



# **FBC Ho Chi Minh 2019**

## **Factory Network Business Expo**

### **Information for Exhibitor Recruitment**

**27.May.2019 updated**

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# About FBC Ho Chi Minh 2019

FBC Ho Chi Minh 2019 (Factory Network Business Expo 2019) is a special type of business matching event for manufacturing companies and related companies to display their products or business needs in order to find new suppliers, customers or partners that will help expand their businesses. The event has also been held in Thailand and China.

## [Feature]

### 1. High accuracy match making

Organizer will provide business meeting time schedule to exhibitors based on exhibitors and visitors demands before event.

### 2. Business meeting with each ASEAN countries

Exhibitors will be able to have meeting with companies from different countries in ASEAN including Japanese companies in Vietnam, local Vietnamese companies, and so on. Furthermore, companies from China, Hong Kong, Taiwan and other countries are also expected to participate.



- **Event Name**                      **Factory Network Business Expo 2019 (FBC Ho Chi Minh 2019)**  
**FBC ホーチミン 2019 ものづくり商談会**
- **Summary**                        **Exhibition and Business matching event for manufactures and manufacturing-related companies ranging from Japanese companies in Vietnam and Vietnamese companies to promote their own businesses and products for local procurement of materials and parts and the expansion of their businesses.**
- **Date and Time**                  **10 (Thu) – 11 (Fri) October 2019 9:00-17:00 (2 days)**
- **Venue**                             **Phu Tho Indoor Sports Stadium**  
**(219, Ly Thuong Kiet Street, Ward 15, District 11, Ho Chi Minh, Vietnam)**
- **Meeting Slot**                    **Maximum 18 time slots/2 days (max. 9 slots/day) ※30 minutes/slot**
- **Exhibitors**                      **200 companies (prospect): manufacturers & related companies**  
**(2018: 138 Exhibitors)**
- **Visitors**                         **3,000 visitors (prospect) (2018: 3,029 visitors in 2 days)**
- **Organizer**                       **Factory Network Asia Group /NC Network Group**

## ■ Organizer

Factory Network Asia Group / NC Network Group

## ■ Co-sponsors

31 Organizations included Banks and other institutions in Japan

(Alphabetical order, marked “+” are joint co-sponsors)

THE AICHI BANK, LTD./THE ASHIKAGA BANK, LTD. +TOCHIGI PREFECTURE/

THE CHUGOKU BANK, LTD./DAISHI HOKUETSU FINANCIAL GROUP, INC. (THE DAISHI BANK, LTD. • THE HOKUETSU BANK, LTD.) +NIIGATA PREFECTURE + NIIGATA INDUSTRIAL CREATION ORGANIZATION

/THE FUKUI BANK, LTD.+FUKUI PREF./FUKUSHIMA PREF. +THE TOHO BANK, LTD./GIFU ECONOMIC AND INDUSTRIAL PROMOTION CENTER

/THE GIFU SHINKIN BANK /GUNMA PREFECTURE +THE GUNMA BANK, LTD.

/THE HACHIJUNI BANK, LTD./THE HIROSHIMA BANK LTD/THE HOKURIKU BANK, LTD.

/THE HYAKUGO BANK, LTD./THE HYAKUJUSHI BANK, LTD/THE JOYO BANK, LTD +IBARAKI PREFECTURE/THE JUROKU BANK, LTD./KANAGAWA INDUSTRIAL PROMOTION CENTER+

THE BANK OF YOKOHAMA, LTD./THE BANK OF KYOTO, LTD/THE BANK OF NAGOYA, LTD./

THE NANTO BANK, LTD./THE OITABANK, LTD./OKBGROUP(THE OGAKI KYORITSU BANK, LTD. •

OKB CONSULTING VIETNAM CO., LTD)/RESONA BANK/SAN JU SAN FINANCIAL GROUP, INC.+YOKKAICHI CITY /THE 77 BANK, LTD./SHIGA PREFECTURE+THE SHIGA BANK, LTD./

THE SHIKOKU BANK, LTD./SHIZUOKA INTERNATIONAL BUSINESS ASSOCIATION/THE SHOKO CHUKIN BANK, LTD/YAMAGUCHI FINANCIAL GROUP, INC. (THE YAMAGUCHI BANK, LTD. •

MOMIJI BANK, LTD. • THE KITAKYUSHU BANK, LTD.)/THE YAMANASHI CHUO BANK, LTD.

