Incheon International Machinery Expo

INMAC 2019

9. 25(Wed) - 27(Fri) Incheon Songdo Convensia

Simultaneous opening
- International Refrigeration and Air-Conditioning
- International Environmental Technology Industry
- International Smart Automation Machinery
- International Metalwork Technology

Special Exhibition
- Water quality management and water treatment

Dream of revival of the manufacturing industry! Manufacturing Korea

Organizer/Host
- Gyeongin Mechanical Industries Cooperative, Incheon Tourism Organization, MESSE eSANG Co., Ltd

Sponsor
- Incheon Metropolitan City, Ministry of SMEs and Startups, Public Procurement Service, Kotra, K-BIZ Korea Federation of SMEs, Korea Environment Corporation, Environmental Corporation of Incheon, Korea Industrial Complex Corporation, Incheon Chamber of Commerce and Industry, ITP Incheon Technopark, Korea Institute of Industrial Technology (KITECH), Korea Environmental Preservation Association (KEPA), KOMACHINE, Bucheon Die & Mold Business Cooperative, Incheon Center for Creative Economy & Innovation, Korea SMEs Trade Association (KOSTA), Songdo Small Manufacturer Support Center, Incheon Metropolitan City Small and Medium Businesses Federation
**Facilitate B2B and expand business through expo!**

**Overview**

<table>
<thead>
<tr>
<th>Title</th>
<th>Incheon International Machinery Expo 2019</th>
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<tbody>
<tr>
<td>Period</td>
<td>September 25 (WED) - 27 (FRI), 2019 [3 days]</td>
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<tr>
<td>Venue</td>
<td>Incheon Songdo Convensia</td>
</tr>
<tr>
<td>Organizer/Host</td>
<td>Gyeongin Mechanical Industries Cooperative, Incheon Tourism Organization &amp; MESSE eSANG Co., Ltd.</td>
</tr>
<tr>
<td>Support</td>
<td>Incheon Metropolitan City, Ministry of SMEs and Startups, Public Procurement Service, KOTRA, K-BIZ Korea Federation of SMEs, Korea Environment Corporation, Environmental Corporation of Incheon, Korea Industrial Complex Corporation (KICCO), Incheon Chamber of Commerce and Industry, IP Incheon Technopark, Korea Institute of Industrial Technology (KITECH), Korea Environmental Preservation Association (KEPA), KOMACHINE, Bucheon Die &amp; Mold Business Cooperative, Incheon Center for Creative Economy &amp; Innovation, Korea SMEs Trade Association (KOSTA)</td>
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<td>Media Partners</td>
<td>MTS Media</td>
</tr>
<tr>
<td>Website</td>
<td><a href="http://www.inmacexpo.kr">www.inmacexpo.kr</a></td>
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**Exhibition items**

<table>
<thead>
<tr>
<th>Section</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refrigeration and AC/Heating</td>
<td>AC and heat pump, refrigerant compressor, freezer, refrigeration facilities, refrigeration equipment (condensing unit, HVAC, roll AC), refrigeration and AC related equipment (AC unit, thermostyogstat, cooling water, ventilator, clean room etc.)</td>
</tr>
<tr>
<td>Water quality management and treatment</td>
<td>Sewage. Waste water treatment, river purification, clean water treatment, livestock wastewater disposal, membrane, microorganisms, water quality-related equipment, design, construction, pump and valve</td>
</tr>
<tr>
<td>Waste Removal</td>
<td>Waste remover, water recycling equipment and facilities, food recycler and other related equipment</td>
</tr>
<tr>
<td>Smart factory solution</td>
<td>3.0 Production Revolution Solution, factory control system, MES, MMI, DCS, factory environment control, touch panel, smart office</td>
</tr>
<tr>
<td>Robot industry</td>
<td>Industrial robot, robot parts, robot platforms, robot intelligence</td>
</tr>
<tr>
<td>3D printer and related equipment</td>
<td>3D printer, 3D scanner, 3D printing software, CAD/CAM/CAE and other application fields</td>
</tr>
<tr>
<td>Automated Equipment</td>
<td>NC, CNC related equipment, logistics system, office automation equipment, automatic dishwasher, motor (AC, DC), measuring equipment, motion control robot, control system, automated smart wear</td>
</tr>
<tr>
<td>Tools</td>
<td>Electromotion, cutting, grinding, polishing, for measuring, for manual working &amp; woodwork</td>
</tr>
</tbody>
</table>

Incheon International Machinery Expo will emerge as precious INMAC linking suppliers (participants) to clients (buyers) through a B2B expo.

