

船工 第294号
令和4年8月10日

会 員 各 位

一般社団法人日本船用工業会
専務理事 安藤 昇
(メール送付により公印省略)

Vietnam DEFENCE 2022 (越・ハノイ) 展示会へのカタログ参加募集について

拝啓 時下ますますご清栄のこととお喜び申し上げます。

平素から当会の事業運営について、格別のご高配を賜り厚く御礼申し上げます。

さて、当会では日本製船用機器の海外官公庁船向け輸出（防衛装備移転）を促進するため、防衛省・防衛装備庁・日本海事協会のご協力を得て海外への防衛装備移転の機会創出や安全保障貿易管理に関する情報提供を行っております。

この度、下記のとおり、防衛装備庁の協力要請に応じ、防衛装備移転の機会創出の一環として、ベトナムで開催される防衛・セキュリティ関連の標記展示会において、同庁の展示ブースに当会カタログ展示場所を設け、希望会員のカタログ展示を行うことといたしました。

つきましては、別添資料をご覧ください、本展示会にカタログ展示をご希望される場合は、別添の申込（確認）書に必要事項をご記入のうえ、来る**9月16日（金）**までに当会宛にメールにてお申し込みいただきますようよろしくお願い申し上げます。なお、カタログ出展の参加企業数（出展スペース）に限りがあるため、先着10社までとなることをご了承ください。

敬 具

記

[出品募集展示会]

「Vietnam DEFENCE 2022展示会」

開催期間：2022年12月8日（木）～10日（土）

開催場所：ベトナム・ハノイ ギアラム空港

展示会 Web サイト：<http://vietnamdefence.vdi.org.vn/>

[Vietnam DEFENCE について]

- ・ベトナム国防省が主催する初めての大型国際装備品展示会
- ・主催者の想定として、約300社が出展予定

[添付書類及び資料]

1. 参加案内
2. 展示会出品申込(確認)書
3. (参考) Vietnam DEFENCE 2022パンフレット

[書類送付先及び問い合わせ先]

一般社団法人日本船用工業会 業務部 担当：金子、石田

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電話：(金子) 080-3916-4021

以 上

Vietnam DEFENCE 2022展示会 参加案内

一般社団法人日本船用工業会

[展示会概要]

1. 名 称 : Vietnam DEFENCE 2022
2. 開催期間 : 2022年12月8日(木)~10日(土)
3. 開催場所 : ベトナム・ハノイ ギアラム空港
4. 当会参加面積 : カタログ

※詳細は別添パンフレットをご参照ください

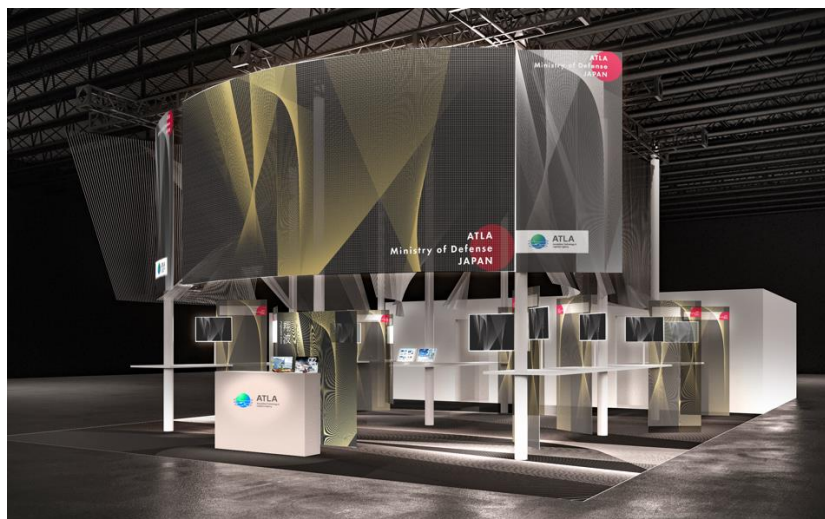
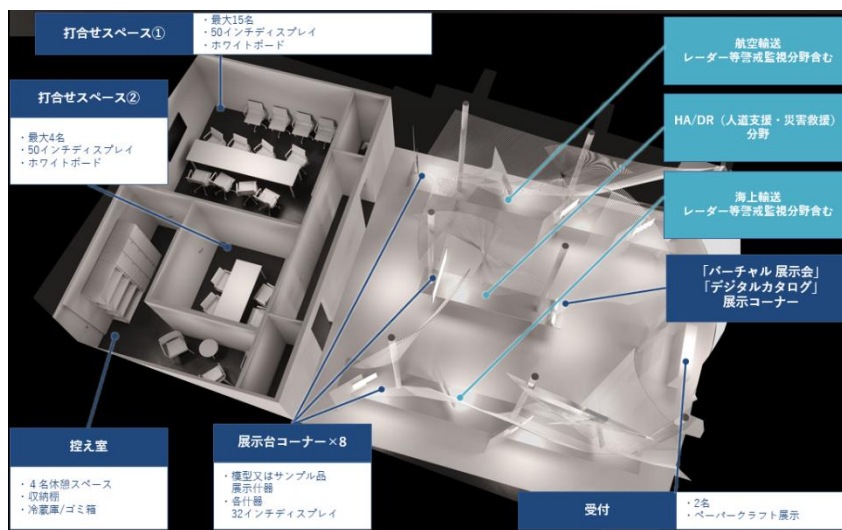
[参加方法]

