



# BtoB MEETINGS SEOUL INTERNATIONAL AEROSPACE & DEFENSE EXHIBITION **2017**

October 17-19, 2017 | SEOUL - KOREA

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Optimise your business opportunities  
at Seoul International Aerospace & Defense Exhibition !



[korea.bciaerospace.com](http://korea.bciaerospace.com)



Organized by:  **abe** advanced  
business  
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 **BCI AEROSPACE**

Hosted by:  **SEOUL  
INTERNATIONAL AEROSPACE &  
DEFENSE EXHIBITION 2017**  
October 17-22, 2017 / Seoul Airport



## SEOUL INTERNATIONAL AEROSPACE & DEFENSE EXHIBITION

After achieving significant success during the last two editions, BCI Aerospace carries on organizing BtoB Meetings Seoul ADEX in 2017.

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.**

**79,000**  
trade visitors

**82** official  
delegations from  
**48** countries

### SEOUL ADEX 2015 KEY FIGURES\*

**386**  
exhibitors

**69** aircrafts  
and **47** ground  
equipments  
exhibited

\*2015 edition

## BtoB Meetings Seoul ADEX 2015:



**171**  
companies



**21**  
countries



**1,368**  
business meetings

## WHO CAN ATTEND?

### DECISIONS MAKERS / CONTRACTORS

Any professional attending Seoul ADEX **looking for either suppliers or potential partners.**

**Supply chain, procurement and technical professional** as well as **contract manufacturer** seeking new business partners and **suppliers** looking to find the right person for their requirements and capabilities.

### EXHIBITORS AT SEOUL ADEX

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

## PROGRAM

**October 17-19, 2017**

10.00am – 12.30pm:

**BtoB meetings**

12.30pm – 13.30pm:

**Business Lunch**

13.30pm – 17.00pm:

**BtoB meetings**

## 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.

## CONTACTS

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