

Co-locating:



Organised by:



15 - 18 MAY & EXHIBITION CENTRE (MITEC) KUALA LUMPUR, MALAYSIA

EXHIBITOR MARKETING GUIDE

www.metaltech.com.my www.automex.com.my

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Co-locating: DESTINATIONAL MACHINE TIDELS AND SPITAL WORKING TECHNOLOGUES HIGH TANDA

PRIORITISE YOUR PRESENCE



To assist you in maximising your exposure at both shows, we have developed this guide to enhance your marketing and promotion activities prior and during the event. Each suggestion has shown to produce excellent results in a cost-effective and often free-of-charge way.

Plan ahead your activities before the show now! If you have further questions or suggestions, please do not hesitate to contact our team below.

Exhibition Marketing

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SHOW INFORMATION

METALTECH & AUTOMEX are strictly open to trade, professional and business visitors by invitation and business card registration only.

OPENING HOUR

Wednesday - Friday 15 May - 17 May 2019 10:00am - 7:00pm

Saturday, 18 May 2019 10:00am - 6:00pm



MITEC

welcoming a new era at MITEC

METALTECH, the leading exhibition for the metalworking, machine tool and manufacturing industry, along with AUTOMEX, the leading International Automation and Technology Exhibition, are set for the biggest upgrade in our history this 2019.

With a brand new venue at MITEC, featuring more exhibition space and larger volume halls than ever before, and new and exciting opportunities as part of the UBM Machine Tools Series, this is an opportunity you won't want to miss out on.



PRE-EVENT PROMOTION

1. Show Update

The show update serves as one of the first publishing content in promoting your presence in METALTECH & AUTOMEX 2019 with your company logo, along with the brands you are carrying.

2. Direct Mail

We acknowledge the importance of inviting your clients to visit you at the show. We will mail on your behalf a complimentary visitor invitation to your client or potential visitor list. Alternatively, we can send you a limited number of invitation tickets and you can mail them yourselves.

3. E-Newsletter – See Next Section for the Comprehensive Email Marketing Strategy for Exhibitors

E-Newsletter are sent to the entire industry rather than just attendees. Our marketing team will keep the key buyers updated of what is happening. While inviting them to visit your stand at METALTECH & AUTOMEX 2019, we direct them to the official website for further information and to pre-register free of charge.



4. Cross Promotion E-Newsletter to UBM Machinery Series Database

Selected e-Newsletter will reach out to all UBM's ASEAN Machine Tools and Metalworking buyers database across Thailand, Vietnam, Myanmar, Indonesia and Singapore.

5. Show Directory

You can include your company profile in the official Show Directory to be distributed to key trade buyers. You can also advertise in the Show Directory to promote both your products and services to targeted audiences.



6. Press Release

Let us know if you are planning to launch or announce any new products or technologies during the show. We will create awareness in advance via our press releases, e-newsletter, website and Show Daily. During the event, we will connect you to the press media.



7. Email Signature

Increase the visibility to your customers so they can see you at the show by adding this image to your company's email signatures. They are designed to both spark conversations that can lead to pre-arranged meetings, and increase the likelihood that your customers will seek-out and visit your booth.



8. Show Preview

The content-driven Show Preview is designed as a "second teaser" for all the attendees with an updated exhibitor list together with their carrying brands, floor plan and show highlights. Printed in early 2019, the Show Preview serves as an important source of company profiles along with their product showcase.



9. VIP Tele-invitation

We will have a dedicated professional team whose responsibility is to build relationships with industry professionals and invite them to attend the event. Send us your VIP list containing the following details – company name, individual name, email, job title and valid telephone number and we will follow up with them on your behalf.



10. SMS & Whatsapp Blast

Keeping up with today's fast paced technology, a SMS & Whatsapp reminder proves to be both cost effective and an excellent means of reminding our client database of the impending event. Most importantly, we can include your database in our broadcast.



11. Social Media

More and more businesses are getting connected these days through Social Media networks. Our social media profiles (Facebook) reaches out to the industry and drive visitors to the event. If you have an announcement to make we will ensure that it appears in our respective social media networks.



12. Business Matchmaking

The face-to-face business matchmaking programme is aimed at assisting all buyers and suppliers to make their critical connections and conduct necessary meetings during or after the event. You can refer to the Business Matchmaking Programme guidelines in the next section.



