

2012 Procurement Meeting – Rules of Subsidies for Overseas Buyers

Preface

Taiwan photonics industry's total production value in 2010 exceeded \$71.1 billion USD with a 41% high growth rate, sharing 17% of the global market. The production value in 2010 has surpassed that in 2009 thanks to a better-than-expected recovering strength for the photonics industry. Among all industry sectors, the PV industry leads all the others with a three-digit growth, while the LED and FPD industries have growth rates of 60% and 30% respectively. The photonics industry is substantially the main driving force for the Taiwan economy.

Taiwan is now one of the leading manufacturing bases for global photonics industry. Taiwan photonics products that top the world's No. 3 and above are as follows: LED chip, LED packaging, TFT LCD material & component, solar panel, TFT LCD panel, CIS module, scanner, digital camera (OEM), DVD-ROM, DVD-R, optical lens and so on. Choosing photonics products made in Taiwan means choosing success. Therefore, Photonics Festival in Taiwan is definitely the best chance to experience the vitality and find business opportunities with Taiwan photonics industry.

I. Objective

“**Photonics Festival in Taiwan**” has become one of the largest professional opto-electronics exhibitions and conferences in Asia since 1984, with 566 exhibitors and 44,693 visitors in 2011. In order to improve international cooperation, the “Procurement Meetings” for overseas buyers will be held by Photonics Industry and Technology Development Association (PIDA) on June 20, 2012. Buyers from the procurement division of relevant overseas companies will be invited to Taiwan and attend one-on-one meetings to meet representatives from Taiwanese companies. The expenses of hotel accommodation or flight tickets* will be subsidized by PIDA.

(*Only for VIP Buyers)

II. Date & Venue

1. Date: June 20 (Wed.), 2012
2. Venue: Taipei World Trade Center Nangang Exhibition Hall

III. Maximum Number of Subsidized Buyers

1. General Buyers: 20
2. VIP Buyers: 40

IV. Rules of Subsidies

1. Common Rules:

- (1) Buyer subsidy is not applicable to exhibitors of Photonics Festival in Taiwan 2012.
- (2) Buyers who have been subsidized by this scheme will not be approved again.
- (3) Buyers must attend the Procurement Meeting on 20th June to obtain the subsidy.

2. General Buyers:

A. Requirements:

- (1) A minimum of **US\$1 million** annual sales of the applicant's company in any last 3 years.
- (2) Buyers from Emerging Economies: a minimum of **US\$500,000** annual sales in any last 3 years (Emerging Economies include: Brazil, Russia, India, Indonesia, Malaysia, Vietnam, Republic of the Philippines, Middle-East, Africa, Eastern Europe and Central & South America.).

Besides, aiming to purchase products listed in **Appendix 1** at the "Procurement Meetings" at **Photonics Festival in Taiwan 2012**.

B. Subsidies:

- (1) PIDA provides subsidies for **3-day hotel accommodation**, and two of the three days **MUST** be in June 19-21, 2012.
- (2) Only **1 purchasing representative** from each company is offered with subsidies.
- (3) Buyer subsidy is not applicable to exhibitors of Photonics Festival in Taiwan 2012.

3. VIP Buyers:

A. Requirements:

- (1) A minimum of **US\$5 million** annual sales of the applicant's company in any last 3 years.
- (2) Buyers from Emerging Economies: a minimum of **US\$2 million** annual sales in any last 3 years.

Besides, aiming to purchase products listed in **Appendix 1** at the "Procurement Meetings" at **Photonics Festival in Taiwan 2012**.

B. Subsidies:

- (1) PIDA provides subsidies for **3-day hotel accommodation**, and two of the three days **MUST** be in June 19-21, 2012.
- (2) PIDA provides subsidies for flight tickets. The **maximum** for subsidies is shown as below.