## ■ Back-up

Hanoi Promotion Agency, Joint Stock Commercial Bank For Foreign Trade of Vietnam(Vietcombank), Vietnam Association for Supporting Industries (VASI), Ho Chi Minh City Development Joint Stock Commercial Bank (HD BANK)

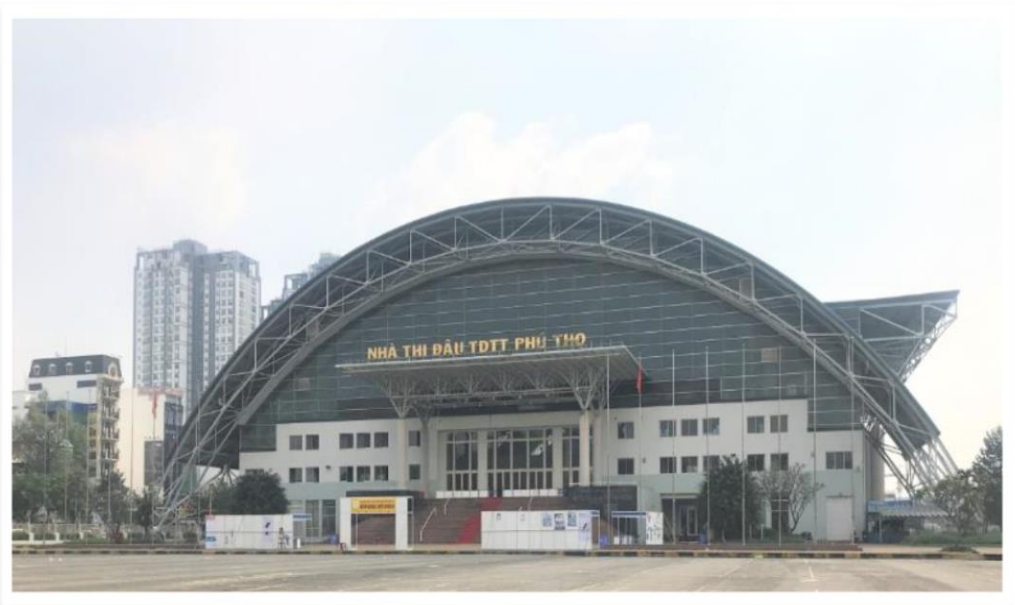
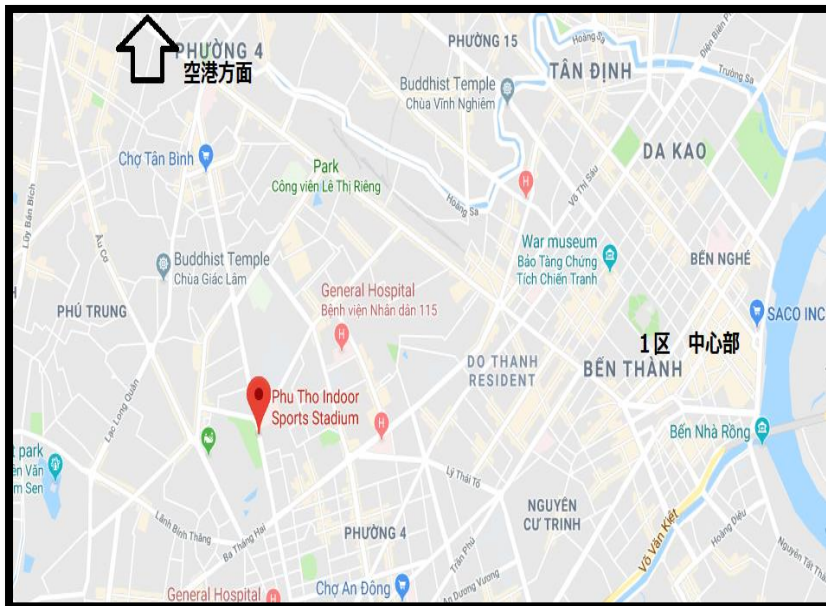
※ More organizations as co-sponsors and back-up will be expected to join.

■ Phu Tho Indoor Sports Stadium is located in the district 11, Ho Chi Minh City, about 7 kilometers west side from the district 1.

Official Name : Phu Tho Indoor Sports Stadium

<http://thethaophutho.vn>

※ Vietnamese only



# About Exhibiting and Pre-matching



## ※Mainly for B to B companies

### <Manufacturing companies>

Manufacturers who wish to procure parts or expand market.