13. Buyer's Guide

METALTECH & AUTOMEX 2019 Buyer's Guide is the official show guide for trade visitors and buyers and will be distributed to all attendees three weeks before the show. The buyer's guide serves as the vital link between buyers and suppliers, allowing buyers to quickly search your stand.





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weeks after the show The Show Update together with your branding begins to roll out 9 months before the show. Your early participation helps all the buyers to identify your brands in advance and set up business meetings during the show.

E-Invitation to Prospective Clients

Visitor pre-registration will commence six months before and ends on the last day of the show. This is where we will begin our extensive email marketing campaign to all the UBM's Machinery Series database and inviting them to the show.

Visitor Pre-registration Opens

We integrate a personalised e-invitation into the e-newsletter so your visitors can reach your booth easily. Send us your VIP list containing the following details – company name, individual name, email address, job title and a valid telephone number and we will do the rest.

Distribution of E-Show Preview

Our E-Show Preview will be ready two months before the show and sent via email to all the database, preparing them in advance to source for all the company profiles along with your product showcase.

Finding Buyers for Business Matchmaking Programme

The business matchmaking service is provided to all exhibitors at no cost. Once you have registered for the programme, we will do our best to match the right buyers for you. A special e-newsletter with your company name, logo, product showcase and a short description will be sent to all prospective buyers around the world.

Distribution of E-Buyer's Guide

The Exhibition Buyer's Guide is the vital commercial link between buyers and suppliers, which we will sent via email to all database 3 weeks before the show.

Special E-Newsletter Issue on Product

Debuting products and technologies or any latest announcement can be included in our special e-newsletter sent during the last few weeks before the event. This will significantly increase your trade fair appearance.

E-Show Daily

A summary on the event activities that happened on each day will be published in the e-show daily. This can be a great reminder for all trade visitors to visit your booth.

Follow up Email

A follow-up email will be sent to all the trade visitors to connect the leads that were established during the show days.

E-NEWSLETTER TIMELINE

How do I align my business with the marketing and promotional activities from the organiser to increase booth traffic?

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Every exhibitor should anticipate the battle for trade visitors' attention before the show opens. At METALTECH & AUTOMEX, we provide a comprehensive and cost-effective **email marketing strategy**

exclusively for the exhibitors to

maximise their awareness before and during the show.





ROBOT DISPLAY AND DEMONSTRATION



in smart manufacturing processes?

Get ready for an eye-opening experience as we demonstrate live how the implementation of such systems can significantly reduce cost and increase productivity by reducing labour force and product error.

If your company has expertise in any of these areas, please get in contact with us to register your interest in being one of the presenters of this special event. Please contact Ms. Kelly Liau at +603 9771 2688 or email Kelly.Liau@ubm.com for more detailed information.





The business matchmaking programme is aimed at assisting all buyers and suppliers to make critical connections and conduct necessary meetings during or after the event.

Business Matchmaking Programme 2018 Statistics



Number of B2B Pre-scheduled Meetings :





How Does It Works for the Exhibitors?

- The business matchmaking service is provided to all exhibitors of METALTECH and AUTOMEX at no cost.
- All exhibitors will automatically be registered for the Business Matchmaking programme.
- The business matchmaking registration link will be provided to all confirmed exhibitors nearer to the show. The registration form must be completed and it is advisable to provide as much information as possible for the business matchmaking platform to identify and match the potential buyers. Not only does this ensure better meeting arrangements, it also enables the seller to specify any needs or planning that is important to them prior to the meetings.
- The business matchmaking platform will identify and match the right buyers based on both party's requirements.
- The confirmed exhibitors will be informed through email for the pre-arranged meeting sessions. The meeting schedule will provide you with the information about the date, time and who you are going to meet.
- All meetings will take place on the exhibitor stand.

AT THE EVENT

Please be at your booth at least 10 minutes before your first meeting. Our staff will be at your disposal during the whole event.



FOLLOW-UP

After the event, an evaluation of the meetings and the event will be requested. Your feedback will help us to improve our service.



How the Business Matchmaking Will Benefits Me or My Business?

Meet face-to-face and establish a direct and personal contact with decision makers of purchasing companies.