Nation & Region	Japan	Asia (Except Japan and the Middle East)	EU ,USA, Africa, Australia, and the Middle East	Central and South America
Max. Subsidies	US\$600	US\$500	US\$1,400	US\$1,900

- (3) Only **1 purchasing representative** from each company is offered with subsidies.

V. Application

1. Apply by fax or online:

Fax the Application Form (**Appendix 2**) or send the scanned version by email to PIDA before **May 15, 2012**. If approved, qualified buyers will be informed for follow-up arrangement. Please note that **applicants are highly encouraged to apply as early as possible since the subsidies decisions are made on a rolling basis.**

2. Subsidies of hotel accommodation:

PIDA arranges the hotel accommodation. Buyers are required to present the following documents for hotel subsidies.

- (1) 1 Photocopy of passport (Residence permit such as a green card are not accepted.)
- (2) 2 Business cards (Must be consistent with the name of applicant/company)
- (3) Questionnaire filled by buyers. (The estimated amount of procurement must be written.)

3. Subsidies of flight tickets:

PIDA will pay the subsidies **by remittance** after the following documents are provided by the VIP Buyers

- Before coming to Taiwan:

- (1) 1 photocopy of electronic flight tickets to Taiwan
- (2) **1 photocopy of flight ticket invoice**

- After arrival in Taiwan

- (1) 1 photocopy of passport (Residence permit such as a green card are not accepted.)
- (2) 2 business cards
- (3) **Boarding pass to Taiwan**

- After returning

- (1) **Send returning boarding pass back to PIDA**
- (2) Send feedback to PIDA

VI · Contact Information

For details, please contact our staff.

Photonics Industry & Technology Development Association (PIDA)

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Appendix 1: Procurement Product List**A. SOLAR Taiwan**

- 1) Solar integrated product and applications
 - Portable power source
 - Lighting/Traffic/Signal and Communication
 - Watch/Clock/Calculator/Toy
- 2) Photovoltaic(PV) system and installations
 - On-grid/off-grid PV systems
 - Hybrid PV systems
 - Balance of system components
 - Engineering & Installation
- 3) PV module
 - Standard, Customized
- 4) Solar cell
 - Wafer Silicon, Thin Film,
 - CPV/DSSC and organic
- 5) Materials
 - Wafer, Glass substrate, Flexible substrate
 - Paste/Lamination Materials
- 6) Production Equipment
 - Wafer(Cleaning/Processing/Measuring/Testing)
 - Cell(Cleaning/Etching/Coating/Deposition/Printing/Sorting/Testing)
 - Module assembly(Cleaning/Tabbing+Stringing/ Lamination/Sorting/Testing)
- 7) PV program
 - Project developer, Financial service,
 - Consulting service