Steel product, Automotive, Rail way, Shipbuilding products, Iron and steel industry, Non-ferrous metal, General and Electric machine appliance, Information & communication equipment, Electronic parts, Precision machinery, Chemical products, Plastic, Rubber products, Ceramics, OEM, Subcontractor, etc

### <Service Provider>

Non-manufacturing companies that are providing services to manufacturing companies

Trading (Parts / Product processing), IT (Software), Recruiting, Logistic, Industrial Park, etc



FBC Ho Chi Minh is business matching event that is different from general exhibitions. Organizer will provide equipments necessary for business meeting to exhibitors. Please note follow condition when you are considering to exhibit.

## < Basic Regulation >

- Can not use 1 booth by more than 1 company.
- Organizer will prepare all exhibitors company name board. Can use only English for company name.  
Cannot exhibit more than 1 company.

## < Exhibiting Goods >

- Exhibiting space is 6 sqm (W:3\*D:2).

Exhibitors exhibit product and equipment within this space. Cannot exhibit over this space.

## < Demonstration >

- Electric power will be max 5Amp in 1 booth. Cannot increase capacity. If exhibitor want to demonstrate at booth, please perform within this capacity. Cannot use air compressor.
- If exhibitor need transformer, please prepare by yourself.

# Business Matching Plan (Activity Flow)

Matching application can be done between exhibitors & exhibitors and exhibitors & visitors before the event.  
Organizer will distribute each exhibitors business matching meeting time schedule before event.

**1 business meeting = 30 minutes (with 15-minute break)**

**There are 9 meeting slots/day = maximum 18 slots for entire event**

## Step ① Information registration on website

Register the company's product's name, type, material, photo, etc that will be used for meetings



## Step ② Matching Application on website

Exhibitor can search and apply business meeting to other companies, based on procurement/sales information registered in step ①



## Step ③ Confirmation of meeting schedule

When the business matching application applied in ② is accepted by the partner company, the negotiation will be set into the 2 day-schedule of the exhibition. You can check the latest schedule at any time on the website.

Exhibitors



Exhibitors  
Visitors

## Website matching



TIME SCHEDULE				TIME SCHEDULE			
1				1			
2	Day 1			2	09:00	VIETNAM CORPORATION (THAI) CO., LTD.	meeting
3				3	09:15		meeting
4	10:00-10:30	PUREE MOULD (THAI) CO., LTD.	meeting	4	10:00-10:30	TOTAL FUTURE SERVICE CO., LTD.	meeting
5	10:45-11:15	CHANG VIENTHAI SEC.	meeting	5	10:45-11:15	SAKURA KIOSK (THAI) CO., LTD.	meeting
6	11:30-12:00	SHINJI KIOSK (THAI) CO., LTD.	meeting	6	11:45	CHANG VIENTHAI SEC.	meeting
7	12:15-12:45		meeting	7	12:00	SAKURA KIOSK (THAI) CO., LTD.	meeting
8	13:00-13:30	TOTAL FUTURE SERVICE CO., LTD.	meeting	8	13:45		meeting
9	14:45-17:15	SAKURA KIOSK (THAI) CO., LTD.	meeting	9	14:30	TOTAL FUTURE SERVICE CO., LTD.	meeting
10	17:30-18:00	KOSURE KIOSK CO., LTD.	meeting	10	17:15	SAKURA KIOSK (THAI) CO., LTD.	meeting
				11	17:30-18:00	KOSURE KIOSK CO., LTD.	meeting

The event area is divided into Manufacturer Area (A) and Service Provider Area (B).

Please choose the area you would like to exhibit in the application form.

For booth location, locations closer to the main entrance will be given to exhibitors who apply early.

## **A** Manufacturer Area

For exhibitors who manufacture or process parts/ products and conduct B to B business.

## **B** Service Provider Area

Non-manufacturers who provide services to manufacturers:  
Trading, IT (software development), human resources,  
logistics, industrial estate etc.

