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Many Korean firms come knocking

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As many as 107 South Korean companies active in the fields of environment and energy technology are coming to Vietnam to look for partners and explore the market through a specialised exhibition that will open today in HCM City.

Jaehan Shin, exhibition team manager of Bexco, a Korean firm joining the International Exhibition for Environment and Energy Technology (Entech Vietnam 2017), told reporters on May 10 that they were the largest delegation of environment and energy technology of the country coming to sound out business opportunities in Vietnam. The exhibition is taking place at the Saigon Exhibition and Convention centre (SECC) in District 7.

This event has been held eight times in a row in Hanoi. This is the first time it will take place in HCM City, attracting the attention of many Korean technology companies who see great growth potential in the domestic market.

Shin said Korean businesses were interested in the Vietnamese market and if SECC could offer more space, the number of Korean enterprises participating in this exhibition might be up to 200. The prominent technologies of Korean firms to be introduced at Entech 2017 involve power generation, wastewater treatment and renewable energy.

Most of Korea's major companies operating in these areas are present in Vietnam. Participants in this event are mainly small- and medium-sized enterprises with technology suitable for domestic producers, said Shin.

Entech 2016 in Hanoi allowed Korean businesses to cut deals with more than 270 Vietnamese customers and those from other countries in Southeast Asia, with a total value of over \$35 million. This time, Shin hopes the total contract value could increase to about \$37 million.

Through the Korea Trade and Investment Promotion Agency (Kotra), businesses from this Northeast Asian nation have invited about 300 Vietnamese enterprises that are buyers or importers to attend this event.

Entech Vietnam 2017 in HCM City will last until this Saturday, featuring 260 booths of 150 companies from South Korea, Japan, Taiwan, China and Vietnam. This year, Entech Vietnam takes place alongside the Eco Products International Fair 2017 (EPIF), organised by the Asian Productivity Organisation (APO).

Together the exhibition, there will be an international forum on environment and economy called “Action for the future towards sustainable development”, a meeting between enterprises and leaders of the Ministry of Natural Resources and Environment, a workshop on “Applying environmentally friendly technology in waste disposal”, the Vietnam-Korea Environmental Industry Cooperation Forum, and a workshop on “Policy dialogue on low carbon technology and Vietnam's own contributions.”

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