automechanika

messe frankfurt



Vietnam's leading regional trade fair for the automotive service industry targeting trade visitors from Vietnam

23 – 25 June 2023

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Saigon Exhibition and Convention Center, Ho Chi Minh City, Vietnam

Please complete, sign and return to: Messe Frankfurt (HK) Ltd 35/F, China Resources Building, 26 Harbour Road, Wanchai, Hong Kong Tel: +852 2802 7728 Fax: +852 2519 6079 autoasia@hongkong.messefrankfurt.com

For Taiwanese companies: Chan Chao International Co Ltd 3/F No 185 Kanchien Road, Neihu District Taipei, Taiwan Tel: +886 2 2659 6000 Fax: +886 2 2659 7000 sales@chanchao.com.tw

Application form (Please type in block letters, and note point 10 on P.5)

Company details					
Company name:					
Contact person(s): Mr/	Mrs/Ms	Jo	ob title:		
Address:					
City/State:	ZIP/Postal code:	Country:		Country of headqu	uarter:
Telephone:	//		_ Fax:	//	
Country code	e Area code	Number	Countr	y code Area code	Number
Email:		Web	site:		

2. Company details # (for official fair catalogue used. If any changes occurred later, please complete the catalogue listing form in the Exhibitor Manual and return to the organiser by deadline.) Please print clearly in BLOCK letters, or use a typewriter to indicate your company information (exactly the name and information you would like to appear in the official catalogue) below, the publisher and organisers will not take any responsibility if mistakes are made in the catalogue due to unclear text, and note point 10 on P.5)

Con	npany name:						
Add	ress:						
City	/State:		ZIP/Postal code:		Country: _		
Tele	ephone://	/		Fax: _	/	/	
	Country code Area	code	Number		Country code Are	ea code	Number
The	Brands that your compan	y repres	sents: <u>1.</u>		2.		
Natu	re of business (please "	√" all tha	at apply)				
()	Car Maker	()	Manufacturer ()	Retailer		() Deale whole	er, agent, distributor, esaler
()	E-tailer / E-commerce	()	Service Provider (auto refit / gas station)	ter / tuner / g	arage / worksho		
()	Private & official fleets	()	Trade associations / gover	nment agenc	cies		
()	Vocational / University	()	Research & Development	Institution			
()	Media / Publisher	()	Others (please specify):				
Our	products belong to the f	ollowir	ng groups # (please "√" whe	ere appropria	te in each items	s)	
i)	() Passenger vehicle (go to section A)		() Commercial vehicle (go to section A)		orcycle to section B)		tomotive manufacturing and tomation (go to section C)
ii)	() OEM		() Aftermarket				

iii) () Overseas market: ____% () Vietnam market: ____%

Section A

Parts & Components 1

- Components for conventional drive systems (engine, gearbox, powertrain, exhaust) () 1.1
- Chassis (axles, steering, brakes, wheels, shock absorbers) () 1.2
- () 1.3 Body (metal parts, roof systems, mounted parts, windows, bumpers)
- () 1.4 Standard mechanical parts (fastening elements, threaded and securing elements, sealing rings, roller bearings)
- () 1.5 Interior (cockpits, buttons, switches, instruments, airbags, seats, shelf and storage concepts, illumination, heating, air-conditioning, electrical adjusters, interior filters)
- () 1.6 Exterior (doors, windows/glass, mounted parts)
- Charging accessories 12 volt (plugs, cables, connectors) () 1.7
- () 1.8 Regenerated, restored and renewed parts for cars and utility vehicles
- External vehicle air quality and exhaust gas treatment (diesel aftermarket solutions, SCR, filters, sensors) () 1.9
- () 1.10 New materials (3D printing, fiber composites, renewable resources, hybrid materials, recyclable materials)