To identify business growth opportunities and trends in Southeast Asia region.

Instantly promote your company and its products, services and technology globally.

Please provide us with as much information as possible. The business matchmaking service will match you with any potential buyers based on both party requirements.

If you need further assistance, please contact Ms. Lee Pui Teng at +603 9771 2688 or email puiteng.lee@ubm.com



Co-locating:





SPONSORSHIP

In order to maximise your investment at the show your sponsorship package should play an integral part of your marketing and communications strategy, both pre- and post- event. Sponsorship impacts on the visitor more powerfully than any other tool. It is a bespoke cost-effective route to your target market.

Your company can now take advantage of a number of unique sponsorship packages at METALTECH & AUTOMEX 2019. The opportunities are diverse and vary in price and style, appealing to a wide range of exhibitors who wish to raise their profile at the show and stand out.

Please contact Ms. Kelly Liau at Kelly.Liau@ubm.com or call us at +603 9771 2688 to discuss your sponsorship options at the event.







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PLATINUM SPONSORSHIP

As our Platinum Sponsor you will receive the following exposure prior to, during and post event:

EXCLUSIVE LIMITED TO 1 COMPANY

Online Branding:

- Logo on the homepage of the event website with a hyperlink to your company website with the title of 'Platinum Sponsor'
- 250 words company profile under the 'Sponsors' section of the event website with hyperlink to your company website
- Social media mention in all available platforms
- Your corporate press releases to be posted on the event website under the Press Releases section
- New product highlights to be posted on the event website under the "Industry News" section
- Logo to be included on all visitor email marketing campaigns as 'Platinum Sponsor'
- A website banner advertisement on the event website from until end of event

Newspaper Advertisement:

 Logo on one selected issue of newspaper advertisement branded as 'Platinum Sponsor'

Show Directory:

- Logo on the Show Directory as 'Platinum Sponsor'
- One complimentary full-page back cover colour advert in the Metaltech 2019 Show Directory
- Extended profile write-up in the exhibitor listing

Show Preview:

- Logo on the Show Preview as 'Platinum Sponsor'
- One complimentary half page advertisement in the Show Preview
- Logo and 120 words company profile under the 'Sponsors Highlight'

Show Daily:

- Logo on the cover of the Show Daily as 'Platinum Sponsor'
- One Complimentary panel advert in the Show Daily
- Product write-up in the Show Daily

Onsite Signage and Registration:

- Included in selected event signage as 'Platinum Sponsor'
- Floor signage to exhibitor stand
- Included on registration counter arch as 'Platinum Sponsor'
- One Hall Pillar Signage
- One Pillar Wrap

Industrial Seminar:

• 4 complimentary delegate passes (names to be provided 2 weeks before the event)

Opening Ceremony:

- Logo to be listed as the 'Platinum Sponsor' on the official backdrop to be displayed during the opening ceremony
- 2 Complimentary VIP seats at the Opening Ceremony of the show



Online Branding:

As a Gold Sponsor you will

receive the following exposure

prior to, during and post event:

2 COMPANIES

SPONSORSHIP

GOLD

LIMITED TO

- Logo on the homepage of the event website with a hyperlink to your company website with the title of 'Gold Sponsor'
- 250 words company profile under the 'Sponsors' section of the event website with hyperlink to your company website
- Social media mention in all available platforms
- Your corporate press releases to be posted on the event website under the 'Press Releases' section
- New product highlights to be posted on the event website under the "Industry News" section
- Logo to be included on all visitor email marketing campaigns as 'Gold Sponsor'
- A website banner advertisement on the event website until end of event

Show Directory:

- Logo on the Show Directory as 'Gold Sponsor'
- One complimentary full-page inside back cover colour advert in the Metaltech 2019 Show Directory
- Extended profile write-up in the exhibitor listing

Show Preview:

- Logo on the Show Preview as 'Gold Sponsor'
- One complimentary panel advertisement in the
- Show Preview

Logo and 120 words company profile under the 'Sponsors Highlight'

Show Daily:

- Logo on the cover of the Show Daily as 'Gold Sponsor'
- One Complimentary quarter advert in the Show Daily
- Product write-up in the Show Daily

Onsite Signage and Registration:

