

For Overseas Buyers

Invitation to



We cordially invite you to join our business mission to SUBCON THAILAND 2017, which will take place from 15 to 20 May 2017 in Bangkok, Thailand. Please refer to our *Buyer Support Program* on the following pages.

- **Profile of SUBCON THAILAND 2017**

Show dates	17-20 May 2017/ 10:00 AM – 06:00 PM
Venue	BITEC (Bangkok International Trade and Exhibition Center)
Exhibition Area	8,000 square meters (gross), 400 booths (estimated)
Organizer	Thailand Board of Investment (BOI) in cooperation with UBM Asia (Thailand) Co., Ltd.

SUBCON THAILAND 2017: Thailand's Leading Industrial Subcontracting Exhibition

Featuring about 400 industrial subcontractors showcasing their exceptional capabilities, SUBCON THAILAND 2017 provides buyers with the opportunity to view a wide range of local manufacturers of parts and components. Meanwhile, the exhibition also gives local subcontractors a chance to show off their manufacturing capabilities and to get into new and lucrative markets.

Running alongside the exhibition, the *Business Matchmaking Program* is a fringe program specially designed for buyers who are sourcing for parts and components in Thailand or looking for Thai business partners. Pre-scheduled one-to-one meetings will be arranged for buyers to meet up with those suppliers who fulfill their pre-set criteria.

For further information or inquiry, please contact:

Mrs. Souchitra SASSADY-ABHAY, Thailand Board of Investment, Paris Office

Tel: +33/ (0)1 56 90 26 01 Fax: +33/ (0)1 56 90 26 02

E-mail : par@boi.go.th

Website: www.subconthailand.com

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Buyer Support Program

For Overseas Buyers

Delegate

A Delegate is a Key Buyer who is interested in visiting exhibitors in the event and also would like to participate in the Business Matching Program. The Key Buyer will be offered the Support Program as follows:

- 1. Accommodation and transportation support (*Please complete pages 1-2, forms A and B*)**
 - **Hotel accommodation:** an accommodation will be offered to buyers who request to participate in the Business Matching Program. Up to 5 nights paid accommodation including breakfast from May 15 (check in) to May 20 (check out) for 1 room per company.
 - **Local transportation:** local transportation will be provided from the Airport to the Hotel on May 15 and from the Hotel to the Airport on May 20 only.
 - **Charter bus:** during the show, the Charter bus will pick up the delegates from the Hotel to the Fair every morning and bring them back from the Fair to the Hotel every evening.
- 2. Fringe Program as below (*complete pages 1-2 and Form A*)**
 - **Business Matchmaking Program:** Pre-scheduled one-on-one meetings will be arranged for buyers to meet up with potential suppliers who fulfill their pre-set criteria.
 - **Buyer Presentation:** The session is arranged for buyers to present their purchasing policy & strategies, process and criteria for supplier assessment & selection, and supplier development program.
 - **Buyer Village:** If required, a 6-sq.m booth in the Buyer Village can be provided for buyers to exhibit their needed parts and components. The booth is free of charge.
 - **Factory Visits:** the program of the factory tour will be organized for buyers to visit Thai companies.
 - **Seminars:** a wide range of seminars will be held for both buyers and suppliers on relevant topics, for example, the trend of global sourcing, investment opportunity analysis, business strategies, product and technology development and so on.
- 3. Facilities:** A VIP Lounge with free Wi-Fi internet access will be provided at the event.
- 4. An Evening Networking Reception**

***** Please send the forms back to Mrs. Souchitra SASSADY-ABHAY
before March 31, 2017 *****

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Tentative Schedule SUBCON THAILAND 2017

