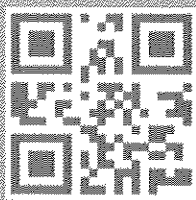


VIETNAM INT'L FOOD INDUSTRY EXHIBITION 2019

13-16/11

Salgon Exhibition and Convention Center
Ho Chi Minh City, Vietnam

**better food,
better life**



foodexpo.vn

The No. 1
international
trade show
for food and
food industry
in Vietnam

VIETNAM
foodexpo

Why VIETNAM?

Vietnam's food and drink sectors are well positioned for growth throughout BMI Research's forecast period to 2022. Strong economic growth, a positive consumer outlook and favourable demographics make the country one of the most attractive investment destinations in the Asia Pacific region. The country's rapidly developing mass grocery retail sector will help support the demand for food and drink, while the number of foreign retailers is set to increase. (BMI 2018)

SOME KEY ESTIMATIONS

- Revenue in the Food & Beverages segment amounts to US\$212m in 2019.
- Revenue is expected to show an annual growth rate (CAGR 2019-2023) of 17.2%, resulting in a market volume of US\$400m by 2023.

Why VIETNAM FOODEXPO?

Despite being a newcomer in the food exhibition industry since 2015, Vietnam Foodexpo has quickly gained its prestige in the country thanks to the strong support from the Government and high investment in connection capabilities. The Show has now confirmed its status as the No.1 international trade show for food and food trade in Vietnam.

The quickest, easiest and most reliable way to doing business in Vietnam through personalized and free of charge inclusive business matching services.

The most complete food and food technology offer under one roof in Vietnam.

The most complete food platform and quickest bridge to this golden food market



The largest scale of regional and national food business opportunities through the exclusive access of the exhibition to the extensive international and national network of the Vietnamese Government, the widespread network of all trade and industry promotion organisations in the country and overseas.



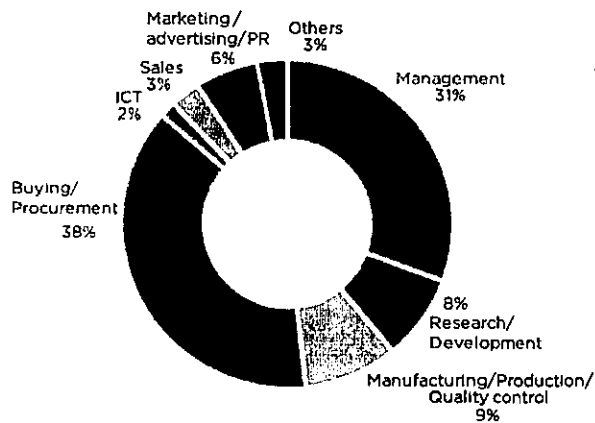
QUICK FACTS

EXHIBITORS	2015	2016	2017	2018
No. of exhibitors	302	402	456	448
No. of countries	19	16	21	24
No. of stands	500	550	600	589

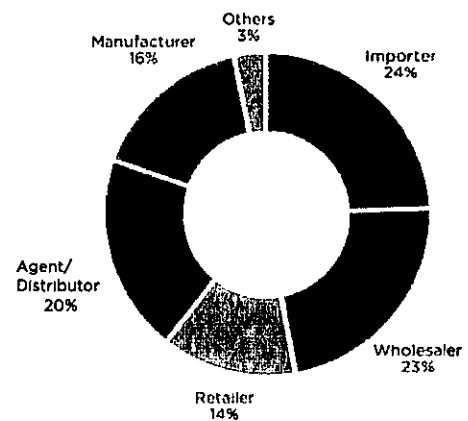
VISITORS	2015	2016	2017	2018
No. of trade visitors	10,329	13,189	15,026	17,641
No. of int'l visitors	1,339	1,921	2,854	3,158
No. of countries	33	42	48	45



Visitor breakdown by responsibility (2018)



Visitor breakdown by business activity (2018)



2018

68.1%

of the exhibitors made contact with their right target visitor groups

65.4%

of the exhibitors were satisfied/very satisfied with their participation

66.0%

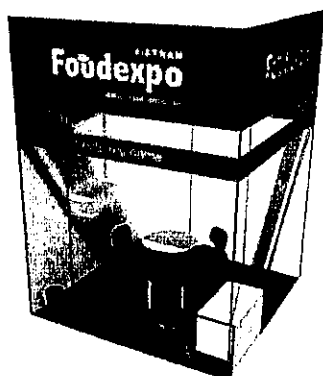
of the exhibitors said that they would definitely come back in Vietnam Foodexpo 2019

