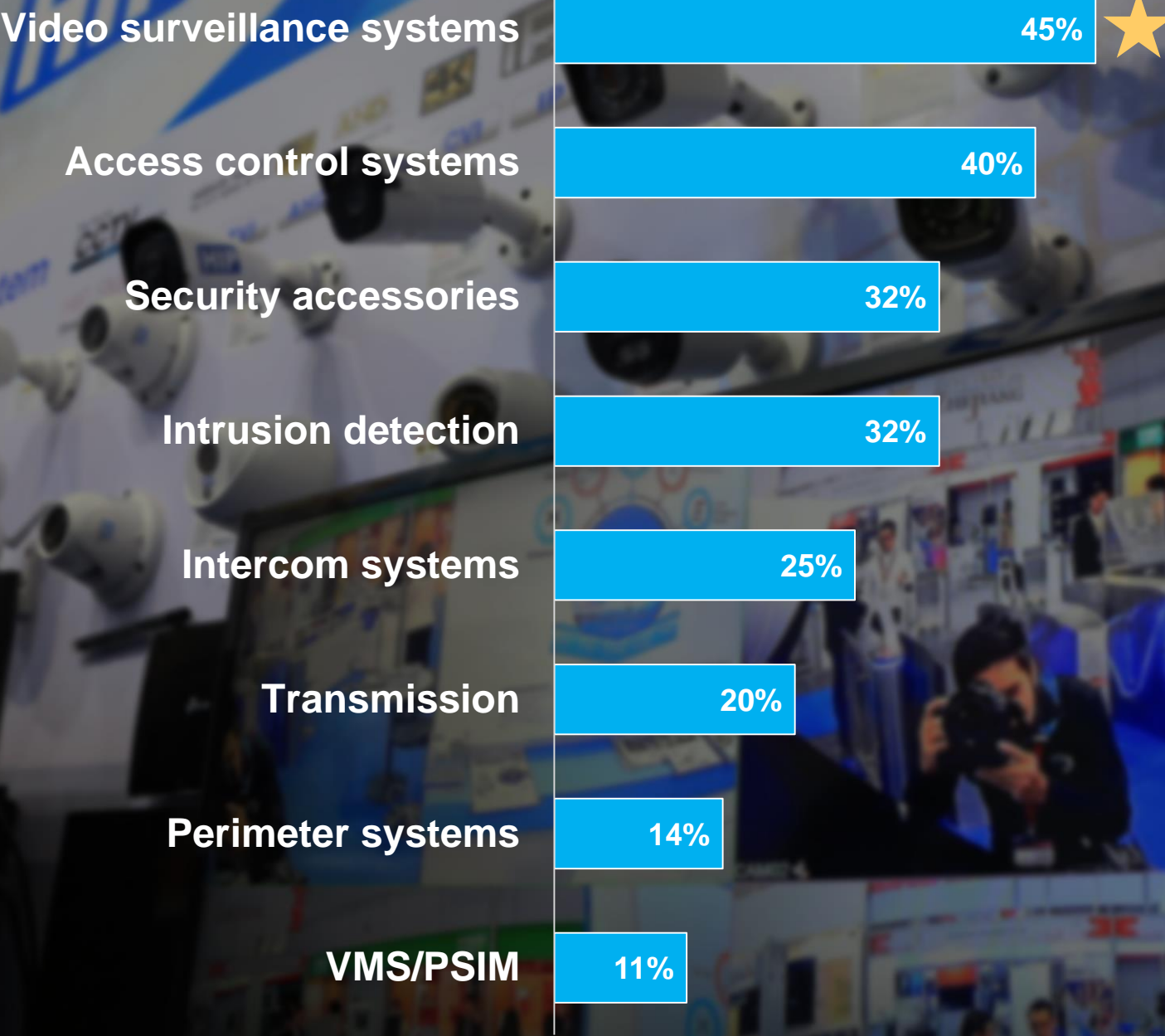
43%

“From year to year Secutech Thailand is improving and growing in size. This year I have found some interesting partners whose factories I will visit over the next few months. I am interested in their security cameras and digital locks. One is from Thailand and the other is from China. Meeting these type of suppliers can help to develop the level of technology in Cambodia. The organisation of the fair has been very smooth and I very much appreciate the business matching where I have been able to have one-to one conversations to find scope for cooperation.”