- Included in selected event signage as 'Gold Sponsor'
- Included on registration counter arch as
- 'Gold Sponsor'
- One Hall Pillar Signage
- One Pillar Wrap

Industrial Seminar:

• 3 complimentary delegate passes (names to be provided 2 weeks before the event)

Opening Ceremony:

- Logo to be listed as the 'Gold Sponsor' on the official backdrop to be displayed during the opening ceremony
- 2 Complimentary VIP seats at the Opening Ceremony of the show

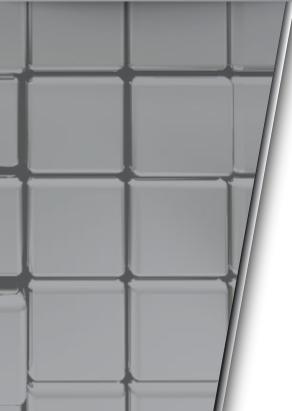


SILVER SPONSORSHIP

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As a Silver Sponsor you will receive the following exposure prior to, during and post event:

LIMITED TO 3 COMPANIES



Online Branding:

- Logo on the homepage of the event website with a hyperlink to your company website with the title of 'Silver Sponsor'
- Social media mention in all available platforms
- Your corporate press releases to be posted on the event website under the 'Press Releases' section
- New product highlights to be posted on the event website under the "Industry News" section
- Logo to be included on all visitor email marketing campaigns as 'Silver Sponsor'
- A website banner advertisement on the event website until end of event

Show Directory:

- Logo on the Show Directory as 'Silver Sponsor'
- One complimentary full-page colour advert in the Metaltech 2019 Show Directory
- Extended profile write-up in the exhibitor listing

Show Preview:

- Logo on the Show Preview as 'Silver Sponsor'
- Logo and 120 words company profile under the 'Sponsors Highlight'

Show Daily:

- Logo on the cover of the Show Daily as 'Silver Sponsor'
- One Complimentary quarter advert in the Show Daily

Onsite Signage and Registration:

- Included on registration counter arch as 'Silver Sponsor'
- One Hall Pillar Signage

Industrial Seminar:

• 2 complimentary delegate passes (names to be provided 2 weeks before the event)

Opening Ceremony:

- Logo to be listed as the 'Silver Sponsor' on the official backdrop to be displayed during the opening ceremony
- 1 Complimentary VIP seat at the Opening Ceremony of the show

SEMINAR SPONSORSHIP OPPORTUNITIES







Industrial Seminar Main Sponsorship

As the Industrial Seminar Main Sponsor, you will be the exclusive headline sponsor for the Industrial Seminar. This opportunity provides you unparalleled branding and exposure in front of a highly relevant and senior-level audience. Package benefits include:

Pre-event Branding

- Your company logo positioned in all seminar programme marketing materials branded as the 'Industrial Seminar Main Sponsor'
- Your company logo positioned as the Industrial Seminar Main Sponsor on the homepage of the event website
- Your company logo and 250 words profile to be included in the 'Sponsors' section of the event website branded as the 'Industrial Seminar Main Sponsor'
- Your company name to be included in all the official event press releases as 'Industrial Seminar Main Sponsor'
- Your company logo with a hyperlink to your website featured on all industrial seminar email marketing campaigns
- Your company logo positioned on the official Show Preview (subject to compliance with deadlines)
- Your company logo positioned on the official Show Directory (subject to compliance with deadlines)

At the Event

- Dedicated presentation session (exact participation to be agreed with conference manager) Your company bunting to be displayed at the registration area
- Your company logo to be prominently featured on the stage e-backdrop
- One (1) full-page colour advertisement in the official Show Directory
- Opportunity to distribute company material/giveaways to all delegates
- 6 complimentary VIP delegate passes for the seminar programme



Session Sponsorship

The Session Sponsor package allows you to pick and choose the most relevant session at the Industrial Seminar, in order to raise your profile in front of a targeted audience. Session Sponsors will be exclusive and limited to a single sponsor per session. Package benefits include:

Pre-event Branding

- Participation in a panel discussion or dedicated presentation (exact participation to be agreed with conference producer)
- Your company logo positioned on the e-backdrop during sponsored session
- Logo positioned in seminar programme marketing materials as session sponsor and the PDF download programme from the website (subject to compliance with deadlines)
- Your company Logo and 120 words company profile under the 'Sponsors Highlight' in the Show Preview

At the Seminar

• 4 complimentary VIP delegate passes for the session talk

SEMINAR SPONSORSHIP OPPORTUNITIES





As a Seminar Delegate Lunch sponsor your brand will be prominently displayed throughout the lunch area. It is also an area where delegates and speakers congregate and network with each other.