Booth Fee

Shell scheme

US\$310/sq.m

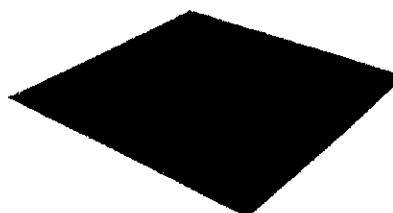
Name board, 1 information counter, 1 round table, 4 chairs, 2 neon tubes, 2 shelves, 1 power socket (220V), 1 waste basket



Space only

US\$280/sq.m

Exhibitors are subject to building their own designed booths with necessary facilities including electricity



Concurrent Events

▮ Vietnam Food Forum 2019

The most important annual Conference for foreign visitors and exhibitors to follow upon current local food trends and relevant government policies regarding the food & beverage sector.

▮ Investment Promotion Conference in Food Processing Industry 2019

Introducing opportunities as well as Investment trends in the food processing industry.

Book your booth now!

Vietnam Trade Promotion Agency (VIETRADE) Trade Exhibitions & Events Division

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vietnamfoodexpo@gmail.com
Website: www.foodexpo.vn
www.facebook.com/vietnamfoodexpo

Hosted by:



Ministry of Industry and
Trade of Vietnam (MOIT)

Organized by:



Vietnam Trade Promotion
Agency (VIETRADE)

Associated by:

Vietnam Ministry of Agriculture and Rural Development
Vietnam Farmer's Union
Vietnam Directorate for Standards, Metrology and Quality
Vietnam Food Safety Agency
Vietnam Beer, Alcohol and Beverages Association
Vietnam Retailers Association
Vietnam Association of Seafood Exporters and Producers
Vietnam Tea Association
Vietnam Coffee & Cocoa Association
Vietnam Coconut Association
Vietnam Pepper Association
Vietnam Cashew Association
Vietnam Fruit & Vegetables Association
Ho Chi Minh Food & Foodstuff Association
Vietnam Association of Food Science and Technology

Supported by:

Centre for the Promotion of Imports from developing
countries (CBI)
Food and Agriculture Organization of the United
Nations (FAO)
International Trade Centre (ITC)
Asian Trade Promotion Forum (ATPF)
ASEAN - Korea Center
ASEAN - Japan Center

Co-located with:

 FoodtechVN

 FOODS OF VIETNAM

SPACE APPLICATION FORM

EXHIBITOR'S DETAILS

Company name: _____
 Address: _____ Town/City: _____ Country: _____
 Tel: _____ Fax: _____
 Email: _____ Website: _____
 Contact person: _____ Email: _____ Cellphone: _____

EXHIBIT CATEGORIES

- | | |
|---|---|
| <input type="checkbox"/> Fine Food | <input type="checkbox"/> Packing materials, packaging, packaging aids |
| <input type="checkbox"/> Food Ingredients | <input type="checkbox"/> Food safety, quality management |
| <input type="checkbox"/> Fruits & Vegetables | <input type="checkbox"/> Filling and packaging technology |
| <input type="checkbox"/> Tea & Coffee | <input type="checkbox"/> Refrigeration and air-conditioning technology |
| <input type="checkbox"/> Drinks | <input type="checkbox"/> Automation, data processing, controlling and regulation technology |
| <input type="checkbox"/> Dairy products | <input type="checkbox"/> Others: Pls specify..... |
| <input type="checkbox"/> Health food | |
| <input type="checkbox"/> Others: Pls specify..... | |

STAND PACKAGES

Packages	Unit Price (USD)	Quantity	Total Value (USD)
Standard booth			
One-open-sided stand (9sq.m/stand)	USD310/sqmsq.m	=
Extra open side(s)	USD100/open sideopen side(s)	=
Space only (minimum 18sq.m)	USD280/sqmsq.m	=
Cornered space is charged extra	USD100/cornercorner(s)	=
		TOTAL
		DISCOUNT
		GRAND TOTAL

PAYMENT TERMS

Early bird registration:
 50% deposit before 30 Jan. 2019 (for 10% discount)
 50% of the total amount before 01 Aug. 2019
Regular registration:
 50% deposit on application submission
 50% due before 01 Aug. 2019

We hereby apply for exhibition space in the above named show. If accepted, I/We hereby agree to abide by VIETNAM FOODEXPO & VIETNAM FOODTECH 2019's terms and conditions printed on the reverse side of this form.