(Visitor) Hoeung Kongkeasambath, the Managing Director of Bridge Real Estate

Product of Interests

Security & Surveillance



Product of Interests

Fire Safety & Disaster Management

Active fire

45%



Industrial safety

38%

Passive fire

37%

Rescue equipment

23%

Disaster prevention

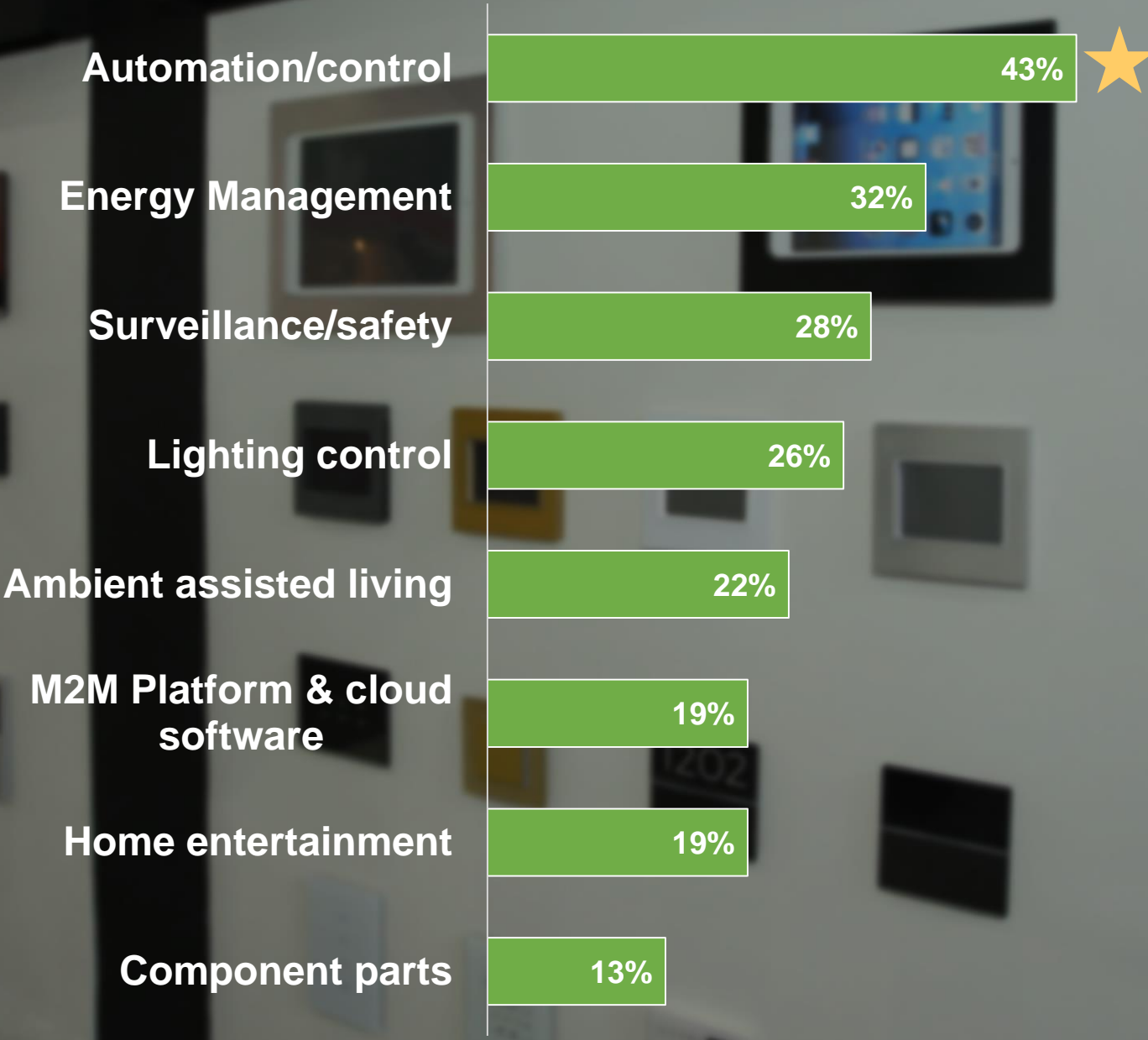
22%

Public address system

22%

Product of Interests

Smart Building & Home



Visitor Analysis



75%

**1st-time
Visitors**



Over

80%

**Of visitors would recommend the
show to their colleagues**



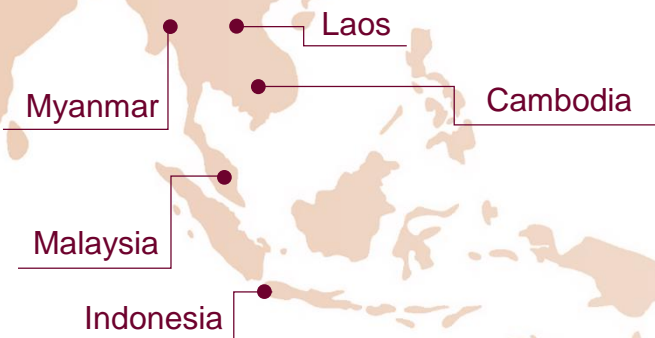
80%

Satisfaction

On products showcased at the show

Visitor Facts

6 Delegation Groups From 5 Countries



"We have found a lot of opportunities to generate business in the surveillance and access control segments at Secutech Thailand. But we also come to the fair because it's a good occasion to network with other associations from across ASEAN. This helps us to expand our network and learn from each other."

