

# BtoB MEETINGS

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## JAPAN INTERNATIONAL AEROSPACE EXHIBITION 2016

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

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**October 13-14, 2016 - TOKYO**

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**[www.ja2016.bciaerospace.com](http://www.ja2016.bciaerospace.com)**

Organized by:



 **BCI AEROSPACE**

An event from:



**SJAC**

The Society of Japanese Aerospace Companies

## BtoB Meetings JA2016 Key Figures

After achieving significant success during its first edition in 2012, BCI Aerospace carries on organizing BtoB Meetings JA2016.

This service is an added value for the exhibitors which will help them save time and **increase their business opportunities by easily meeting the right contacts.**

**300** Participants  
**6 000** One-to-one meetings  
**25 000** m<sup>2</sup> of exhibiting space  
**45** from countries



### WHO CAN ATTEND?

#### DECISIONS MAKERS / CONTRACTORS

Any professional attending JA2016 looking for either suppliers or potential partners.  
Supply chain, procurement and technical professional as well as contract manufacturer seeking new business partners and suppliers and looking to find the right person for their requirements and capabilities.



### BtoB MEETINGS IN 5 STEPS

#### 1 | PROFILE

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

#### 2 | PLATFORM ACCESS

Access detailed profiles of our 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 program

#### 4 | VALIDATION

Validate meetings requests made by other companies (for decision makers)

#### 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.

#### EXHIBITORS AT JA 2016

Any companies exhibiting at JA2016. The program is especially adapted to SMEs looking for contactors. The main advantage of this service being that participants receive pre-arranged meetings with business partners: ideal occasion to identify future commercial partners and meet buyers.



### PROGRAM

#### OCTOBER 13, 2016

09.30am - 01.00pm: Conferences  
One-to-one meetings  
01.00pm - 02.00pm: Lunch  
02.00pm - 05.30pm: Conferences  
One-to-one meetings

#### OCTOBER 14, 2016

09.30am - 01.00pm: One-to-one meetings  
01.00pm - 02.00pm: Lunch  
02.00pm - 05.30pm: One-to-one meetings



### CONTACTS

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