Company name: _____
 Authorized person: _____ Job title: _____
 Signature and company stamp: _____ Date: _____

TERMS AND CONDITIONS

1. DEFINITIONS

In these terms and conditions the terms;

- (i) "Exhibitor:" means any person, firm or company who has made application for and who has been granted space in the exhibition.
- (ii) "Exhibition" means the event mentioned above.
- (iii) "Organiser" means the organisations that provide the exhibition space to Exhibitors.

2. APPLICATION FOR SPACE

(i) Until the completed space application form has been received and accepted by the Organiser and a deposit/full payment has been made, the Organiser has the right without giving notice to the Exhibitor to reallocate the stand space to another exhibitor.

(ii) Upon acceptance of the space application form by the Organiser there shall be a contract between the Organiser and the Exhibitor to which these terms & conditions shall apply.

3. COMPLIANCE

At all times during the period from the installation to the end of dismantling the Exhibition (the "Exhibit Period"), Exhibitors must comply with the rules and regulations of any and all Government, local authority or other regulatory body including, but not limited to any buildings regulations.

4. NO ASSIGNMENT

The rights of an Exhibitor under this agreement shall not be assignable to any other person and no Exhibitor may assign his space, or sublet the whole or any part of the space contracted for. An Exhibitor has no right to occupy any particular space, although its requirements will be taken into account when it comes to allocating space.

5. PAYMENT SCHEDULE

To secure space assignment, a deposit equalling at least 50% of the total cost of exhibit space or stand must accompany this application. The balance must be paid by 01 August 2019. Applications received on or after one month must be accompanied by full payment. Exhibit spaces contracted is subject to cancellation unless full payments are received by deadline listed above. To avoid cancellation, please pay in full by deadline.

Exhibitors will not be allowed to occupy their space or stands if the payment terms specified on the Contract are not followed. These terms cannot be varied under any circumstances.

Interest at the rate of 2% per month will be charged on any amount outstanding for a period exceeding 14 days after the due date for payment is made.

6. CANCELLATION OF THE CONTRACT BY THE EXHIBITOR

Should an Exhibitor wish to cancel its application to attend the Exhibition he must give notice in writing, such notice shall not be deemed to be given until it is received by post or by fax at the offices of the Organizer as set out below (notice by e-mail will not be accepted).

If such notice is given:

- prior to the Final Payment Date, then the Organizer will be entitled to retain the entire Deposit or receive the balance of the Deposit should any monies remain owing; or
- at any time on or after the Final Payment Date, then the Organizer will be entitled to retain the entire Total Cost or receive the balance of the Total Cost not already paid.

7. FAILURE TO EXHIBIT

(i) Any organisation which, having signed a Contract for exhibition space, fails to exhibit whether or not any reason of the Exhibitor's own choosing and has not been released from the Contract by the Organiser shall be liable for the full amount stated in the Contract plus any additional costs incurred by the Organiser as a result of such failure to exhibit.

(ii) The Organiser will not be liable in any way in the event that Bodies of Authority such as immigration and customs prevent the attendance of personnel or exhibits at the Exhibition.

8. INSURANCE

(i) It is the responsible of the Exhibitor to ensure that its takes out and maintains insurance to cover its losses or liabilities arising out of or in connection with the Exhibition including:

- Insurance of the Exhibitor's property'
- Liability for injury sustained by employees or third parties;
- Liability for loss or destruction of or damage to property of the Venue, the Organiser and any third party; and
- Insurance against losses arising out of the cancellation of the Exhibition due to causes beyond the control of the Organiser.

(ii) The Organiser has arranged for insurance to be made available to persons exhibiting at the Exhibition by the party named in the Application Form, such insurance to be at the request and cost of the person requiring insurance.

(iii) It is noted that the Exhibitors' Manual may include further provisions regarding the insurance obligations of the Exhibitor.

9. DEMONSTRATIONS

(i) All efforts to advertise, promote sales and operate exhibits must be conducted so as not to cause any danger, annoyance or inconvenience to other Exhibitors and visitors. Any practice resulting in a complaint from a fellow Exhibitor or visitor which, in the opinion of the Organiser exposes them to annoyance or danger will be prohibited.

(ii) No competitions or the like may be held without the written permission of the Organiser.

10. FIRE PRECAUTION

All exhibits, materials and fitting used or displayed in the stand must be properly fire-proofed and be in accordance with all applicable fire prevention and building regulations. The Exhibitor shall observe the following provisions:

(i) Fireproofing: All display material must be made from fireproofed materials to the satisfaction of the Authorities. Cloth materials used in the decoration of stands must be non-flammable and stretched against solid backing.