(Visitor) Wah Wah Min, Secretary of the Private Security Services Association of Myanmar



Business Matching Programmes

- Business Matching Session
- Personalised Buyer's Tour
- VIP Tour

Secutech Thailand offered a variety of business matching opportunities for visitors to actively engage with exhibitors and maximised potential business connections.

"The business matching service is good, it has helped me find the new business partners that I was looking for. For sure we will be back here next year. This year we brought 24 members and next year, we want to bring more than 40 members to visit Secutech Thailand."

Dato' Sri Haji Mustapa Bin Haji Ali, President of the Malaysian Chapter of the Asia Pacific Security Association (APSA)

Business Matching

167 Business Matching Session

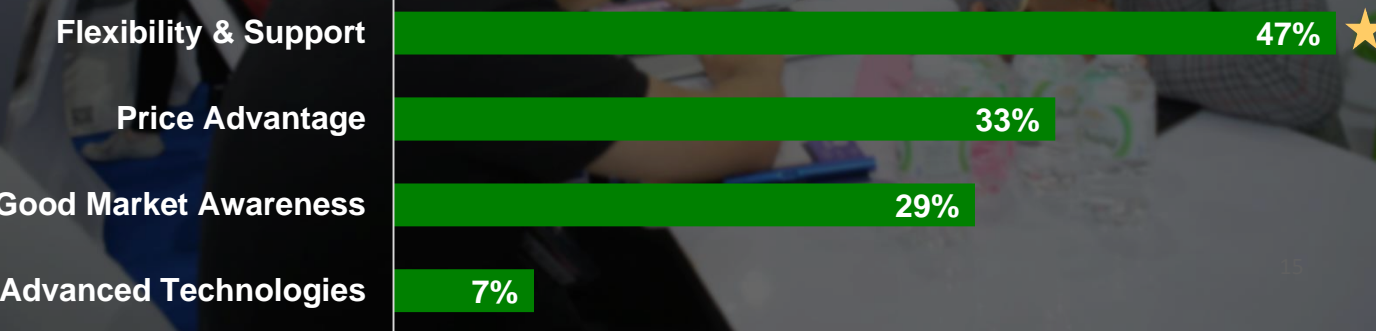
The 1-on-1 business matching session gives visitors and exhibitors the chance to sit down and discuss more in-depth business opportunities.



Types of business that visitors were looking for



Factors which influenced purchasing decisions



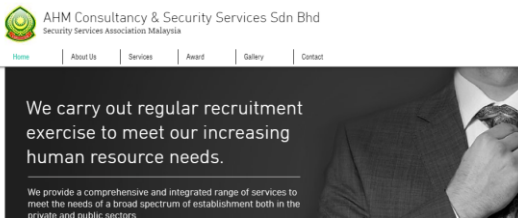
Business Matching Session

UMP Engineering & Construction / Myanmar



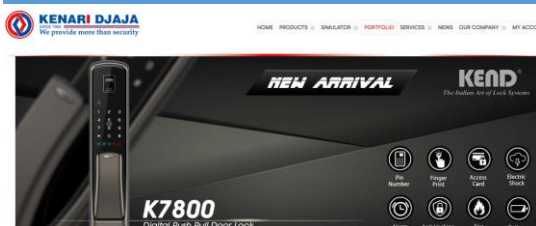
A major contractor in Myanmar who came to source access control, home automation & control and intelligent building system

AHM CONSULTANCY & SECURITY SERVICES / Malaysia



Malaysia's reliable provider of security services and equipment that provides services to banks and financial institutions, government agencies, retail chain outlets and other commercial entities.

Kenari Djaja Indonesia



Indonesia's leading distributor of digital door locks interested in access control, home automation and home security solutions

Professtama Indonesia



A leading distributor and systems integrator in the security and safety industry with clients across banking, retail, hospitality to government sectors

Rsp Technology Cambodia



Cambodia's trusted distributor and systems integrator who came to look for surveillance, access control, home automation and control and home security solutions.