B. LED Lighting Taiwan**■ LED / OLED Light Source****1. Epiwafer / Chip****2. Package & Module**

2.1 Lamp 2.2 Digital 2.3 Dot Matrix 2.4 Cluster 2.5 SMD 2.6 Others

■ LED / OLED Lighting Fixture**■ Technical Lighting**

3.1.1 Exterior lights / Street lights / Tunnel lights

3.1.2 Architectural lights / Commercial lights

3.1.3 Public area lights / Solar powered lights

3.1.4 LED bulb / LED tube / Flashlight / Planner lights

3.1.5 Down light / Spotlight / Gem-Light / Stage lights

3.1.6 High bay lights / Mining lamps / Explosion proof lights / Exit sign lights

3.1.7 Plant growing lights / Dental curing lights Surgical lights / Germicidal lamps

3.1.8 Others

■ 3.2 Decorative Lighting

3.2.1 Chandeliers / Crystal lights

3.2.2 Table lamps / Wall lights

3.2.3 Christmas lights

3.2.4 Others

■ 3.3 Accessories and Electronic Components

3.3.1 Lens / Heatsink

3.3.2 Driver / Dimmer / Transformer

3.3.3 Lampshades / Lamp holder

3.3.4 Light controller / Measurement system

3.3.5 Others

■ LED Applications

4.1 Backlight 4.2 Automotive Lamps 4.3 Display Board 4.4 Traffic Signal

4.5 IrDA 4.6 Others

■ LED / OLED Materials & Equipment

■ 5.1 LED Materials

5.1.1 Substrate 5.1.2 Ingot 5.1.3 Epiwafer 5.1.4 Chip 5.1.5 Phosphor

5.1.6 Epoxy 5.1.7 Lead Frame 5.1.8 Others

■ 5.2 OLED Materials

■ 6.1 LED Equipment

6.1.1 Crystal Growing / MOCVD

6.1.2 Mask / Etching / Dicing / Bonding / Packaging

6.1.3 Tester / Prober / Aging / Sorter

6.4 Others

■ 6.2 OLED Package / Module

C. OPTO Taiwan

1) Compound Semiconductor

- Materials, Ingot, Substrate, Wafer, Chip
- Processing Equipment (Mask / Wafer / Assembly / Test)
- Factory Facility (FA, Clean Room)

2) Optoelectronics Devices

- LED, Laser Diode, EL, HBT, HEMT
- Photo Detector, IR Sensor, CCD, CIS, CMOS
- Display Module (LCD, OLED, LCOS, DMD)

- Opto-Mechatronics, MEMS, Nano-technology
- 3)Optical fiber Communication
 - Active Components, Passive Components
 - Fiber, OFC System / Equipment
- 4)Laser applications
 - Lasers & Peripheral Utility, Hologram Products
 - Laser Machining, Laser Instruments, Laser Medical
- 5)Vacuum Coating
 - Target, Vacuum Equipment, Cleaner,
 - Evaporator, Sputter, LPE, MBE, CVD, etc.
- 6)Precision Instruments / Equipment
 - Optical, Electronics, Vacuum Instruments
 - Analysis, Measuring, Inspection Instrument
- 7)Precision Optics
 - Optical Lenses / Module
 - Optical Components
 - Coating Products
 - Manufacturing Equipment
 - Optical Materials

Appendix 2: 2012 Procurement Meetings -Overseas Buyers Application Form

Please fill out this form and fax to: +886-2-2396-8513 before May 15, 2012.

Please be noted that the major language at the VIP Buyer Meeting is English.

No.(writtenby organizer)		Website	
Company Name			
Tel		Fax	
Office (Airmail) Address			
Name of Delegate	Title	Tel	E-mail
Company Classification	<input type="checkbox"/> Manufacturer <input type="checkbox"/> Distributor <input type="checkbox"/> Brand/System		
Company Capital (USD)			
Company Annual Sales (USD)	(Any in 2009~2011)		
Estimated Procurement Value (USD)			
Headquarter Location (Country)			
Previous Experience	Have you applied for our VIP Buyer Scheme before? <input type="checkbox"/> Yes, in year _____ <input type="checkbox"/> No		
Company Product			

Please select the items that you plan to purchase from the following list.

A. Solar Taiwan 2012

- 1.c-Si PV Cell 2. c-Si PV Module 3. Thin Film PV Module 4.BIPV Modules
 5. HCPV Solution 6. PV Inverter 7. PV Tracker 8. Wafer 9. Material / Equipment / Component

B. LED Lighting Taiwan 2012

■ LED / OLED Light Source

1. Epiwafer / Chip
 2. Package / Module
 2.1 Lamp 2.2 Digital 2.3 Dot Matrix 2.4 Cluster
 2.5 SMD 2.6 Others

■ LED / OLED Lighting Fixture

■ Technical Lighting

- 3.1.1 Exterior lights / Street lights / Tunnel lights
- 3.1.2 Architectural lights / Commercial lights
- 3.1.3 Public area lights / Solar powered lights
- 3.1.4 LED bulb / LED tube / Flashlight / Planner lights
- 3.1.5 Down light / Spotlight / Gem-Light / Stage lights
- 3.1.6 High bay lights / Mining lamps / Explosion proof lights / Exit sign lights
- 3.1.7 Plant growing lights / Dental curing lights / Surgical lights / Germicidal lamps
- 3.1.8 Others