Page 1/2

Date & Time	MEETINGS / VISITS	Remarks
Sunday, the 14th of May, 2017		
	French, Italian, Spanish, Portuguese and U.K. delegates leave Europe for Bangkok Thailand	Round trip air tickets are reserved through and paid to your own travel agent
Day 1 Monday, the 15th of May, 2017		
	<i>Arrive at Suvarnabhumi Airport</i>	Free airport-hotel transportation
	<i>Check-in at the Hotel selected by Thailand Board of Investment</i>	Hotel accommodation is offered by the Thailand Board of Investment for 5 nights (May 15 - May 19)
12.45 h	<i>Meet at the Hotel Lobby</i>	
13h00	<i>Leave Hotel for Thai Airways MRO Center</i>	
14h00-16h00	VISIT THAI AIRWAYS MRO CENTER & Briefing on the Eastern Economic Corridor (EEC) Venue : Don Mueang Base	(confirmed)
17h00	<i>Arrive at the Hotel</i>	
Day 2 Tuesday, the 16th of May, 2017		
9.00-17.00 h	FACTORY VISITS Technological assessments of the Thai industrial base (Please choose the industry in the reply form) <ul style="list-style-type: none"> ▪ Automotive Industry ▪ Machinery / E&E Industries 	Organized by the Thailand Board of Investment – B.O.I. Unit for Industrial Linkage Development (BUILD)
Day 3 Wednesday, the 17th of May 2017		
9.00- 20.00 h	VISIT SUBCON THAILAND 2017 Venue : BITEC (Bangkok International Trade & Exhibition Centre) <ul style="list-style-type: none"> ▪ Opening Ceremony ▪ Business Matchmaking ▪ Evening Networking Reception 	Free hotel-fair-hotel transportation

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Page 2/2

Date & Time	MEETINGS / VISITS	Remarks
Day 4	Thursday, the 18th of May 2017	
9.00- 18.00 h	VISIT SUBCON THAILAND 2017 AND B2B <i>Venue : BITEC (Bangkok International Trade & Exhibition Centre)</i>	Free hotel-fair site-hotel transportation
9.30h – 12h30	<u>For European Delegations led by B.O.I. Paris</u> MEETINGS WITH REPRESENTATIVES & MEMBERS OF CHAMBERS OF COMMERCE <ul style="list-style-type: none"> ▪ THAI-EUROPEAN BUSINESS ASSOCIATION (TEBA) ▪ French delegates meet with the FRANCO-THAI CHAMBER OF COMMERCE (FTCC) ▪ Italian delegates meet with the THAI-ITALIAN CHAMBER OF COMMERCE (TICC) ▪ U.K. delegates meet with UKTI representatives in Thailand ▪ Spanish delegates meet with the Commercial Department of the EMBASSY OF SPAIN in Thailand ▪ Portuguese delegates meet with the Commercial Department of the EMBASSY OF PORTUGAL in Thailand 	<p style="text-align: center;">.</p> <p style="text-align: right;">(tbc)</p> <p style="text-align: right;">(confirmed)</p> <p style="text-align: right;">(confirmed)</p> <p style="text-align: right;">(tbc)</p> <p style="text-align: right;">(tbc)</p> <p style="text-align: right;">(tbc)</p>
Afternoon	Business Matchmaking	
Day 5	Friday, the 19th of May 2017	
9.00- 18.00 h	VISIT SUBCON THAILAND 2017 AND B2B <i>Venue : BITEC (Bangkok International Trade & Exhibition Centre)</i> <ul style="list-style-type: none"> ▪ Business Matchmaking 	Free hotel-fair site-hotel transportation
Day 6	Saturday, the 20th of May 2017	
Morning	Check-out from Hotel Leave Thailand for Europe	Round trip air tickets are reserved through and paid to your own travel agent

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BUYER REPLY FORM (Formulaire de réponse de l'Acheteur)

Company Profile (Description de la société)

Company Name <i>(Nom de la Société)</i>		Country (Pays)	
Type of Business <i>(Type d'activité)</i>	<input type="checkbox"/> Manufacturer <i>(Fabricant)</i> <input type="checkbox"/> IPO (International Procurement Office) <i>(Bureau International d'Achat)</i> <input type="checkbox"/> Others (Autres – spécifiez) :		
Product / Business Details <i>(Précisions sur le Produit/ l'Activité)</i>			
Address (Adresse)			
Phone (Téléphone)		Fax (Fax)	
Web-site (Site Web)		Established Year <i>(Année de création)</i>	
No. of Employees <i>(Nb. d'Employés)</i>		Annual Turnover(US\$) <i>(C.A. annuel (US\$))</i>	
Looking for (Recherche)	<input type="checkbox"/> Part Manufacturers <i>(Fabricants de pièces)</i> <input type="checkbox"/> Joint Venture <i>(Joint Venture)</i> <input type="checkbox"/> Technical Collaboration <i>(Collaboration Technique)</i> <input type="checkbox"/> Others (Please specify) <i>(Autres : spécifiez)</i>		