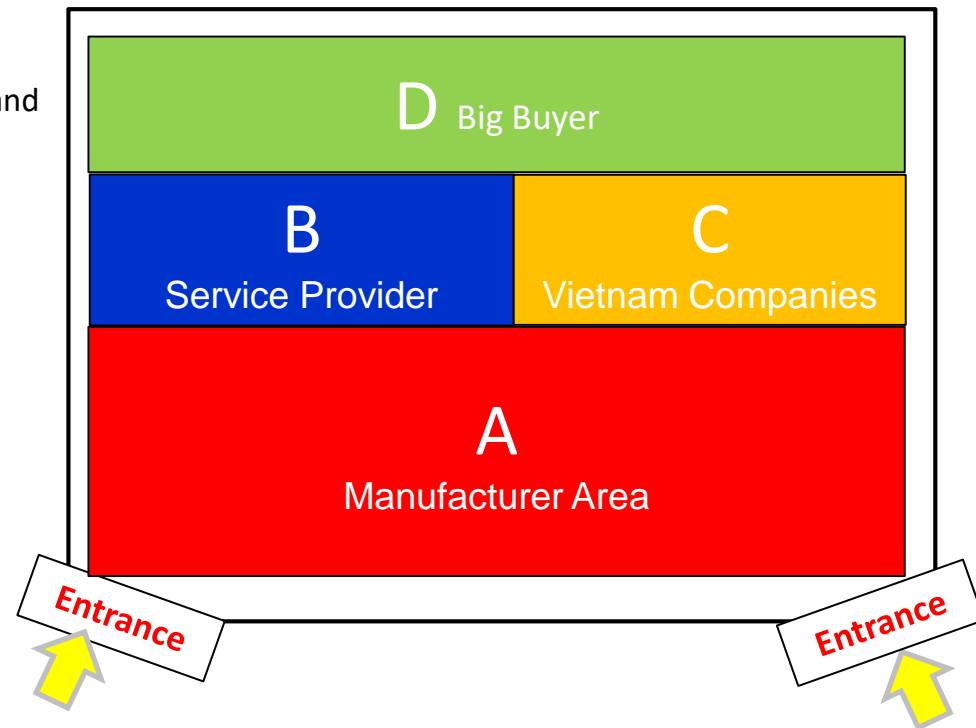
## **C** Vietnam Companies Area

For Vietnam local companies.

## **D** Big Buyer Area

For companies who have purchasing needs

✂ Final layout may be adjusted according to number of exhibitors.



## ■ Publishing information on FBC Ho Chi Minh website



The company and business item information registered on the website can be searched and viewed by all visitors.

**The website is in both Japanese and English.**

The information in English can be viewed by Vietnamese local companies and other foreign companies. Therefore, all exhibitors are advised to register information in both languages.

## ■ Publishing information on FBC Ho Chi Minh Guidebook.

Number of Publications : 4,000

**The information in this Guidebook will be viewed by many interested buyers and distributed to visitors at the Hall**



The company information will be published in 1/8-page space (this service is included in exhibition fees.

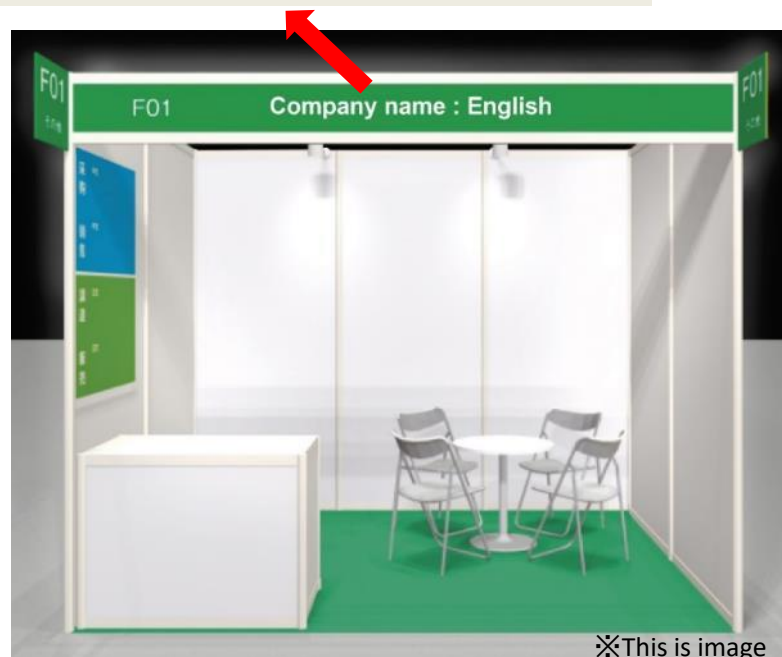
A part of company information registered on the website will be used for guidebook publication.