2 Electronics & Connectivity

- () 2.1 Engine electronics (control units, bus systems, sensors, actuators)
- Vehicle lighting (headlights, LED / OLED, lasers, exterior and interior lighting, intelligent headlight systems, night and thermal-imaging cameras) () 2.2 Electrical system (electrical power supply, batteries, , cables, wiring harnesses, cable mounting and connecting elements, plug connections, () 2.3
- sensors, on-board diagnostics, high-voltage systems)
- () 2.4 Comfort electronics (wellness and health systems, automatic air-conditioning, seat heating and ventilation, electric seat adjustment, keyless-go systems, driver assistance systems, vehicle safety systems, control systems)
- Human machine interface (HMI) (eve tracking, facial expression tracking, gesture control systems) () 2.5
-) 2.6 Connectivity (car-to-car, car-to-enterprise, car-to-infrastructure, car-to-driver, LTE, functions on demand)
- Internet of things (smart home, additional services, mobile devices) () 2.7

3 Accessories & Customising

- () 3.1 General accessories for motor vehicles (rack systems, trailer hitches, roof boxes, air refreshers, jacks, technical solutions, technical textiles, car safety products)
- () 3.2 Technical customising (sports exhaust systems, sports air filters, sports chassis, chip and engine tuning, sound design, seats, club sport)
- Visual customising (interior design, bodywork elements, car wrapping, spray films, airbrush systems) () 3.3
-) 3.4 Infotainment and Car IT (multimedia, navigation, car media devices, sound systems, integrable services)
- Special vehicles, equipment, assemblies and modifications (off-road and pickup accessories, taxis, police and ambulance vehicles, armoring, () 3.5 equipment for trades and industry, special conversions and superstructures, municipal vehicles and vehicles for the disabled)
- () 3.6 Car trailers and small utility vehicle trailers, spare and accessory parts for trailers
- Merchandising (clothes, accessories) () 3.7

Diagnostics & Repair 4

- () 4.1 Workshop equipment for repair and maintenance (systems and equipment, battery management, lifting gear, test and measurement equipment, tyre installation, workshop equipment, networking software)
- Tools (impact screwdrivers, diagnostic equipment, compressors, wrenches) () 4.2
- () 4.3 Digital maintenance (predictive maintenance, over-the-air diagnostics, over-the-air updates and services, remote services)
- () 4.4 Vehicle diagnostics (diagnostic equipment and software, on-board diagnostics)
- () 4.5 Maintenance and repair of vehicle superstructures (RV/caravan and motor home superstructures, custom and special superstructures for lightweight and heavyweight utility vehicles)
- () 4.6 Towing equipment (vehicles, trailers, towing equipment and technology)
- () 4.7 Workshop equipment for repair and maintenance for alternative drive concepts (tools for high-voltage systems, hydrogen sensors)
- ý 4.8 Fastening and bonding solutions (rivets, adhesives, screws, soldering, welding materials, lasers)
-) 4.9 Waste disposal and recycling (systems, equipment, management systems)
- ý 4.10 Workshop safety and ergonomic workshops (air purification, ventilation, heating, health-enhancing and safety-enhancing technologies)
- ý 4.11 Workshop and dealership equipment (shopfitting/shop systems, sales equipment, office and warehouse equipment, work clothing)
- Oils and lubricants (systems, equipment, lubricants, auxiliaries and consumables, disposal and recycling) () 4.12
- () 4.13 Technical fluids (coolants, gases, fluid management)
- () 4.14 Workshop concepts

5 **Dealer & Workshop Management**

- () 5.1 Workshop / dealership / filling station planning and construction (business consultants, certifications, environmental protection consultants, architecture)
- () 5.2 Dealer, sales and service management (dealer management systems, special applications and equipment)
- () 5.3 Digital marketing (mobile and stationary solutions)
- Customer data management (data analysis and management, big data) () 5.4
- Online presence (search machine optimisation, homepage design, online marketing) () 5.5
-) 5.6 E-commerce and mobile payment
- Basic and advanced training and professional development (mechanics, mechatronics, bodywork, paintwork, electromobility, sales, management)) 5.7
-) 5.8 Workshop and dealership marketing (external advertising, advertising media, agencies, signalisation)
-) 5.9 Online service providers and vehicle/parts/service marts
- () 5.10 Economic regeneration, research, consulting and cluster initiatives