1. 防衛装備庁殿のブースに当会用カタログスペースを設置します。
2. カタログ展示のみの参加となります。(1社最大2種類 : 各50部程度 : 10社程度の参加を想定)
3. 限られた面積のため、参加企業をご説明いただくカウンター等や商談スペースはご用意できません。

[カタログ参加 募集要領]

1. 参加料 : 10万円(税込)
2. 参加料に含まれる主な経費 :
カタログ及びノベルティの往路送料、カタログ設置費用
(カタログ及びノベルティは当会宛てにお送りください)

※展示イメージ(下記画像は、現時点での日本パビリオン完成予想図です。)



[申込方法]

参加申込(確認)書を下記申込先までメールでお申し込み下さい。先着順に受付し、応募多数の場合は締切日前でも申込を締切させていただきますのであらかじめご了承ください。

一般社団法人日本船用工業会 業務部 担当：金子/石田

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電話：080-3916-4021 Fax：03-3591-2206

[申込締切日]

2022年9月16日(金) / メール必着

[その他]

1. 申込後の内容変更
申込後、申込者の都合により参加を取り消す場合は参加料を戴きます。
2. 本「参加案内」に記載されていない事項については、別途協議により決定いたします。

以上

VIETNAM
DEFENCE EXPO
2022

08-10

December 2022
Gia Lam Airport
Ha Noi, Viet Nam

VIET NAM
INTERNATIONAL
DEFENCE
EXPO **2022**

• HOSTED BY



Ministry of National Defence

• ORGANIZED BY



The General Staff



General Department
For Defence Industry



Department
of Foreign Relations

• SUPPORTED BY



GAET
Defense Economic Technical
Industry Corporation



General Import And Export
Van Xuan Corporation



EIFEC Company Limited



VIET NAM, A POTENTIAL MARKET FOR DEFENCE EXPORTS, IMPORTS, TECHNOLOGY TRANSFER AND COOPERATION

It is clearly stated in Viet Nam White Paper 2019 that Viet Nam determines its national defence budget on the basis of its socio-economic growth rate to meet the demands of strengthening national defence potential for safeguarding the Homeland while ensuring neither falling into an arms race nor making the defence budget an economic burden.

Viet Nam is determined to invest and develop its defence industry in a spirit of self-reliance, dual-use, modernity as the basis for development while proactively promoting international cooperation in research and manufacture as well as multilateralizing and diversifying its defence procurement to implement the policy of building a modern Viet Nam People's Army from 2030.

VIET NAM DEFENCE 2022, AN INDISPENSABLE DEFENCE EVENT

Viet Nam Defence 2022 offers a great opportunity for OEMs, system integrators, assemblers and service providers to introduce state-of-the-art equipment, weapons and technologies to Viet Nam market.

The Expo is expected to welcome senior defence and military leaders from ASEAN Member States and other countries together with the senior leaders of major agencies and units under Ministry of National Defence of Viet Nam and Viet Nam People's Army, thereby providing an unprecedented networking opportunity for all defence vendors, stake holders and partners.

Viet Nam Defence 2022 offers a comprehensive programme that features exhibits on display, demonstrations, seminars and personal interaction. It is where exhibitors showcase their latest products, technologies and services, further develop their linkages with procurement agencies and end-users, share technical know-how and recommend solutions to operational problems together with cultural activities to introduce the country and people of Viet Nam.