## About Exhibition fees and Booth Package

## Booth Size: 6 m<sup>2</sup> (W 3.0m × D 2.0m × H 2.5m)

- ◆ Same spec booth of 2018 standard booth.
- ◆ Organizer will decide the place of exhibiting booth.
- ✕ Exhibitors cannot select the place for exhibiting booth.

Company's name board in English and only for 1 company name. (Organizer will prepare)



### <Standard Equipment>

The following facilities are provided as standard.

- ① Meeting table : 1pcs
- ② Chair : 4pcs
- ③ Lock cabinet : 1pcs
- ④ Consent(220V) : 1pcs
- ⑤ Spotlight : 2pcs
- ⑥ Dustbox : 1pcs

✕ Please prepare other promotional materials (such as posters) by yourself.

✕ Further details such as table size will be announced in exhibitor manual.

**JPY 240,000 (Local VAT included)**  
**VND : 50,880,000 (Local VAT included )**

**Package for Buyer (Free) :** For the Buyers meeting the following conditions to exhibit for procurement purposes, we will provide booth packages for free.

■ **Buyer conditions :** (Max 30 companies)

1. A large company with manufacturing base in Vietnam, Japan and other countries.

※ finished product, automobile manufacturer, Tier 1-2, large electronic and electrical appliance manufacturer, etc.

2. Apply with intention to “purchase” only ( Buyer Package will not be applied for companies that also wish to sell products, )

※ If exhibitor cancels after applying, cancel fee will be charged based on application of exhibitor.

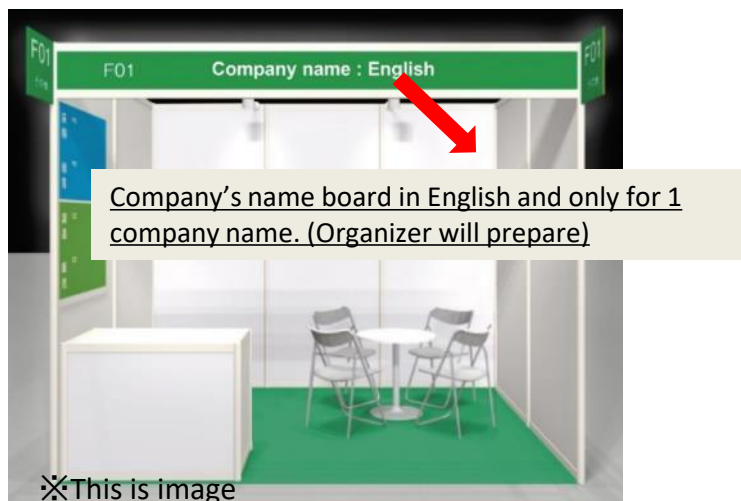
※ Organizer judge each exhibitor fulfill buyer condition or not.

※ Exhibitors can not select the place of exhibiting booth. (organizer will decide)

## <Standard Equipment>

The following facilities are provided as standard.

- ① 1 Meeting table
- ② 4 Chairs
- ③ 1 Lock cabinet
- ④ 1 Electric power socket (220V)
- ⑤ 2 Spotlights
- ⑥ 1 Dustbox



**Package for Buyer: Free**



## ◆ Early Bird Discount:

**50 first exhibitors who applied within 2 months started from first application day**

**(1 April~31 May)**

We are offering 15,000 JPY (3,180,000VND)discount for 50 first exhibitors who applied in situation described above.

※ Even if number of exhibitors does not reach 50 , the early bird discount application will end on the deadline date.

	Normal Exhibiting Fee	Early Bird Discount (Max 50 Exhibitors)
Booth Package	240,000 JPY	225,000 JPY
	50,880,000 VND	47,700,000 VND

## Exhibiting Fee Payment:

◆ Local added value tax are included in this price.

### ◆ Payment in JPY:

The invoice will be issued by **NC Network Japan**.

### ◆ Payment in VND:

The invoice will be issued by **Global Expo company**. After completing the contract in Vietnam, Global Expo will issue the invoice. The red invoice will be issued after the event.

### ◆ Payment in THB:

The invoice will be issued by **Factory Network Asia Thailand**

※ Mitsubishi UFJ's TTB rate of the last working date of the month before the invoice date will be applied.

