

# Golden Opportunities for Vietnam Smart Sheet Metal Working

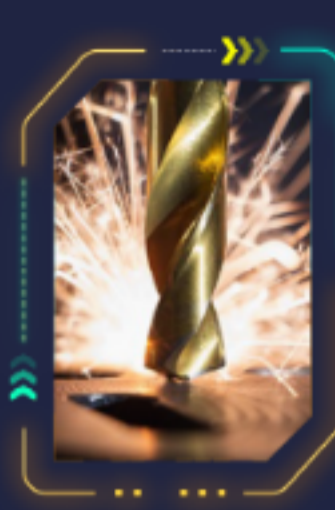


The Fourth Industrial Revolution, a fusion of digital, physical, and biological technologies, the internet of things and artificial intelligence, is taking place all over the world and having a strong impact on all aspects of socio-economic life, leading to changes in production methods and workforce structures. It can be said that the upgrading is bringing both golden opportunities and huge challenges to developing countries in general and Vietnam Sheet Metal working is no exception. Vietnam's steel industry saw impressive growth in 2021, reaching 11.748 billion USD of export turnover for iron and steel of all kinds. Outlook for the steel industry in 2022 is bright when the Government plan on issuing new policies to support steel companies.

## VIETNAM'S STEEL INDUSTRY OUTLOOK

According to World Steel, Vietnam has made it to the top 50 largest crude steelmakers in the world, ranking rose 12 levels from 26th to 14th place in 5 years from 2015 to 2021. Besides, the country was one of the four largest steel importers worldwide in 2019 with import volumes of 10.5 million tons. In Southeast Asia, Vietnam's finished steel accounted for more than 30% of the region's output, amounting to 14.5 million MT in 2018. Vietnam also took a leading position among ASEAN countries in the volume of export steel with an increase of 5 million MT in 8 years, reaching 6 million MT in 2018. In 2019, due to the growing steel protectionism and the downturn of real estate market, the steel industry of Vietnam faced many difficulties. The increase of steel manufacturing sector's output slumped to the lowest level since 2015, growing 4.4% over the previous year of 2018.

Iron and steel exports increased from the first quarter of 2021 and continued to prosper in the following months. In the first five months of 2021, steel exports reached nearly 4.9 million tons, equivalent to 3.6 billion USD. By the end of September 2021, Vietnam's steel export turnover increased to nearly 9.7 million tons, equivalent to nearly 8.7 billion USD. After 11 months, the country's total export of iron and steel of all kinds was 12.2 million tons, worth 10.84 billion USD, up 36.8% in volume and 130.5% in turnover compared to the same period in 2020.



## VIETNAM EXPECTS TO BE A NET STEEL EXPORTER WITH STRONG STEEL EXPORT GROWTH

Vietnam is expected to become an exporting country of iron and steel by end-2021 after decades of dependence on imported iron and steel from China. Local exports of iron and steel reached 1.53 million tones with a value of nearly US\$1.5 billion in August, marking the month with the highest export value of those products. Data from the association shows that 54 per cent of galvanized steel production in Vietnam was exported. This rate is nearly 20% in HRC, and construction steel is more than 16%.

The association said the exports were getting better as consumption demand in markets has increased for many months, in which exports to the EU increased 7.5 times over the same period thanks to the impact of the Vietnam-EU Free Trade Agreement (EVFTA) over the past year. Considering the EU as a market with high and strict requirements, the VSA said the increase in iron and steel exports to the market shows that Vietnamese enterprises have standardized production, satisfying high requirements from the importing country



### CHINA REDUCES EXPORT VOLUME

The shortage of supply has created opportunity for Vietnam to penetrate the market.

### QUOTA SAFEGUARDS IN EUROPE

Opportunities for Vietnam to export to Europe when the exporting countries cannot keep up with sudden increase in European demand.

### COMPETITIVE STEEL PRICES IN VIETNAM

The advantage of steel production from BOF technology, gradually becoming self-sufficient in the domestic HRC supply has helped Vietnam reduce costs.

## TOP 6 DIFFERENT PROCESSES INVOLVED IN METAL FABRICATION



WELDING



STAMPING



SHEARING



MACHINING



CUTTING & FOLDING



CASTING

## ALL YOU WILL SEE IN VIETNAM MANUFACTURING EXPO 2022!

Vietnam Manufacturing Expo is one of the leading and most comprehensive manufacturing exhibitions in Vietnam where industrialists, manufacturers, policy makers, sellers, and buyers can find all supplies, updated technologies for parts, components, and supporting industries with a premium free-to-attend business-to-business conference and networking event, hosted alongside an impressive exhibition. Featuring over 200 brands in Asia region, spectacular showcases over 35 hours of free-to-attend content and attracts over 9,000 industrialist management and engineer professionals in 3 days. VME is the ultimate platform for exclusive access to the latest technology, information, and trends to hear from industry experts and network with your peers.

[Exhibiting Information](#)

[Visiting Information](#)

## Vietnam Manufacturing Expo 2022

Time: 10 (Wed.) – 12 (Fri.) August  
2022 Venue: I.C.E Ha Noi, Vietnam  
Exhibit items: Machinery, Supporting Industry, Material Handling, Fastener and Fixing, Sheet Metal Working...  
Admission: Free to attend

Organized by:



Co-located with:



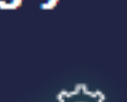
## GOLDEN OPPORTUNITIES TO JOIN WITH US VISITING POTENTIAL BUYERS VIA FACTORY EXCURSION PROGRAM 2022

Factory Excursion Program 2022 is created in order to give our both Visitor and Exhibitor a satisfying experience during the factory visit where they will be toured in various inspection and testing facilities which will allow them to observe and understand on how the product is manufactured and how to operate the manufacturer. The important criteria for selecting targeted factories are high digitization rate of more than 40%, applying new and high-tech machines and technologies, and currently is the model of factories for industrialization - modernization, they are also having full competences and ability to participate in the global supply chain for FDI.

## This event will bring you the great Opportunities:



To learn about new developments in your industry



To look up for new role-model manufacturer that can help your business



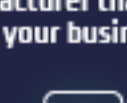
Rapidly expand your database of sales leads



Presenting new Products/Services



Optimize your sales and lead generation strategy



Speak directly to your target market



To meet and connect with prospective customers



Learn what your competitors are doing right

### Disclaimer:

- This event is designed with very limited invitation, only those who complete the registration form, receive notifications and direct communicated from Organizer will obligated to participate.
- The content/program is subject to changes without prior notice.

## Scan now to join in our Factory Tour 2022



SCAN ME