Hosted VIP Buyer Program

Think Smart Make Smart
Fostering a resilient and growing electronics manufacturing supply chain in Southeast Asia
What is it

- An efficient and effective platform for OEM/Device Makers to meet and qualify relevant suppliers for future collaboration

- SEMICON Southeast Asia Show is the premier venue in Southeast Asia for efficient global semiconductor industry customer / supplier interactions

How it works

1. RFI to participating Device Maker/OEM
2. Dissemination to SEMI Global members
3. Joint vetting of submission
4. Screening of qualified suppliers
5. Meeting with qualified suppliers @ SEMICON SEA
Supplier Search Major Phases (open for discussion)

- **Awareness & Communication**
  - **Supplier products submission**
  - **JAN 2019**

- **Buyer Interaction RSVP**
  - **Buyer RFI Development**
  - Through online questionnaire
  - **FEB 2019**

- **Supplier Profile Review**
  - **Web, eMail interaction**
  - **MAR 2019**

- **Buyer Selection Process**
  - **Buyer selection process**
  - **MAY 2019**

- **Buyer/Supplier Meeting**
  - **Buyer / Supplier meeting**
  - SEMI: Facility logistics & supplier reception
  - **JAN 2019**

- **SEMI / Buyer Review Plan**
  - **SEMI & Buyer post-show evaluation**
  - **FEB 2019**
Timeline of Interest (Overview)

The effectiveness of such a program will be dependent on adequate time allowed for excellent RFI provision and vetting process.

The following is suggested timeline that may guarantee quality of the SSP:

<table>
<thead>
<tr>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Phase 4</th>
<th>Phase 5</th>
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</thead>
<tbody>
<tr>
<td>OEM/Device Maker on board for SSP</td>
<td>RFI with OEM/Device Maker procurement and engineering team</td>
<td>Dissemination of RFI to SEMI Global Members</td>
<td>Vetting and finalizing qualified suppliers</td>
<td>Buyer-Supplier matching @ SEMICON Southeast Asia 2019</td>
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<tr>
<td>Jan 2019</td>
<td>Feb 2019</td>
<td>Feb 19</td>
<td>Mar 18</td>
<td>May 7-9 (depending on number of successful suppliers)</td>
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</tbody>
</table>
Detailed Supplier Search Timeline

Present & Confirm Plan

Review & Approval

RFI Messaging

Logistics Preparation

Solicitation

Select Supplier

Notify & Schedule

Supplier Prep

Interviews at SEMICON SEA

Supplier Meeting Project Schedule

<table>
<thead>
<tr>
<th>December</th>
<th>January</th>
<th>February</th>
<th>March</th>
<th>April</th>
<th>May</th>
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<td>9</td>
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Meeting Style Options
Conceptual Room Layout

Sequential Single Meetings
Multiple Simultaneous Supplier Meetings
Staging Area
VIP Hosted Foreign Buyer

**Airfare Subsidy (per pax)**

<table>
<thead>
<tr>
<th>Region</th>
<th>Airfare Subsidy (USD)</th>
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<tbody>
<tr>
<td>US &amp; Europe</td>
<td>$800</td>
</tr>
<tr>
<td>Asia</td>
<td>$300</td>
</tr>
<tr>
<td>Southeast Asia</td>
<td>$150</td>
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**Note**

i. Subject to relevant buyer criteria
ii. Maximum of 2 pax/company

Concierge service (during SEMICON SEA 2019 only)

a) 2 nights stay at SEMI designated partner hotel
b) Airport transfer, Priority hotel check-in, Hotel to MITEC Transfer
c) MITEC to hotel at any time (terms & conditions applies)
d) Dedicated SEMI SEA care specialist (during SEMICON SEA 2019 only)
VIP Hosted Foreign Buyer

Other Benefits
a) Invitation to Industry VIP Networking Gala @ SEMICON Southeast Asia
b) 2-Year VIP Technical Program Pass accessible to all SEMI SEA Events

Criteria for qualification
a) Candidate must be in a position of either influencing a purchasing decision or engineering decision for supplier qualification to their respective company
b) Relevant candidate must interview at least 5 exhibitors per day for 2 days
c) Candidate must be from the electronics manufacturing supply chain companies
SEMICON SEA 2019 Floorplan

Interactive floor plan: [LINK](www.semiconsea.org)
Malaysia International Trade and Exhibition Centre

MITEC is easily accessible through several major roads and highways. The venue is located approximately 7.5km from the Kuala Lumpur City Centre and 65km from the Kuala Lumpur International Airport.

The following major roads, expressways and highways will conveniently direct visitors to MITEC:
- DUKE (Duta-Ulu Klang Expressway)
- NKVE (North Klang Valley Expressway)
- SPRINT Highway
- Jalan Kuching

Kompleks MITEC, No. 8, Jalan Dutamas 2, 50480 Kuala Lumpur, Malaysia
Thank you for partnering with SEMI Southeast Asia!

TOGETHER
WE CAN MAKE A DIFFERENCE

Connecting members to new markets and business opportunities around the world

Email : kfng@semi.org