Sponsorship package includes:

- 4 Corporate banners / rollup banners positioned around the seminar lunch area (banners to be provided by sponsor)
- Branding on each lunch table (layout may fluctuate depending on venue, this could either be sit down lunch tables or cocktail tables for a standing lunch)
- Opportunity to provide souvenirs to the delegates (to be provided by sponsor)
- Opportunity to distribute company material to all conference delegates in the lunch area

Seminar Tea Break Sponsorship

The Seminar Tea Break Sponsorship allows you to create an everlasting impression of your brand to all the delegates in a designated area.

Sponsorship package includes:

- 2 Corporate banners / rollup banners positioned around the seminar lunch area (banners to be provided by sponsor)
- Branding on each tea break high table
- Opportunity to provide souvenirs to the delegates (to be provided by sponsor)
- Opportunity to distribute company material to all the delegates in the designated tea break area.





Seminar Cocktail Reception Sponsorship

The cocktail reception will be attended by all participants of the seminar. This is a great opportunity for your company to be seen by industry leaders and acknowledge your presence.

Sponsorship package includes:

- 2 Corporate banners / rollup banners positioned around the cocktail reception area (banners to be provided by sponsor)
- Branding on each table (layout may fluctuate depending on venue)
- Opportunity to provide branded coasters (to be provided by sponsor)
- Opportunity to distribute company material to all attendees.
- Display on official website as 'Seminar Cocktail Reception Sponsor'
- Display on all marketing collateral (pre and post event) as the 'Seminar Cocktail Reception Sponsor'
- Your company logo on onsite signage
- Mention of your company name during the reception as the sponsor

SEMINAR SPONSORSHIP OPPORTUNITIES



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Welcome Reception Sponsorship

Sponsor the welcome reception, where all participants will come together to network over light-bites and other refreshments.

Sponsorship package includes:

- 2 Corporate banners / rollup banners positioned around the welcome reception area (to be provided by sponsor)
- Branding on each table (layout may fluctuate depending on venue)
- Opportunity to provide branded coasters (to be provided by sponsor)
- Opportunity to distribute company material to all attendees.
- Display on official website as 'Welcome Reception Sponsor'
- Display on all marketing collateral (pre and post event) as the 'Welcome Reception Sponsor'
- Your company logo on onsite signage
- Highlighting of your company name during the reception as the sponsor

VIP Seminar Bag Sponsorship

Sponsoring the VIP seminar bag is a creative and convenient branding opportunity that takes your company brand out of the exhibition hall. All VIPs will receive a carrier bag at the seminar registration desk. Your company logo will be visible throughout the entire seminar and beyond. It's a great way to make a first impression!

Sponsorship package includes:

- Your company logo/artwork printed on the bag (artwork to be provided by sponsor)
- Production of bags
- Opportunity to place marketing collateral provided by the sponsor in the bag
- Carrier bag to be distributed to all participants at the seminar registration desk throughout the event period

Delegates Carrier Bag Sponsorship

Increase your exposure by becoming the delegates carrier bag sponsor. Every seminar delegates will receive a carrier bag at the registration desk. Your company logo will be printed on one side of the bag, with the show logo on the other side. This is an exceptional branding opportunity, not to be missed!

Sponsorship package includes:

- Your company logo/artwork printed on the bag (artwork to be provided by sponsor)
- Production of bags
- Opportunity to place marketing collateral provided by the sponsor in the bag
- Carrier bag to be distributed to all participants at registration desk throughout the event period



Imprinted souvenir and gifts will leave a lasting impression. It can be personalised or branded with your company logo or business message. Every seminar delegates will receive a souvenir at the registration desk.