<Calculation Method>

Exhibition Fee × VAT 7% × TTB Rate = Exhibition Fee in THB (Rounded up, using 10 THB as unit)

<Calculation Example>

In case the rate is 3.06 JPY/THB and the package option is 240,000 JPY  
 $240,000 \text{ JPY} \times 1.07 \div 3.06 = 83,922 \text{ THB}$  (Rounded up, using 10 THB as unit)

The exhibition fee in THB is 83,900 THB

◆ All remittance charges will be on exhibitors (Please select OUR and write "Pay in full" in remark on remittance slip).

## **Additional option for rental item :**

The booth package includes tables, chairs and cabinets necessary for business meeting and exhibition. If there is a more request for rental furniture, interpretation, transportation, etc. in addition to this standard items, exhibitors can apply via charged option plan. All options are payable in USD or VND . Details about this additional rental option will be announced later in the Exhibitor Manual.

# Added Promotion\_1 (Web Advertisement)

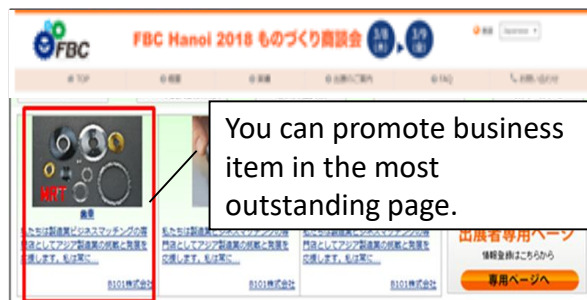
## ■ Advertising on FBC Website

Service	Spec	JPY (VAT included)	VND (VAT included)
<b>Business item Promotion</b>	Your business item will be posted on top page. The potential for procurement and selling item will increase. (Issued period is from 1st July to end of event)	30,000	6,360,000
<b>AD Banner</b>	Your advertisement banner will be posted on side of website. (Issued period is from 1st July to end of event)	30,000	6,360,000
<b>E-mail</b>	Promoted by using NC Network E-news letter (Japanese:1,000; Vietnamese:3,000 address) (2 times)	30,000	6,360,000
<b>Full package</b>	<b>Business item Promotion+ AD Banner + E-mail</b>	90,000 80,000	19,080,000 16,960,000

## E-news letter



## Business item Promote



## Ad Banner



## ■ Advertisement on Official Guidebook

	JPY (VAT included)	VND (VAT included)
<b>Outside back cover</b> 184×257mm	265,000	56,180,000
<b>Inside front cover</b> 184×257mm	240,000	50,880,000
<b>Inside back cover/Opposite inside front cover</b> 184×257mm	210,000	44,520,000
<b>Opposite inside back cover</b> 184×257mm	185,000	39,220,000
<b>1 P</b> 184×257mm	158,000	33,496,000
<b>1/2P</b> 184×126mm	95,000	20,140,000
<b>1/4P</b> 184×60mm	53,000	11,236,000



1 P  
184 × 257mm



1/2P  
184 × 126mm



1/4P  
184 × 60mm



### Guidebook Outline

- ☐ Publication: Sept 2019
- ☐ Print Circulation :  
4,000 (distributed for free)
- ☐ Size: A4, 32 Pages  
(Prospect)
- ☐ Language: JP/EN

### 【How to supply advertising data】

- In principle, the advertising data will be supplied by customer.
- Please send the final Illustration Data.
- Please send if you use any special fonts.
- Please contact the PIC about the method of sending the data.

## ■ Banner Advertisement in Venue

※All price included tax.

