

Press release

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Secutech 2023 wraps up with significant visitor increase

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Filled with a bustling, business-focused atmosphere, this year's Secutech has received wide acclaim for giving fairgoers the inside track on the most meaningful new security trends. The three-day fair attracted 260 exhibitors and over 13,694 visitors (up 122%) across 15,120 sqm of exhibition space. Overseas players were particularly delighted to return for face-to-face business connections and to discover the latest technologies and innovations at the physical fair, as well as at three concurrent events: Mobility, Fire & Safety, and SMAbuilding.

Taking place from 26 – 28 April 2023 at the Taipei Nangang Exhibition Centre, this year's show saw a significant increase in visitor numbers following the removal of arrival restrictions. The positive response underlined Secutech as an irreplaceable platform for industry players to source the full range of solutions: from conventional hardware and components, to the newest products and solutions integrated with smart technologies. The top visiting countries and regions were Japan, Thailand, the Philippines, Singapore, India, Korea, Hong Kong, Malaysia and Vietnam.

The show attracted a strong presence from local and international brand names who wanted to benefit from Secutech's influence in converging high-level decision makers. This highlighted that the industry remains full of potential, with opportunities emerging across vertical markets from transportation, logistics, healthcare and factory, to the retail business and hospitality sectors.

Commenting at the conclusion of the fair, Ms Regina Tsai, General Manager, Messe Frankfurt (HK) Ltd – Taiwan Branch, said: "With participation from leading Taiwanese manufacturers and the returning overseas exhibitors, the fair continues its upward trajectory in terms of new product offerings especially in the fields of AI, IoT, 5G, cloud technology and big data. We're also satisfied with how our new pavilions and zones including the AI Club House, the IoT Cybersecurity Certified Product Showcase, and the 5G & Communication Pavilion have been positively received by both exhibitors and visitors."

Delivering the opening remarks on the first day of show, Mr Cheng Wen Tsan, Taiwanese Vice Premier of the Executive Yuan recognised Secutech's role in fostering the application of smart technology in the

Messe Frankfurt (HK) Ltd
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safety and security industry, and in drawing international industry players to connect with Taiwanese companies. He said: “We are pleased to see a number of companies from different countries and regions showcasing their latest technologies here. The fair provides a comprehensive overview of security technologies. It’s an excellent platform for our local manufacturers to expand business opportunities and international exchanges, as Secutech has built a good reputation within the industry.”

Besides its extensive collection of advanced products and solutions, the fair also compiled more than 100 educational fringe events focusing on six topics: security, industrial safety, fire safety & disaster prevention, smart building, smart railway, and smart logistics solutions. In addition, a total of 212 one-on-one business matching meetings were arranged to help overseas buyers and suppliers learn more about each other’s needs and capabilities.

Exhibitor comments

“Because of the pandemic in recent years, touchless solutions have become a highly demanded feature in every industry. One of our key products is a door operator, which can be integrated with systems such as motion detectors, facial ID and access control. We have met visitors from a range of countries in South America, Europe, and even the Middle East at the fair. Many of them expressed interest in managing all their devices under one unified platform. Because of the pandemic, Taiwanese companies like us had to take a hiatus from the industry. The fair allows the world to see that we’re improving and trying to return to the market and build connections.”

Mr Mike Shen, General Manager of Klacci and the Chairman of the Association of Locks and Hardware Taiwan

“Secutech is one of our most anticipated shows as it highlights both the security technologies and all the evolving video technologies that our platform focuses on. Our platform is frequently used in the larger computer vision industry, which is shifting its focus from security to automation based on the information that videos can provide. Taiwan is driving a lot of the innovation behind both hardware and software development in the computer vision space. Secutech in particular is central to all the different Asian markets, and by attracting a great talent, resource and partner pool, it’s sort of the hub where technological innovation is happening out of Asia right now. The show gives us a chance to showcase what’s new and gather with our closest partners in Taiwan and throughout Asia Pacific.”

Mr Nathan Wheeler, Chairman & CEO, Network Optix (USA)

“We are demonstrating our facial recognition solutions that prioritise ethical use with a focus on enhancing privacy. We recognise concerns on the use of this technology, especially in today’s world. Moving forward, we see a lot of commercial applications, with a lot of our customers from the hospitality and banking sectors choosing facial recognition as a solution to enhance their operations. Secutech is always a great platform for international visitors to explore different high-quality security technologies

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like ours to introduce in their own countries. Without a doubt, the fair is a good business platform for us to return to the market aggressively after the three year hiatus.”