Buyer Profile (Description de l'acheteur)

Applicant (1) (Candidat 1)		Applicant (2) (Candidat 2)	
Name (Prénom)		Name (Prénom)	
Family Name <i>(Nom de famille)</i>		Family Name <i>(Nom de famille)</i>	
Position <i>(Fonction)</i>		Position <i>(Fonction)</i>	
Mobile No. <i>(Téléphone portable)</i>		Mobile No. <i>(Téléphone portable)</i>	
Fax		Fax	
E-mail		E-mail	

We hereby apply for Buyer Support Program during SUBCON THAILAND 2017
(Par la présente, nous posons notre candidature au Programme de Soutien des Acheteurs Etrangers de SUBCON THAILAND 2017)

Date (MM/DD/YY) :/...../.....
(mois/jour/année)

Authorized Signature
(Signature du responsable)

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SUPPLIER REQUIREMENTS (Critères à remplir par le fournisseur)

PAGE 2

● **Quality Standard**

(Normes de Qualité)

- ISO 9000
 QS 9000
 TS 16949
 Others (Autres).....

● **Indicate Type of Main Industry (One or More)**

(Indiquez le type d'industrie – 1 ou plusieurs)

- Automotive (Automobile)
 Electrical and Electronics Industries (Industries électriques et électroniques)
 Machinery (Mécanique)
 Others (Please specify) (Autres – merci de spécifier)

● **Interested Parts/ Components for sourcing from Thailand**

(Pièces/ composants recherchés en Thaïlande)

● **Parts/ Key Manufacturing Process Required :**

(Pièces/Processus clés requis dans la fabrication)

Metal Parts (Pièces métalliques)

- Iron Casting (Fonderie de fonte)
 Fabrication (Fabrication)
 Aluminum Die Casting (Moulage sous pression d'aluminium)
 Coating (Revêtement)
 Forging (Forge)
 Heat Treatment (Traitement thermique)
 Machining (Usinage)
 Extrusion (Extrusion)
 Stamping (Emboutissage)
 Sintering (Frittage)
 Welding (Soudage)
 Others (**Processes** only): (Autres – **Procédés** uniquement)

Plastic Parts (Pièces plastiques)

- Injection (Injection)
 Blowing (Soufflage)
 Extrusion (Extrusion)
 Coating (Revêtement)
 Plastic foaming (Moussage de matières plastiques)
 Thermo Forming (Thermoformage)
 Others (**Processes** only): (Autres – **Procédés** uniquement)

Rubber Parts (Pièces en caoutchouc)

- Injection (Injection)
 Molding (Moulage)
 Extrusion (Extrusion)
 Coating (Revêtement)
 Press Forming (Formage sur presse)
 Calendaring (Calendrage)
 Others (**Processes** only): (Autres – **Procédés** uniquement)

Electrical & Electronics Components

- Cable rooms/Harnesses (Armoires de câblage/faisceaux électriques)
 Control panels (Panneaux de contrôle)
 Transformers (Transformateurs)
 Winding (Bobinage)
 Electromechanical Assembly (Montage électromécanique)
 PCB Assembly (Assemblage de cartes de circuits imprimés)
 Others (**Processes** only): (Autres – **Procédés** uniquement)

Mold & Die (Moules & Matrices)

- Automation / Motion Technology (Technologies de l'automatisation/du mouvement)
 Tooling (Outillage)

Jig & Fixture (Gabarits & Accessoires)

- Packaging (Packaging)
 Logistics (Logistique)

Others (Processes only): (Autres – **Procédés** uniquement)

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BUYER SUPPORT PROGRAM (Form A)

Please put a mark to your required support programs
(Cochez le programme de votre choix)

Business Matchmaking Program (Compulsory)

(Programme de mises en relations commerciales) (Obligatoire)

Please choose your participation date(s) : 17-May-17 18-May-17 19-May-17
(Sélectionnez votre (vos) date (s) de participation) (17 mai 17) (18 mai 17) (19 mai 17)

A 6-sq.m. booth in the Buyer Village for exhibiting required parts and components