**New Market**

Expansion of new markets
As Korea-China FTA Regional Economic Cooperation Area, Incheon will provide an opportunity to export routes and strengthen network as a stronghold city for exchanges between Korea and China through cooperation with Weihai City.

**Add Value**

Creation of business value
Specialized exhibition halls are installed respectively for environmental facilities, smart factories, robot & motor industry, 3D printers and automation devices to increase commercial effects based on target marketing.

**Meet Overseas Buyer**

Overseas Buyer Meeting
Making the most use of regional characteristics of Incheon that can be easily accessed by foreign countries, it invites overseas buyers from China, Japan and Germany through agreement with Ministry of SMEs and Startups and KOTRA and provides a chance to meet with participating companies.

**Chance for Networking**

Consultation sessions for public purchase
It will become a place of networking for public purchase by inviting such buyers as governmental institutions, public corporations, industrial complexes and local governments so that they can be matched with one another.
Incheon, the mecca of the machinery and manufacture industries!

Incheon, the host city of Incheon International Machinery Expo, is an industrial city surrounded by the Korea's five largest national industrial complexes and 21 general industrial complexes. Incheon, the mecca of the manufacture industry where about 39,000 manufacturing companies are concentrated, is considered as the largest market for the machinery industry.

Incheon, an export city, is emerging as the best industrial city capable of manufacturing and exporting products based on one-stop service as it ranked first in export growth in 2016 on the strength of Incheon International Airport and Incheon New Port that opened in 2015.

Incheon, an industrial city

The manufacture industry in Incheon is going through changes. Incheon takes the initiative in offering solutions that can help overcome the era of low growth and stop hollowing of the manufacture industry and pursuing Smart Factory Distribution Project aimed to turn aged manufacturing industrial complexes into smart factories for the purpose of enhancing competitiveness in small-and-medium-sized enterprises.

Incheon International Machinery Expo is an optimum place for business that can meet needs of client companies of smart factories and public corporations.

Innovation of the manufacture industry in Incheon

Why Incheon International Machinery Expo?
### Purchase consultation sessions for public institutions

**Institutions**
- Korea Western Power Co., Ltd.
- Incheon International Airport Corporation
- Yeongheungdo Power Division of Korea South-East Power Co. (KOSEP)
- Sudokwon Landfill Site Management Corporation
- Incheon Metropolitan City Development Corporation
- Korea Environment Corporation
- Korea South-East Power Co., Ltd.
- Korea Southern Power Co., Ltd.
- Yeongheungdo Power Division of Korea Midland Power Co., Ltd.
- Incheon International Airport Corporation
- Siheung Facilities Management Corporation
- Ewha Womans University
- Korea Western Power Co., Ltd.
- Korea Southern Power Co., Ltd.
- Yeongheungdo Power Division of Korea Midland Power Co., Ltd.

**Consultation items**
- Refrigeration & Air-conditioner-related devices
- Water quality management & water treatment
- Waste treatment, smart factory solution, robot industry, automation devices

**Consultation achievements**
- One-on-one purchase consultation based on advanced matching of buyers
- Expected contracts and reviewed contracts

**Payment of the remainder**
- 38 persons from 21 teams in 11 public institutions in Incheon and Gyeonggi

### Overseas buyers invitation and export consultation session

**Invited buyers**
- 20 persons from 20 companies in 6 countries

**Consultation achievements**
- One-on-one export consultation based on advanced matching of buyers
- Refrigeration & AC, Heating, water quality management & treatment, waste removal, smart factory solution, robot industry, automation devices, 3D printer and related equipment, automated equipment, machine tools, mold parts & material

### A method of participation

**Information on application for participation**
- Application for participation is closed on a first-come-first-served basis.
- Application cost:
  - USD 1,700
  - USD 2,100

**Participating cost**
- Distinction:
  - Independent booth: USD 1,700
  - Assembled booth: USD 2,100

**Payment**
- By Aug. 30, 2019

### Overseas consultation

**Overseas consultation**
- Only one consultation sale per company.
- Refrigeration & Air-conditioner-related devices, water quality management & water treatment, waste treatment, smart factory solution, robot industry, automation devices, machine tool and mold parts & material