6 Car Wash & Care

- ()6.1 Washing (automatic car wash facilities for exteriors, wash stations, washing equipment, chemicals, accessories)
- () 6.2 Vehicle care (exterior and interior cleaning, equipment for vehicle care, cleaning and care products, washing accessories, vacuum cleaners, high-pressure cleaners)
- () 6.3 Vehicle preparation and detailing (exterior and interior preparation, sealing, upholstery and leather repair, polishing)
- () 6.4 Water reclamation and water treatment
- Filling station equipment (filling station equipment, tank systems for conventional fuels) () 6.5

7 Alternative Drive Systems & Fuels

- () 7.1 Energy storage (batteries, lithium-ion, lithium-oxygen, high-voltage systems)
- ()7.2 ()7.3 Alternative fuels (synthetic fuels, LPG, CNG, ethanols, hydrogen)
- Complementary products (wall box, home charging systems, billing systems, charging cards, charging plugs, charging cables)
-) 7.4 Vehicle concepts (e-bikes, scooters, BEV)
- Resources (rare earths, lithium)) 7.5
- ()7.6 Charging and tank technologies and systems (inductive/conductive systems, fast-charging systems, filling station equipment and systems, tank systems for alternative fuels)
- () 7.7 New workshop technologies (augmented and virtual reality, repair assistance and training)

8 Tyres & Wheels

- () 8.1 Tyres (summer/winter tyres for cars, utility vehicles, trucks, two-wheeled vehicles and special vehicles, exclusive tyres for SUV, sports cars and premium vehicles, wide-track tyres, industrial tyres, carcasses and tubes)
- () 8.2 Wheels and rims (exclusive and customised wheels and rims, industrial rims, customised wheel rims)
- () 8.3 Tyre/wheel repair and disposal (vulcanisation, balancing, wear-and-tear repairs, elastification agents, repair materials, tools, fillers, disposal)
- () 8.4 Used tyres and wheels (retreading, recycling, vulcanisation, tyre care)
- () 8.5 Tyre / wheel management and systems (IT systems, online tyre portals, inspection, tyre logistics, tyre leasing and rental, tyre storage)
- 8.6 Sales equipment and storage of tyres (operating / storage / office / showroom equipment and facilities, sales aids, certification, tyre-storage)
 8.7 Accessories for tyres, wheels and installation (valves, storage labels, balancing weights, theft prevention, safety equipment, wheel nuts, tyre pressure management systems)

9 Body & Paint

- () 9.1 Bodywork repairs (equipment and materials)
- () 9.2 Paintwork and corrosion protection (systems, equipment, paint, corrosion protection, spot repair, auxiliaries)
- () 9.3 Smart repairs for paintwork, metal parts, plastic parts, windows, headlights and rims
- () 9.4 New materials (lightweight, carbon, magnesium, aluminum)

10 Mobility as a Service & Autonomous Driving

- () 10.1 Mobility services (sharing economy, car sharing, ride sharing, ride hailing, e-bikes, start-ups)
- () 10.2 Automated driving (electrical components for autonomous driving, robocabs, sensors, actuators, artificial intelligence, cameras, ultrasonics, lateral and horizontal driver assistance systems)
- () 10.3 Fleet management / leasing / corporate mobility

Section B

11 Motorcycle Type

	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
() 11.1 ATV	() 11.2 Cross	() 11.3 Moped	() 11.4 Racing	() 11.5 Electric
() 11.6 Chopper	() 11.7 Cruiser	() 11.8 Naked	() 11.9 Scooter	() 11.10 Hybrid
() 11.11 Custom	() 11.12 Enduro	() 11.13 Touring	() 11.14 Others	