EXHIBIT PROFILES

★ Airborne Platform Systems & Equipment

- Fighter Aircraft
- Helicopters
- Training Aircraft
- RPVs, Drone Systems
- Air-to-air missiles
- Others

★ Air Defence Systems & Equipment

- Surface-to-air missiles
- Man-portable surface-to-air missile system
- Surface-to-air artillery, missile system
- Others

★ Naval Systems & Equipment

- Submarine
- Battleship
- Supporting ships
- Reconnaissance equipment, sub-surface surveillance, sonar
- Naval air defence guns & missiles
- Torpedo
- Naval mines
- Surface-to-sea missiles
- Sea-to-sea missiles
- Others

★ Ground Forces Systems & Equipment

- Weapons
- Ammunitions
- Surveillance equipment, day and night optical equipment

- Field artillery
- Self-propelled artillery
- Multiple launch rocket system (MLRS)
- Anti-aircraft artillery
- Surface-to-surface missiles
- Anti-tank missiles
- Tanks
- Armoured vehicles
- Armoured personal vehicles
- Military transporters
- Armored engineering vehicles
- Others

★ Communications equipment

★ Equipment for chemical weapons prevention

★ Weapons, equipment for special forces

★ Surveillance and fire-control radar

★ Electronic warfare devices

★ Reconnaissance and combat robots in the air, ground, water and underwater

★ C5I systems

★ Cyber warfare systems

★ Apparels, soldier protection

★ Training and simulation systems

★ Others



VIP DELEGATION

Viet Nam Defence 2022 is expected to welcome hundreds international senior delegates from ASEAN Member States and other countries. This will bring bigger and more comprehensive opportunities for participating companies.



SEMINARS

Defence technical seminars, workshops and group discussions will be held throughout the course of the Expo. This is a great opportunity for exhibitors to showcase their latest products, services and potential solutions to the technological and technical challenges that Viet Nam People's Army and other military forces in the region are facing.



NETWORKING

Viet Nam Defence 2022 is a defence-dedicated event. Visitors are restricted to senior military and defence leaders from Viet Nam and countries in the region. Therefore, the Expo creates a favorable condition for defence industry suppliers to better understand and meet the demands of end-users and look for suitable distributors in Viet Nam and regional markets.



DEMONSTRATION

As part of Viet Nam Defence 2022, demonstrations of tactical and technical features of weapons and equipment on display at the exhibition will be taken place. These demonstrations promise to be the highlight of the Expo and attract a large number of local and international participants.



PARTICIPATION FEE

- ▶ **Indoor Space Only** (Min. 36sqm): US\$500 per sqm
- ▶ **Outdoor Space Only** (Min. 100sqm): US\$250 per sqm
- ▶ **Shell Scheme/ Package Stand** (Min. 12sqm): US\$550 per sqm

The Shell Scheme Package includes: middle punched carpet flooring, white system stand walls, fascia board w/ company name in English, 01 information counter, 01 round table, 03 chairs, 02 fluorescent lights, 01 waste basket, 01 socket of 5Amp/220V.

THE GOVERNMENT OF VIET NAM

- Leaders of Viet Nam's Government
- Leaders of Ministries and local authorities

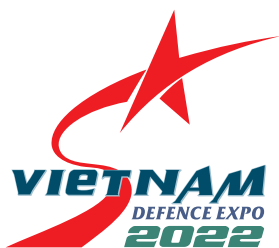
THE MINISTRY OF NATIONAL DEFENCE OF VIET NAM

- Leaders of Ministry of National Defence and the General Staff
- Leaders and officials of the General Departments and Departments
- Commanders, leaders, officers and personnels from Services (Navy, Air Defence-Air Force), Military Regions, Border Guard, Coast Guard, Military Corps, Arms (Artillery, Engineering, Commando, Tank and Armour, Signal, Chemical), military academies and colleges (National Defence Academy, Army Academy, Logistics Academy, Military Technology Academy, Army Officer Training Colleges...), research institutes (Military Science and Technology Institute...), defence corporations (Military Industry - Telecommunications Group (Viettel), Saigon Newport Corporation, GAET Corporation, VAXUCO Corporation, Thai Son Corporation, Tecapro Corporation, ELINCO, HITACO...)

- Representatives of procurement units and defence manufacturers under the General Department for Defence Industry and other Services
- Other agencies and units

INTERNATIONAL DELEGATIONS:

- Leaders of defence ministries, Chief of defence forces, Commanders of Services from foreign countries
- Ambassadors, Defence attachés, diplomatic missions, consular posts and representative offices of international organization in Viet Nam
- National defence industry corporations



Contact us for more information about PARTICIPATION, SPONSORSHIP AND BRANDING OPPORTUNITIES:

VIET NAM DEFENCE 2022 SECRETARIAT

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