Mr Sunny Kong, VP Sales Singapore, Corsight

“At this year’s show, we are showcasing our fire trucks built with European technology. The rescue truck at our booth is capable of supporting all kinds of heavy rescues, including mountain and water rescues. Here at Secutech, we’ve interacted with officers and chiefs of fire departments, which is an invaluable opportunity to us. It’s a very professional platform, whether it be the trade fair organisation, the trade publication quality, or even the arrangement of the buyer matchmaking. These aspects are of great help to us.”

Mr George Hu, Senior Manager, Sales and Marketing Division, Champion Auto Co Ltd (Taiwan)

Visitor comments

“Our focus is on integrating cameras and intercoms to provide our customers with a comprehensive solution. As we continue to expand our offerings, we're looking for products that can be integrated with cameras, not just intercoms. Additionally, we are aiming to partner with other security product providers. I think the prevailing trends this year are products that incorporate cloud and AI technology. I visited around 10 companies’ booths and saw a lot of integrated products. I was able to find a supplier who wants to join forces with us as a business partner, so I aim to keep in touch with them to explore cooperation.”

Mr Shoji Homma, Director, Doorcom (Japan)

“I’m in search of high-quality CCTV cameras and access control partners for integration purposes. Another product I’m looking for is a fire technology platform. We’ve been very fortunate to have this opportunity to stay on top of sourcing to help us develop new products. The quality of exhibitors here has definitely proved to me that technology and hardware are developing dramatically. The fair is very important for me to get the inside track on with what's happening internationally, and the new innovations in security.”

Mr Peter Trousdale, Chief Executive Officer, Multi-locking (South Africa)

“This is the first time I’ve visited a trade fair since COVID-19 and it feels great to be back here. Our company is a system integrator and we came to source for cameras and software. The combination of cameras and software can now gather significant amounts of data. I am surprised by the number of exhibitors here at the fair and the diversity of solutions and companies that we’ve never seen before in Europe. This is very good opportunity to us.”

Mr Sebastien LOEB, Chief Executive Officer, Videoconsult (France)

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Speaker comments

“This seminar focuses on resilience as it relates to disaster prevention, which can be understood differently across various Asian countries. Sustainability is another primary topic of discussion, especially given the challenges we are facing with climate change. While there is no direct correlation between the two topics in Taiwan, we tried to link them together to encourage awareness from an international perspective and demonstrate how this approach can be used to reinforce systems in Taiwan. Secutech has given us an opportunity to introduce to the audience about the importance of linking resilience with sustainability since the later tends to receive more attention. But resilience is just as crucial.”

Dr Peng Chiming, Chairman, Taiwan Association of Disaster Prevention Industry (TADPI)

(Speaker at the Asia Disaster Prevention Forum: Disaster Resilience through Civil Preparedness under Uncertainty)

Safety and security are increasingly important basic needs and, therefore, stand for a growing global market. With ten trade fairs, congresses and forums around the world, Messe Frankfurt brings together demand and supply worldwide with progressive, connected products, applications and services focusing on commercial security and the protection of buildings, spaces and people. The Safety, Security & Fire business cluster offers access to the dynamic markets of the Arabian Peninsula, Asia, Europe and South America. For further information, please click [here](#).

Secutech is organised by Messe Frankfurt (HK) Ltd – Taiwan Branch and is part of a global network of Safety Security and Fire trade fairs. The next edition will take place from 24 – 26 April 2024. For more details, please visit www.secutech.com. Alternatively, please call Ms Michelle Chu at +886 2 8729 1068, or send an email to michelle.chu@taiwan.messefrankfurt.com.

Background information on Messe Frankfurt

The Messe Frankfurt Group is one of the world's leading trade fair, congress and event organisers with their own exhibition grounds. With a workforce of some 2,200* people at its headquarters in Frankfurt am Main and in 28 subsidiaries, it organises events around the world. Group sales in financial year 2022 were around €450 million*. We serve our customers' business interests efficiently within the framework of our Fairs & Events, Locations and Services business fields. One of Messe Frankfurt's key strengths is its powerful and closely knit global sales network, which covers around 180 countries in all regions of the world. Our comprehensive range of services – both onsite and online – ensures that customers worldwide enjoy consistently high quality and flexibility when planning, organising and running their events. We are using our digital expertise to develop new business models. The wide range of services includes renting exhibition grounds, trade fair construction and marketing, personnel and food services. Sustainability is a central pillar of our corporate strategy. Here, we strike a healthy balance between ecological and economic interests, social responsibility and diversity. For more information, please visit our website at: www.messefrankfurt.com/sustainability. With its headquarters in Frankfurt am Main, the company is owned by the City of Frankfurt (60 percent) and the State of Hesse (40 percent). For more information, please visit our website at: www.messefrankfurt.com

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* Preliminary figures for 2022