### Banner A: Entrance fence / landscape

Size: W3m\*H 2 m

Price : 50,000 JPY / 1sheet

10,600,000VND / 1sheet

### Banner C: Inside the venue

Size: W3m\* H 5 m

Price : 100,000 JPY/1sheet

21,200,000VND/1sheet

### Banner B: Entrans fence / portrait

Size: W0.6m\* H 4m

Price : 50,000 JPY / 1sheet

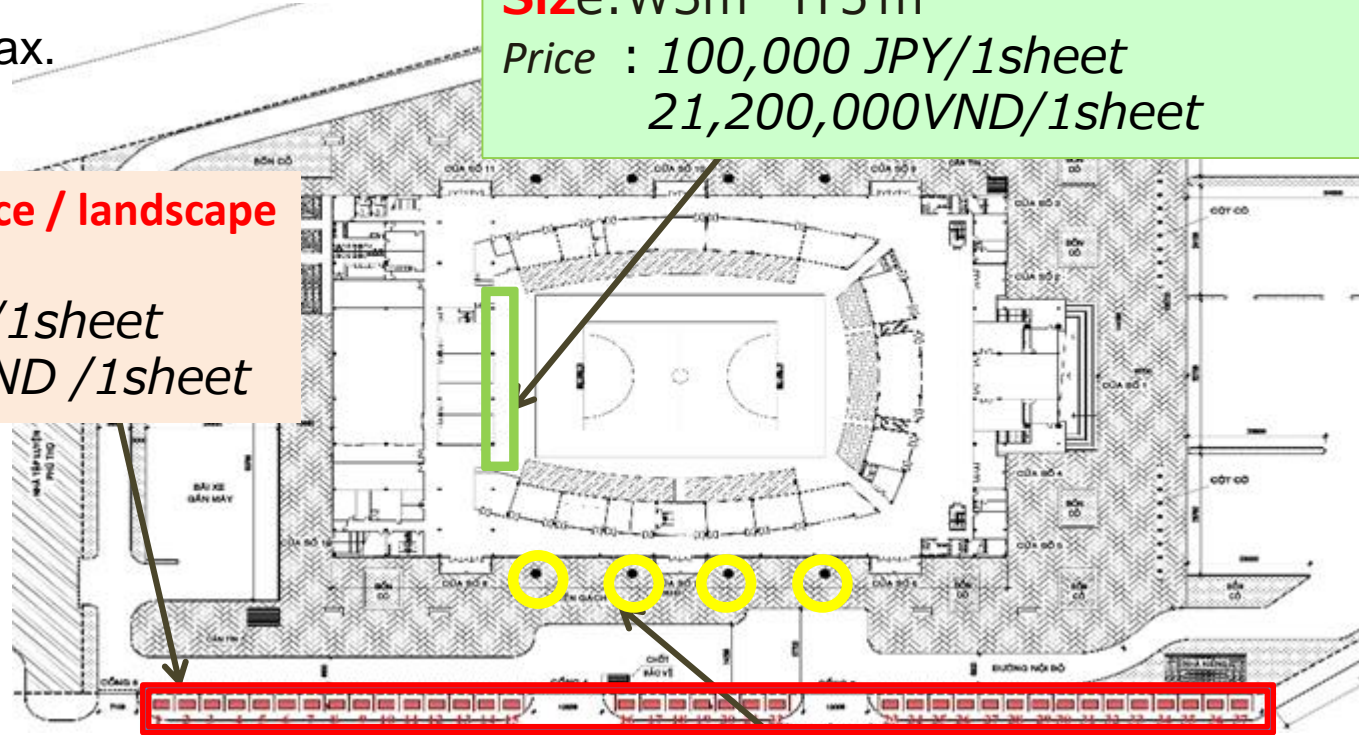
10,600,000VND / 1sheet

### Banner D: Entrance colum

Size : W10m \* H 1.2m

Price : 100,000 JPY/1 colum

21,200,000VND/1 colum



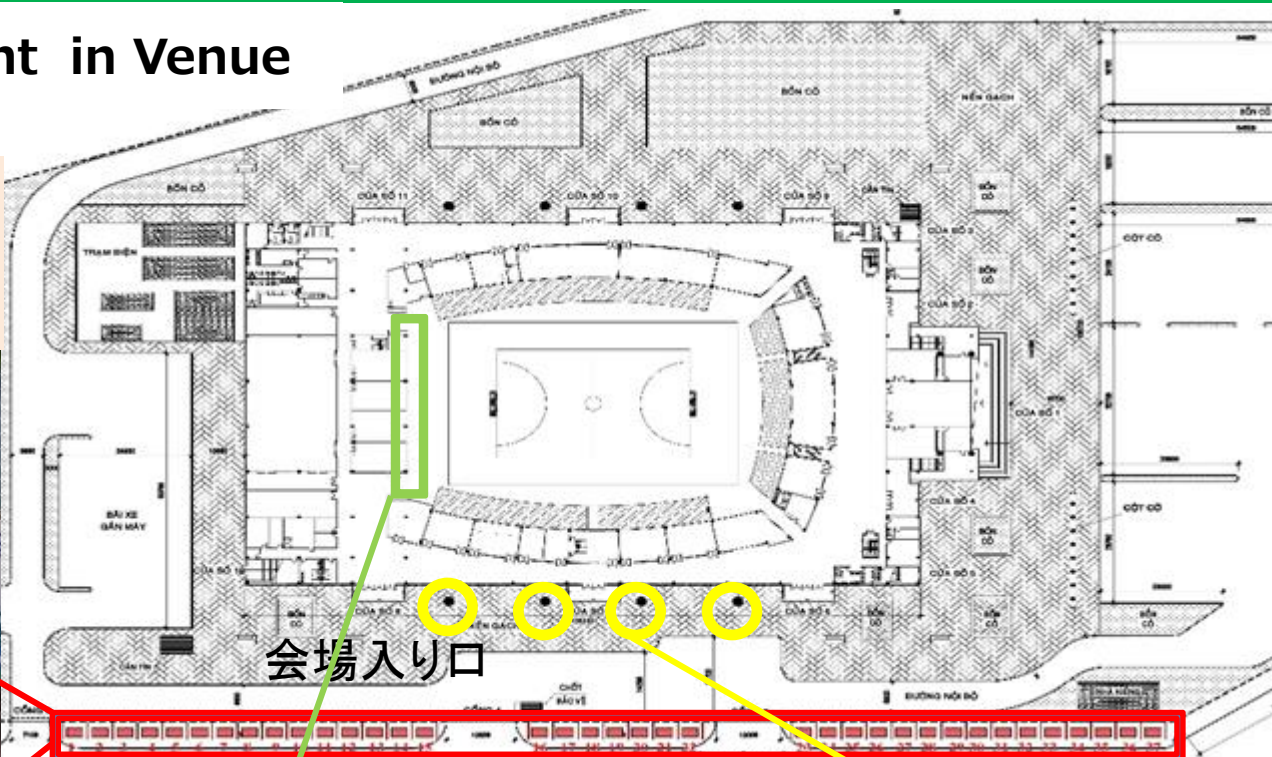


■ Banner Advertisement in Venue

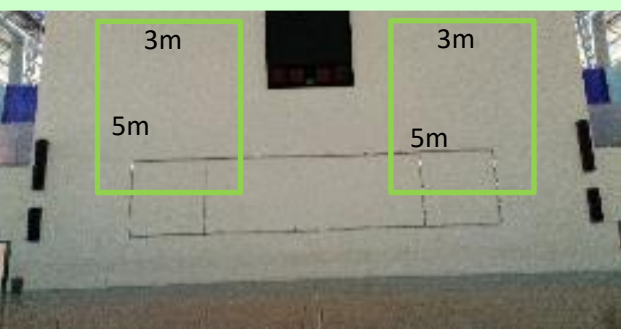
**Banner A: Entrance fence / landscape**  
Size per sheet : W3m\*H2m



**Banner B: Entrans fence / portrait**  
Size per sheet W0.6m\*H4m



**Banner C: Inside the venue**  
Size per Sheet : W3m\*H5m



**Banner D: Entrance Colum**  
Size per Post :W10m\*H1.2m



## Schedule and Contact



■ The schedule of activities until the event is as follows:

	2019							
	3	4	5	6	7	8	9	10
Schedule		April 1 Start recruiting Exhibitors			July 19 Deadline			
		After ID/ PW is issued, please register your company information on website.			July 1 Matching between exhibitors and exhibitors		End of Sept Matching schedule will be fixed	
		Vietnam's Holiday Apr27~ May1		We will send the exhibitor manual at the beginning of July .	July 22 Start recruiting visitors	Matching with Visitor	End of Sept Deadline	<b>10-11 Oct</b> <b>FBC Ho</b> <b>Chi Minh</b> <b>2019</b>

※ This is a temporary schedule. The details may be adjusted and changed in the coming months.

※ For activities with no fixed date /time, the details will be announced later.

## ■ Deadline of application

**19 July 2019 (Fri)**

## ■ Application

Please register necessary information in the “FBC Ho Chi Minh 2019 Application Form”. After signed or affixed a seal, please send to following address.

(Please send excel data and PDF with signature or company stamp.)

[vn\\_fbc@factorynetasia.com](mailto:vn_fbc@factorynetasia.com)

## <Contact>

NC NETWORK VIETNAM JSC

FBC Ho Chi Minh Team

Tel: +84-24-3719-2826

E-mail: [vn\\_fbc@factorynetasia.com](mailto:vn_fbc@factorynetasia.com)