■ 3.2 Decorative Lighting

- 3.2.1 Chandeliers / Crystal lights
- 3.2.2 Table lamps / Wall lights
- 3.2.3 Christmas lights
- 3.2.4 Others

■ 3.3 Accessories and Electronic Components

- 3.3.1 Lens / Heatsink
- 3.3.2 Driver / Dimmer / Transformer
- 3.3.3 Lampshades / Lamp holder
- 3.3.4 Light controller / Measurement system
- 3.3.5 Others

■ LED Applications

- 4.1 Backlight
- 4.2 Automotive Lamps
- 4.3 Display Board
- 4.4 Traffic Signal
- 4.5 IrDA
- 4.6 Others

■ LED / OLED Materials & Equipment**■ 5.1 LED Materials**

- 5.1.1 Substrate
- 5.1.2 Ingot
- 5.1.3 Epiwafer
- 5.1.4 Chip
- 5.1.5 Phosphor
- 5.1.6 Epoxy
- 5.1.7 Lead Frame
- 5.1.8 Others

 5.2 OLED Materials**■ 6.1 LED Equipment**

- 6.1.1 Crystal Growing / MOCVD
- 6.1.2 Mask / Etching / Dicing / Bonding /

Packaging

- 6.1.3 Tester / Prober / Aging / Sorter
- 6.1.4 Others
- 6.2 OLED Package / Module

C. OPTO Taiwan 2012**1. Compound Semiconductor:**

- 1.1 Materials, Ingot, Substrate, Wafer, Chip
- 1.2 Processing Equipment
- 1.3 Factory Facility
- 1.4 Others

2. Optoelectronics Devices:

- 2.1 LED
- 2.2 Laser Diode
- 2.3 HBT, HEMT
- 2.4 Photo Detector
- 2.5 IR Sensor
- 2.6 CCD, CIS, CMOS
- 2.7 Display Module
- 2.8 Opto-Mechatronics
- 2.9 MEMS
- 2.10 Nano-technology
- 2.11 Others

3. Optical fiber Communication (OFC):

- 3.1 Fiber / Cable
- 3.2 Active OFC Components
- 3.3 Passive OFC Components
- 3.4 OFC System / Equipment
- 3.5 OFC Measuring Instrument
- 3.6 Others

4. Optical Input/Output & Storage Devices:

- 4.1 Camera
- 4.2 Cell Phone
- 4.3 OA Machines (Scanner/Fax/Printer/Copier)
- 4.4 Optical Drive / Player
- 4.5 Optical Disc
- 4.6 Optical Engine
- 4.7 ODD Chip Set
- 4.8 Optical Drum
- 4.9 Pick-up Head
- 4.10 Dye
- 4.11 Others

5. Laser applications:

- 5.1 Laser Machining
- 5.2 Medical Laser
- 5.3 Lab Laser
- 5.4 Lasers & Peripheral Utility
- 5.5 Hologram Products
- 5.6 Others

6. Vacuum Coating:

- 6.1 Target
- 6.2 Vacuum Equipment
- 6.3 Cleaner
- 6.4 Evaporator, Sputter, LPE, MBE, CVD
- 6.5 Others

7. Precision Instruments / Equipment:

- 7.1 Optical
- 7.2 Electronics
- 7.3 Vacuum Instruments
- 7.4 Analysis
- 7.5 Measuring
- 7.6 Inspection
- 7.7 Others

8. Precision Optics

- 8.1 Optical Lenses / Module
- 8.2 Optical Components
- 8.3 Coating Products
- 8.4 Manufacturing Equipment
- 8.5 Optical Materials
- 8.6 Others

Signature : _____ Date: _____

Please fill out this form and fax to: +886-2-2396-8513 before May 15, 2012.

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