12 Motorcycle (Motorcycle Competence)

- () 12.1 Motorcycle parts & components (Oils, tyres, chains, filters, batteries, engine shafts, steering shock absorbers, coils and condensers, spark plugs, carburetors and injection systems, fairing, footboards and footrests, bodies for three wheel, gear cases, rims, cylinders, alternators, headlights and signal lights, piston rings, forks and fork tubes, breaks, clutch systems, break shoes, seals and gaskets, connecting rod systems, ignition systems, direction indicators, handlebars, springs, engines, auxiliary engines and related spare parts, wheel hubs, bearings, windscreen, mud guards, bumpers, brake pads, starter pedals and gear levers, pistons, lamp brackets, radiators, spokes, saddles, fuel tanks, rollers, balls, suspensions, fuel tank plugs, chassis, transmissions, exhaust pipes, tubes for brakes)
- () 12.2 Motorcycle accessories (Anti-misting products for helmets, carriers for motorcycle, connecting rods, footwear and boots, helmets, reflective systems, speedometers, saddles cover, decalcomanias, baggage, lighting equipment, eyewears, silencers, covers for motorcycles, clothing and protective equipment, gloves, antimisting products eyewears)
- () 12.3 Repair & maintenance (Paint products, washing, test beds, racing fuels, battery chargers, oils and chemical products, polishing, detergent and rust proofing products)
- () 12.4 Electronics & systems (Safety and alarm systems, intercom, horns and acoustic warning signals)
- () 12.5 Service groups (Industry institutions, press and publishing houses, universities, finance companies, software companies, insurance, clubs, federations, service sector, training and certification services)

Section C

13 Automotive Manufacturing and Automation

() 13.1	Manufacturing of automotive parts & components	() 13.2	Automation
() 13.3	Automotive production equipment and system	() 13.4	Automotive inspection and quality control
() 13.5	Automotive design and R&D	() 13.6	Automotive Material
() 13.7	Other (please specify):		

Section D

14 Others

- () 14.1 Industry institutions
- () 14.3 Other (please specify):

() 14.2 Publishers

- From the above product categories 1-14, please list one item (eg: 1.4) as your main products: ______. * Booth location may be allocated according to product criteria, or other criteria set by the organiser. (details please see point 9 on P.5)
- 5. Please specify your product range # (maximum 20 words; see point 10):

6. New / Specific product and service launch programme (Value-added service, Please " $\sqrt{}$ " the appropriate box.)

To further enhance media's coverage on your company, brand and product, the organiser would collect more information on your exhibits / technologies and your targeted clients. Your information will support us to prepare the publicity materials and arouse media's interest in publishing your company's information accordingly.

()	We would like to launch and promote our new / specific product(s) and service(s) through this programme.
	Product(s) / Service(s) name:

(Linglish).	
(Vietnamese):	
(Chinese):	

Product(s) / Service(s) description (for instance: specification, feature, function and benefit):

(English):	
(Vietnamese):	
(Chinese):	

7. Participation fee (Please " $\sqrt{}$ " to select and indicate booth size required.)

Booth type	Booth size & participation fees	Furniture & fixtures per package
Standard Booth (Minimum 9 sqm)	()US\$335 per sqm Booth size:sqm	Basic booth design* Furniture & fixtures - Fascia board with company name - 2 spotlights (100W, yellow light) - and booth number - 1 fluorescent tube - Floor carpeting - 1 waste paper basket - 1 information desk - 1 power socket (220V/5A) - 2 folding chairs - 1
Premium Booth (Minimum 9 sqm)	()US\$395 per sqm Booth size: sqm	Upgraded booth design* Furniture & fixtures - Fascia board with company name, booth number and logo - 2 spotlights (100W, yellow light) - Floor carpeting - 1 fluorescent tube - 1 information desk - 1 waste paper basket - 3 folding chairs - 1 round table
Raw Space (Minimum 24 sqm)	()US\$305 per sqm Booth size: sqm	 Company logo or trademark next to official catalogue listing (black & white) Space rental

* For booth design, please refer to the exhibitor manual.