(Stand de 6 m² dans le Village des Acheteurs pour exposer les pièces et composants recherchés)

Please choose your participation date(s) : 17-May-17 18-May-17 19-May-17
(Sélectionnez votre (vos) date(s) de participation) (17 mai 17) (18 mai 17) (19 mai 17)

Factory Visits (on 16-May-17)

(Visites d'usines - le 16 mai 17)

Please choose the industrial sector(s) your are interested in :

(Sélectionnez le (s) secteur(s) industriel(s) de votre choix)

Automotive Industry

(Industrie Automobile)

Electric & Electronics Industry

(Industries Electriques & Electroniques)

Machinery

(Mécanique)

Visit of THAI AIRWAYS MRO CENTER (on 15-May-17)

(Visit du Centre de Maintenance Aéronautique de Thai Airways)

**** Please complete within March 31, 2017 and return this form to Mrs. Souchitra Sassady-Abhay *****
Thailand Board of Investment, Paris Office

**(Merci de compléter et de renvoyer ce formulaire avant le 31 mars 2017
au plus tard à Mme Souchitra Sassady-Abhay)**

E-mail: par@boi.go.th Fax. 01.56.90.26.02 Tel. 01.56.90.26.01

**For more information about SUBCON THAILAND 2017, please visit the website www.subconthailand.com
(Pour plus d'informations sur SUBCON THAILAND 2017,
veuillez visiter le site internet www.subconthailand.com)**

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BUYER SUPPORT PROGRAM

(Form B)

For Accommodation and Local transportation

(Programme d'Appui aux Acheteurs Etrangers – Hôtel et Transports locaux)

Please complete information to reserve the services below

Please complete information for reservations and other services :

Passport Details (Passeport):

Passport Name: (Mr./Mrs./Ms.) Middle Name: Family Name:
(Noms sur votre passeport : (M./Mme./ Mlle) (Deuxième nom) (Nom de famille)

Passport Number: Nationality:
(Numéro du passeport) (Nationalité)

Flight Details (Vols):

Arrival Time (AM / PM): Arrival Flight No.:
(Heure d'arrivée) (Numéro du vol d'arrivée)

Departure Time (AM / PM): Departure Flight No.:
(Heure du départ) (Numéro du vol de départ)

1. Hotel Accommodation

(Chambres d'hôtel)

Room Type : Single Twin Request for Smoking Room Non-Smoking Room
(Type de chambres) (Simple) (Double Twin) (Demande) (Chambre Fumeur) (Chambre Non Fumeur)

Check-in Date Check-out Date
(Date d'arrivée) (Date de départ)

2. Local Transportation

(Transport local)

Airport-Hotel (May 15 Only) Hotel-Fair Site-Hotel (During Show Day) Airport-Hotel (May 20 Only)
(Aéroport-Hôtel-15 mai seulement) (Hôtel-Salon-Hôtel – pendant la durée du salon) (Aéroport-Hôtel-20 mai seulement)

TERMS AND CONDITIONS OF THE BUYER SUPPORT PROGRAM:

- All applicants should submit the Buyer Reply Form. BUILD/BOI will select and confirm invitees after screening the documents.
- The visiting delegates are requested to bear the expenses as follows:
 - Round-trip expenses to Thailand. Air tickets are reserved through and paid to your own travel agent.
 - Required arrival date is May 15, 2017.
- Accommodation
 - Hotel accommodation for 5 nights (from May 15 <check-in> to May 20 <check-out> will be covered by BUILD for 1 room per company.
 - Hotel rooms for participants in Thailand will be reserved by BUILD. When participants wish to stay in another hotel, the reservation shall be made and hotel charges shall be borne by themselves.
 - Any other incurred charges/expenses such as hotel charges (e.g. telephone, bar/mini-bar costs, non-official entertainment etc.), gifts and souvenirs. The visiting delegates are aware that they should bring the means to settle such expenses themselves (e.g. credit cards, cash).
- Buyers are required to participate in the Business Matchmaking Program (Form A <No. 1>) at least one day for their application to be accepted.

I agree with the above Terms and Conditions of the contract above

Authorized Signature :

Company's name :

Date :

*** Please complete and return this form within March 31, 2017 to Mrs. Souchitra SASSADY-ABHAY ***

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