**Main achievements in consultation sessions for public institutions and export in 2018**
- A method of consultation
  - One-on-one purchase consultation for participating companies based on prior applications filed by buyers desiring to receive consulting
  - Consultation items
    - Refrigeration & Air-conditioner-related devices, water quality management & water treatment, waste treatment, smart factory solution, robot industry, automation devices, machine tool and mold parts & material
  - Consultation achievements
    - One-on-one purchase consultation based on advanced matching of buyers

**A method of consultation**
- One-on-one export consultation based on advanced matching of buyers

**Consultation items**
- Refrigeration & Air-conditioner-related devices, water quality management & water treatment, waste treatment, smart factory solution, robot industry, automation devices, machine tool and mold parts & material

**Consultation achievements**
- One-on-one purchase consultation based on advanced matching of buyers
- Expected contracts and reviewed contracts

**Submission of Application for Participation**
- Application for participation is closed on a first-come-first-served basis.
- Application for electricity mandatory
- Application for additional services including furnishings, Internet, water supply facilities & air-conditioning

**Details**
- Application for electricity mandatory
- Booth wall, floor carpet & electricity (1Kw) 3 spots (220V)
- Firm name signboard in Korean/English
- Information desk & chair (1 set per company)

**Discount policy**
- Earlier application: A 20% discount is given if an application is made prior to Jun 28, 2019 (Fri.)
- Discount: A USD 100 discount is given per booth if an application is made for 4 booths or more
- A 10% discount applicable

**Payment of the remainder**
- By Aug. 30, 2019

**Application for participation**
- Application cost: USD 1,700
- Application for additional services: USD 2,100
- Payment of the remainder: By Aug. 30, 2019

**Application for electricity mandatory**
- Booth wall, floor carpet & electricity (1Kw) 3 spots (220V)

**A copy of Application for Participation & Certificate for Business Registration Payment of 50% of deposit**
- Application for additional services including furnishings, Internet, water supply facilities & air-conditioning

**Discount**
- Earlier application: A 20% discount is given if an application is made prior to Jun 28, 2019 (Fri.)
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**Payment of the remainder**
- By Aug. 30, 2019
Support Service for Participating Companies

1. Free advertising service for participating companies

<table>
<thead>
<tr>
<th>Method</th>
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<tbody>
<tr>
<td>Direct mail</td>
<td>We are sending PR material and invitations to related domestic research centers (clients), experts in the machinery sector, enterprises and scholars.</td>
</tr>
<tr>
<td>Email newsletter</td>
<td>We are sending ‘Expo Newsletter’ to industrial experts on a regular basis.</td>
</tr>
<tr>
<td>Online advertisement</td>
<td>We are notifying and promoting corporate information and detailed information on products through the use of ‘Directory of Participants’ in official homepage of the expo and via SNS</td>
</tr>
<tr>
<td>Press release</td>
<td>If special promotion is required with regard to participation in the expo, new products and major issues, we are providing support to PR articles online.</td>
</tr>
</tbody>
</table>

2. PR service for exhibition hall interior

<table>
<thead>
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<tbody>
<tr>
<td>Participants Technology Seminars</td>
<td>Presentation in seminars for participants within the expo hall and invitation of guests and buyers to provide an opportunity to promote detailed information on products and technologies</td>
</tr>
<tr>
<td>Banner / Posting</td>
<td>Installation of banners indicating items entered by participating companies at the entrance of the expo hall to induce more visitors to booths</td>
</tr>
</tbody>
</table>

3. Special support service for participating companies

<table>
<thead>
<tr>
<th>Service</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Provision of PR banners</td>
<td>We provide banners promoting participation in the expo that can be installed inside and outside establishments for free.</td>
</tr>
<tr>
<td>Support for mailing of SMS invitations</td>
<td>We provide support to mailing of SMS invitations including companies names indicated by participating companies.</td>
</tr>
<tr>
<td>Hotel information</td>
<td>We offers specially discounted prices to clients using hotels located close to the expo hall.</td>
</tr>
</tbody>
</table>

* Some services are subject to change or cancellation depending on operation policy by expo.