Imperial Engineering Thailand

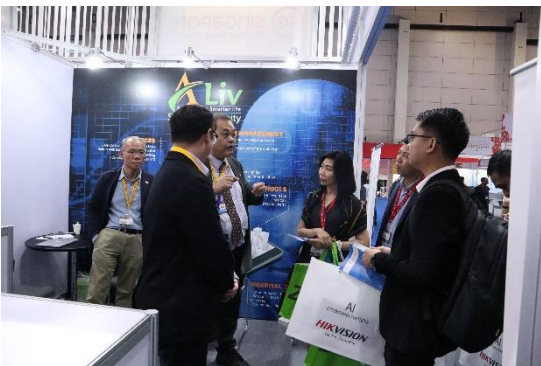


Thai fire distributors operating for more than 40 years that provides equipment for government agencies and local well-known companies like IKEA Furniture, Shell, DHL Logistics and Tata Steel

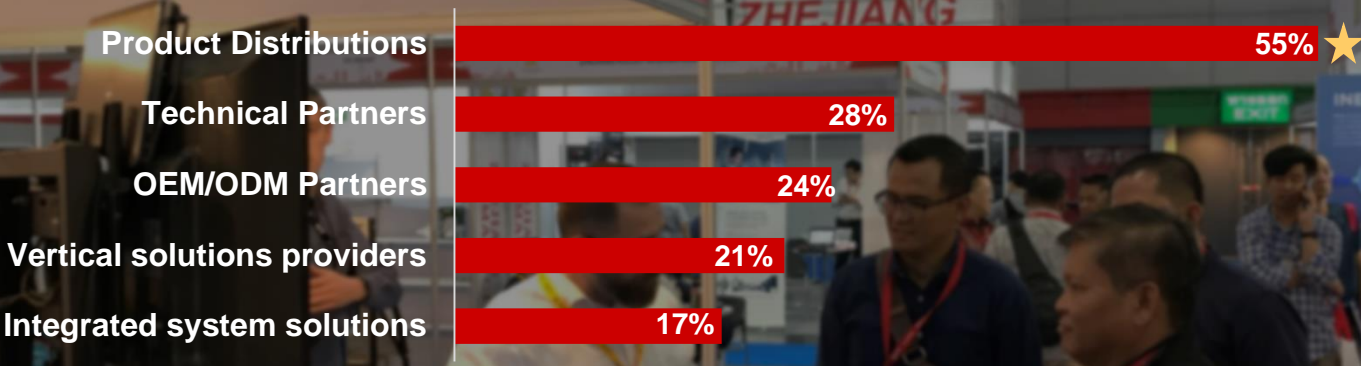
Business Matching

181 Personalised Buyer's Tour

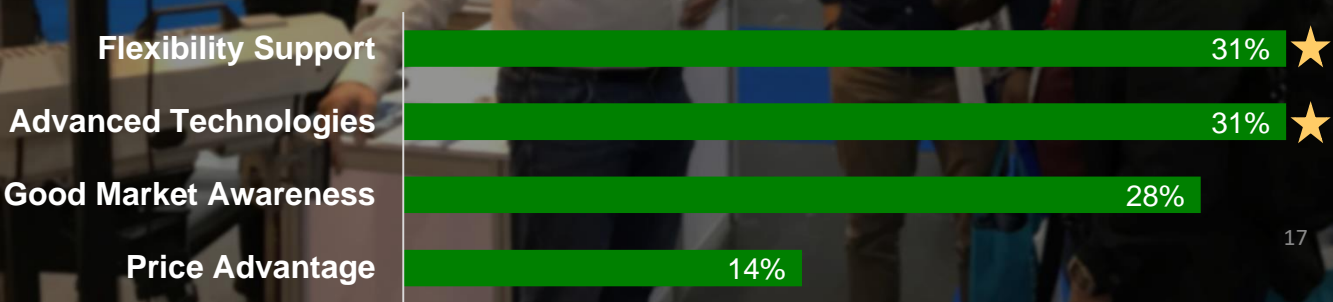
The tour was based on visitor's technology and solution preferences. A trained guide lead the visitors to several exhibitor's booth to meet the companies and viewed the products on display.



Type of Business Visitors were looking for



Factors which influenced purchasing decisions



Personalised Buyer's Tour

AIS Thailand



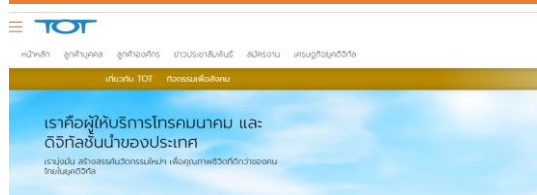
The largest mobile operator in Thailand who came to source for software & management platform and smart home products

Sinsubcharoennij Group Thailand



An installer and distributor of surveillance systems, access control, smart home, parking system and safety products, serving clients in both commercial and residential sectors.