(ii) Flammable Goods: Explosives or highly flammable substances may not be exhibited or brought into the Exhibition unless agreed in writing by the Organiser beforehand, but celluloid or articles mainly consisting of the material may be shown in glass showcases or otherwise protected from risk of fire in an approved manner.

(iii) Naked lights: No naked lights or lamps may be used during the period of the Exhibition or the periods of fitting up and dismantling, except when permission is given in writing by the Organiser after obtaining the approval of the Authorities and the Venue.

(iv) Fire Extinguishers: Fire Extinguishers are distributed throughout the Venue to meet statutory requirements. If required, Exhibitors must agree to have an Extinguisher in a prominent position on their stand. Exhibitors must acquaint themselves with the position of the nearest fire alarm station in the Exhibition building.

An Exhibitor committing a breach of any of the afore-mentioned provisions will be liable for all claims, loss and damage thereby caused and will indemnify the Company in respect thereof.

11. INDEMNITY AND LIMITATION OF LIABILITY

(i) Indemnity

The Exhibitor shall indemnify the Organiser against any loss, costs, damage, injury, expenses and liabilities whatsoever which the Organiser incurs in respect of loss, destruction or damage to property which arises directly or indirectly out of the participation in the Exhibition by the Exhibitor or its agents, contractors, employees or any other person for whom the Exhibitor is responsible.

(ii) Limitation on Liability

The Organiser, its agents and employees shall not be liable for any loss, theft, damage or injury to any persons or any property during the course of the Exhibition howsoever arising. Information given by the Organiser is accurate to the best of its knowledge and any mistake or omission does not entitle the Exhibitor to cancel his booking.

12. REMOVAL OF EXHIBITS

All exhibitors and other property of the Exhibitor, his servants, agents, employees and contractors, must be removed from the Exhibition premises before the time and date specified in the Exhibitors Manual and the Organiser shall be entitled, if, in their reasonable opinion, the Exhibitor will be unable for any reason to comply with this condition, to remove and despatch such exhibits and property at the risk and expense of the Exhibitor to the address of the Exhibitor stated on the Contract.

Immediately after the Exhibition closes, Exhibitors will be permitted to remove portable exhibits and personal effects from their stands under the supervision of authorized members of their staff. Portable exhibits should be removed that evening to ensure their safety.

Exhibitor, their agents or contractors, are responsible for the complete removal from the Venue and outside areas of all goods and materials used by them, together with all rubbish. Should any Exhibitor, agent or contractor fail to remove any exhibit, stand, wires, ropes, or any rubbish within the time stipulated, then the Exhibitor shall indemnify the Organiser in respect of any claim thereby occasioned for failure to give procession of any part of the Venue on the due date, and the Organiser shall be entitled but not obliged to remove such materials as they consider necessary. The Exhibitor shall be liable for all loss and costs thereby occasioned. The Organiser reserves the right to specify the time at which individual stands and exhibits shall be removed. Notwithstanding instructions issued specifically for the closing night of the Exhibition, the security of exhibits, stands, furniture, etc during the remaining days of the demolition period is wholly the responsibility of the Exhibitor, agent or contractor and the Organiser will not be responsible for any loss or damage that occurs.

13. FORCE MAJEURE

None of the Organizer, its subsidiaries, employees, agents, sponsors or the Exhibit Committee (its "Connected Persons") shall be liable for loss, damage or delay resulting from acts of war, civil commotion, strikes or lockouts, shortage of labour, default or failure of suppliers, government action, intervention, law or regulation, military activity, act of God, fire, flood or any other circumstances beyond the Organizer's reasonable control which shall make it impossible or inadvisable for the Exhibition to be held at the time and place provided, and the Organizer reserves the right to reschedule the Exhibition at another date and/or at any alternative site. The Exhibitor acknowledges that the Organizer will have sustained damages and losses as a result of the foregoing and shall and does hereby waive all claims for damages or compensation in respect of any act or omission of the Organizer or any of its Connected Persons as a result of any of the foregoing. The monies paid to the Organizer as fees or otherwise in connection with the Exhibition shall remain the property of Organizer.

14. JURISDICTION

These Terms and Conditions and the Contract between the Organizer and the Exhibitor shall be governed by the laws of Vietnam, and the parties submit to the nonexclusive jurisdiction of the courts of Vietnam.

VIETNAM FOOD EXPO 2019 FLOORPLAN