8. Top-Up digital solution participation fee (Optional. Please " $\sqrt{}$ " to select.)

() US\$500 / exhibitor*** (including below i, ii & iii)

i) V-Connect

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Worth US\$1,000, V-Connect is an online platform to connect with your clients and extend your exposure seamlessly and internationally. Through the platform's diverse functions and a multitude of marketing channels, it allows you to exchange your business ideas with them through broadcasting your live-streaming / pre-recorded events as well as videos in a lively way. In addition, the platform supports efficient business matching and networking opportunity

Services covered in V-Connect				
Company profile	 AI recommendation 	Content Management System: 1 user account		
 Product Display: 10 	 Business Matching 	 Performance report analysis 		
 Support On-demand & live-streamed video 	Live Chat			

Service period: 4 weeks

ii) Media Package: Upgraded to Silver Media Package

Worth: US\$135/ exhibitor, Media package allows your company profile, product & service groups listed on the show official website, where visitors can search your company profile before, during and after the show.

Services covered in Media Package at the show official website and mobile app		
Company name	3 Keywords	 1 Company page (picture & description)
Booth number	Correspondence Address I Product page (picture & description	
Product group	• E-mail and website	

*** For details and gold package (US\$225), please contact our Digital Business Team with the contacts at point 12 on P.6.

iii) Looking for Dearler(s) / Local Representative(s) / JV Partner(s) in Vietnam (Optional. Please "\/" where appropriate.)

Worth US\$50/ exhibitor, an additional listing of your company will be put under the section "Looking for Business Partner(s) in Vietnam" in our official catalogue, along with stickers available on your booth, indicating that you are looking for partner(s) in both English and Vietnamese.

() Agents () Dealers/Distributors () JV partner () Retailers in Vietnam

9. YouTube video channel, 'Play It! Channel VN' participation fee (Optional. Please "\" to select.)

() Video Production - US\$2,500

It is a dedicated video channel at YouTube broadcasting short videos of auto trends, cultures and lifestyles in Vietanm and across the world, has quickly become highly sought-after since its debut and a growing number of subscribers and viewers. The channel drives your business in a creative way, enhances your social media engagement and expands your target audience from commercial customers to automotive enthusiasts.

Services covered in Play It! Channel VN			
 3 minutes video production 	Video filming	 Exposure in show's social media platforms 	
Content creation	 Video editing 		

() Marketing and participation items (Optional. Please " $\sqrt{}$ " to select.)

Items	Price	Benefits
Title participation	() US\$2,000	 Company / brand name includes in specific videos x 3 Company / brand logo featured in the videos x 3 Marketing exposure in show's media platforms Featured in show's press release (when applicable) Company / Brand name or logo display at end credit x 3 Video interview x 1
Souvenirs participation	() US\$1500	 Company / brand name display on channel's souvenirs Marketing exposure in show's media platforms Company / Brand name or logo display at end credit x 3
Placement marketing	() US\$1000	 5 sec company video^{##} featured in specific videos x 2 Company / Brand name or logo display at end credit x 2
Company / Brand logo display at end credit	() US\$500	- Company / brand name or logo in specific videos x 2

##Promotional materials will be provided by exhibitors. For other cooperations in pre-show event, please kindly contact organiser for further discussion.

10. Name of legally responsible person: Please print last name, first name, job title and sign below:

Acknowledgement

- · V-Connect digital solution (basic company listing) and basic media package (basic company listing) will be included automatically to exhibitors who participate in the physical event in Automechanika Ho Chi Minh City 2023 without charge.
- Any postphonements of the show, Automechanika Ho Chi Minh City 2023, due to the circumstances beyond the Organiser's control including but not limited to acts of war, embargo, civil unrest, outbreak of disease, natural disasters, legal proceedings or government regulations, V-Connect will remain open with full business functions and USD500 of digital solution fee will be charged and can be deducted from the participation fees as the service charge.

We hereby understand this application form as a confirmation of the participation of Automechanika Ho Chi Minh City 2023 and accept the Specific Terms and Conditions of the show.

Name:

_____ Job title:____

Signature and company stamp:_____ Date:_____ Date:_____

Specific Terms and Conditions

1. Organisers

Messe Frankfurt (HK) Ltd Chan Chao International Co Ltd Yorkers Exhibition Service Vietnam

2. Location

Saigon Exhibition & Convention Center 799 Nguyen Van Linh, Dist 7 Ho Chi Minh City, Vietnam

3. Date of Event 23 – 25 June 2023

10 10 00.00 1010

4. Registration and confirmation

Application to exhibit is made by submitting a completed and signed application form to the organiser. The organiser will confirm successful applications in writing by fax and original mail.