TOT Public Co. Thailand



The Thai state-owned telecommunications company that came to look for software & management platform and smart home solutions

Ingram Micro (Thailand) Thailand



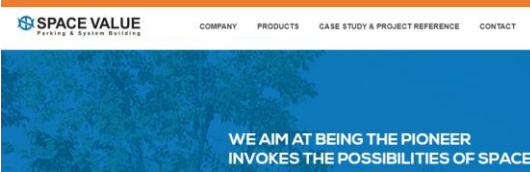
World's leading distributor of information technology products interested in smart home solutions and building management system

Asia Forwarding Thailand Thailand



A leading freight forwarding and logistics services provider interested in sensors for improving management efficiency

Space Value Thailand



A pioneering company in automated parking systems and prefabricated houses looking for software & management platform and sensors

VIP Tours



20+ VIP Tours

Military Sectors



Thai Royal Air Force



Thai Royal Army

Transportation Sectors



Mass Rapid Transit (MRT) Authority



UTAPAO Airport Authority

Associations



Thai Security Association (TSA)



Fire & Rescue Association (FARA)

End Users



Thai Royal Police Cadet Academy



Provincial Government buyer from Nonthaburi Province



Factory (Chokchai Engineering)

Conferences

- Smart Factory Conference
- ARS: Asian Rescue Simulation 2019
- Thailand NB-IoT Summit

Conferences were held during the 4-day show. Industry professionals from major developers and organisations were invited to present about topics in safety, security and automation for different verticals as well as the future of smart technologies in Thailand.



Smart Factory Conference

Digital Transformation in Industry 4.0

Security

- Smart hybrid biometric solution for industrial premises
- Why is security important in automation?
- IP public address system
- Securing access control for the modern day factory
- IoT Platform for factories and smart properties

Fire & Safety

- Smart disaster-prevention factory - Flood and earthquake early warning system (FEEWS)
- The use of demolition apparatus, water cannons and firefighting vehicles for lifesaving measures
- Regulation of fire safety: A win-win approach

Speakers

"This conference helps informing attendees about what technologies are involved in industry 4.0 and how they can be implemented."



Celes Puay, Sales Manager, Ubergard



Jeff Yang, CTO, ZKTeco Thailand



Suriya Jumpasit, Operation Manager, Jung Thailand Co. Ltd. KNX Tutor and President, KNX National Group (Thailand) Association



Chan Wah Cheong, Operation Manager, ITS Integration System



Somwang Boonrakcharoen, President, Thai-German Institute



Jonathan Chan, Regional Product Manager, NewDVRs



Dr. Pei-Yang Lin, Research Fellow, NCREC, NARLabs



Shin Ho Lee, Executive Director, JinWoo SMC



Christopher Tan, International Fire Safety Consultant, Hexcel Solutions

Conferences

Asian Rescue Simulation 2019



Kanathat Chantirsiri,
Chartered President of
Fire and Rescue Association



Andy Maniam, President of
Fire and Rescue Association
Malaysia



Fire & Rescue Association (FARA) hosted the Asian Rescue Simulation 2019 conference. Audiences were presented with emergency rescue procedures based on various scenarios.

Rescue Simulation By FARA



Bike Response Team Demonstration



Conferences

The 5th Thailand NB-IoT Ecosystem Summit

secutech
THAILAND

fire & safety
powered by Secutech Thailand

SM Living
powered by Secutech Thailand

ZHEJIANG
INTERNATIONAL TRADE
EXHIBITION

Organised by

messe frankfurt

WORLDLEX



The Ceremony of the 3rd
Committees of Thai Security Association

Token of Appreciation Ceremony:
**The Direction of Digital Development &
IoT Innovation in Thailand**

Panel Discussion:

**The Impact of NB-IoT Toward the Present
and Future of City Development**

Assanee, Assistant Vice President,
International Services, Advance Info Services

Sirapat Kettarn, Vice President,
Worldex G.E.C. Co., Ltd.

Charn Peanpattanavit, Vice President,
HIP Digital Co., Ltd.

Police Colonel Worrapat Sookthai,
Bangsue Police Station

Narit Duangkruaratichote,
Senior Marketing Manager,
Huawei Southern East Asia IoT

Thank you!

Secutech Thailand returns 25 – 27 November 2020

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