



# BtoB MEETINGS

# JAPAN INTERNATIONAL AEROSPACE EXHIBITION 2018

*Optimize your business opportunities  
at Japan International Aerospace Exhibition!*

November 29-30, 2018  
TOKYO BIG SIGHT, East Hall 7-8

**B2B MEETINGS**



[www.jiae.bciaerospace.com](http://www.jiae.bciaerospace.com)

Organized by:

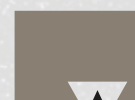


 BCI AEROSPACE

An event from:



**SJAC**  
The Society of Japanese  
Aerospace Companies



**TOKYO  
BIG  
SIGHT**



After a successful edition in 2016, BCI Aerospace carries on organizing BtoB Meetings JA2018.

This service adds value to the exhibitors' participation by helping them **save time, explore business opportunities** and **enhance their ROI**.

**323** Participants  
**4500** One-to-one meetings  
**15000** m<sup>2</sup> of exhibiting space  
**23** from countries



### WHO CAN ATTEND?

#### DECISION-MAKERS / CONTRACTORS

Supply chain, procurement and technical professionals as well as contract manufacturers seeking new business partners and suppliers, and looking to find the right person to fulfill their requirements.

#### JA2018's EXHIBITORS & NON-EXHIBITORS

The program is open to all, and is especially suited for SMEs looking for contractors.

Register to the BtoB service and take advantage of an agenda of pre-arranged face-to-face meetings with business partners. This is an effective way to identify business opportunities and build relationships.



### BtoB MEETINGS IN 5 STEPS



### PROGRAM

#### 1 | PROFILE

Fill out a short form and provide a description of your capabilities, applications and requirements.

#### 2 | PLATFORM ACCESS

Access detailed profiles of the attendees via the online catalogue (3 weeks prior to the show).

#### 3 | MEETINGS REQUEST

Identify and request meetings with relevant contacts through our user-friendly platform.

#### 4 | VALIDATION

Validate meeting requests made by other companies (for decision-makers only).

#### 5 | CHECK YOUR AGENDA

Consult your online schedule of pre-planned meetings with the contacts of your choice, a few days before the official opening of the event.

#### NOVEMBER 29, 2018

10am - 5pm: **Conferences**  
**One-to-one meetings**

#### NOVEMBER 30, 2018

10am - 5pm: **Conferences**  
**One-to-one meetings**



### CONTACTS

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