5. Terms of payment

Please return application form and remit appropriate amount to the organiser. All bank charges are to be borne by the applicant.

50% deposit required with application. 50% final payment due on or before 22 March 2023.

Payment should be made to: The Hong Kong and Shanghai Banking Corporation Limited Account no: 400-678694-838 USD A/C Holder: Messe Frankfurt (HK) Ltd Swift Code: HSBCHKHHHKH

For Taiwanese companies, payment should be made to: (Space rentals are subject to VAT) Hua Nan Commercial Bank Ltd Account no: 179-97-000565-5 A/C Holder: CHAN CHAO INTERNATIONAL CO., LTD. Swift Code: HNBKTWTP 179

6. Cancellation

If an applicant withdraws his application, for whatever reason, before he receives either a rejection or confirmation of his application, any participation fee paid will be forfeited.

If the exhibitor notifies the organiser of his withdrawal within three months of the start date of the event, he is liable for the total participation fee.

Should the exhibitor under contract (i.e. in receipt of confirmation) inform the organiser that he will not participate in the event, providing the organiser is able to resell the stand without loss the payment to be made by the exhibitor will be reduced to a handling fee of US\$1,000 irrespective of the exhibitor's full liability for additional costs, catalogue fees etc.

Additionally represented companies (co-exhibitors) Applications made for additionally represented companies (co-exhibitors) will be accepted with a fixed participation fee of US\$600 per additional company and restricted to one (1) co-exhibitor per 9 sqm booth.

8. General terms and conditions of Participation The detailed General Terms & Conditions of Participation are given on the organiser website <u>www.automechanika-hcmc.com</u> and can be requested in printed form if required.

9. Booth allocation

Exhibitor booth location will be allocated according to product criteria, or other criteria set by the organiser. No change of booth location is allowed once it has been assigned and the exhibitor informed.

Additionally represented companies (co-exhibitors) must arrange their participation through the main exhibitor.

10. Official Fair Catalogue

Section with "#" will be used in the official fair catalogue. If any changes occurred later, please fill up the catalogue listing form in the exhibitor manual and submit to the Organiser by deadline.

11. Intellectual property rights / copyright

The exhibitor warrants that his exhibits and packages thereof and the related publicity materials do not in any way whatsoever violate or infringe any third party's rights including trade marks, copyrights, designs, names and patents whether registered or otherwise. The organiser has the right to refuse participation of any exhibitor found guilty of infringement of intellectual property rights at any future trade fairs.

12. Media Package

Subject to and conditional upon all sums due and payable by each exhibitor having been fully settled, the Organiser offers free upgraded media package from Basic to Silver package at no cost for exhibitors of Automechanika Ho Chi Minh City 2023. Upgraded to Gold package is optional but chargeable.

For enquiries and payment on Upgraded Media Package, please kindly contact our Digital Business Department. Contact person: Ms. Wendy Lip Tel: +86 21 6160 8428 / +852 2238 9908 / +852 2230 9203 Email: digital@hongkong.messefrankfurt.com

Data submission: Ms. Eva Sun Tel: +86 21 6160 8428 / +852 2238 9953 Email: eva.sun@hongkong.messefrankfurt.com

13. Correspondence address for enquiries

Messe Frankfurt (HK) Ltd 35/F, China Resources Building, 26 Harbour Road, Wanchai Hong Kong Tel: +852 2802 7728 Fax: +852 2519 6079 Email: <u>autoasia@hongkong.messefrankfurt.com</u>

For Taiwanese companies, please contact: Chan Chao International Co Ltd 3/F No 185 Kanchien Road, Neihu District Taipei, Taiwan Tel: +886 2 2659 6000 Fax: +886 2 2659 7000 Email: sales@chanchao.com.tw