Sponsorship package includes:

- Your company logo/ artwork/message printed on the souvenir (to be provided by sponsor)
- Production of souvenir
- Souvenir to be distributed to all delegates at registration desk throughout the event period

UNIQUE SPONSORSHIP OPPORTUNITIES



Visitor Lanyards

Your company logo will feature on all visitor's lanyards, providing you exposure to all attendees of METALTECH & AUTOMEX 2019.



Visitor Badges

Your company logo will feature on all visitor badges, providing you exposure to all attendees of METALTECH & AUTOMEX 2019.



Opening Ceremony

Your company will be listed as an official sponsor on the backdrop to be displayed during the opening ceremony, raising your profile and providing you exposure to key government agencies, VIPs, media outlets and trade associations.

Visitor Registration

Your company logo will be featured on the visitor registration form distributed during the show days.



Carrier Bag

Place your logo on the most sought sponsorship option, the carrier bag! Visitors of the show will receive a carrier bag at the registration counter. Your company logo will be visible throughout the entire show and beyond.



Shuttle Van

Your company logo will be featured on the shuttle van, which will be in operation during all 4 days of the show.

Exhibitor Appreciation Night

Your company logo will be featured prominently at our annual Exhibitor Appreciation Night, providing you exposure to the full range of all exhibitors. You will also receive a credit mention during the evening.



Hall Pillar Signage

Your advertisement will be featured in a vertical two-sided banner mounted on the pillar across the exhibition halls located in first floor, an area of high traffic during all 4 days of the exhibition.

Show Directory

You can feature a full-page colour advertisement in the official Show Directory, to be distributed to all attendees.

Show Daily

You will receive a colour advertisement in Show Daily publication for the show (choose from panel or quarter page advertisement), to be distributed to all attendees.

Pillar Wrap

You can have your advertisement mounted on partition surrounding the pillar.

Terms and Conditions:

- 1. Sponsorship will be provided on a first-come-first-served basis.
- 2. The organiser reserves the right to amend the terms of
- sponsorship (including sponsorship benefits) without prior notice.
- 3. Sponsor to provide artwork for every advertisement.
- 4. Sponsor must adhere to the following sizes for Show Daily and Show Directory advertisements:

a)Show Directory Full Page: 14.85cm (w) x 21cm (h). b)Show Preview Full Page: 21cm (w) x 29.7cm (h). c)Show Daily Panel: 27cm (w) x 10cm (h).

- d)Show Daily Quarter Page: 13.3cm (w) x 18.5cm (h).
- 5. All artwork must be submitted before 31 January 2019





EXHIBITOR CHECKLIST

You may use the following check list to make sure you are not missing any vital and exclusive marketing & promotions offered by the organiser.

Exhibitor E-Manual Submit the compulsory forms required in the exhibitor manual by the given deadlines.

Email Signature Upload the METALTECH or AUTOMEX email signature to your website or email account

Press Releases Send us the latest press releases, news and product launch information

Social Media

Share and Like our Facebook Page and share with us any latest news that you have. Visitors can easily follow you on our social media platform

- Business Matchmaking Programme Provide all your details while registering for the Business Matchmaking Programme
- Show Preview & Buyer's Guide Entry Send to us your product artwork (High Res JPEG/AI) along with a short description of the products that you bringing along to the show

Show Directory Entry

Send to us your artwork (High Res JPEG/AI) for the Show Directory entry

U VIP Nomination

Nominate all your VIPs clients and we will invite them on your behalf

Sponsorship

Become a sponsor at METALTECH or AUTOMEX

E-Newsletter

Send e-mails to your clients and prospects to visit your booth at the show by using our exclusive email marketing campaign for exhibitors

Invitation Ticket

Get the complimentary invitation tickets from the organiser and you may invite your current and potential clients to meet you during the show.

Advertising

Purchase the advertisement slot in our Show Preview, Show Directory and Show Daily

Robot Display and Demonstration Take part in the event and raise your company's profile to all the local and international buyers

Please feel free to contact us if you have any further questions or concerns. You can also send the latest news/product information to the following email addresses.

Marketing Department Ms. Lee Pui Teng E: Puiteng.Lee@ubm.com

Mr. Tan Kian Yap E: Kianyap.Tan@ubm.com Advertising & Sponsorship Ms. Kelly Liau E: Kelly.Liau@ubm.com

Organised by:

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