



# SME Instrument's Overseas Trade Fairs

Supporting international commercialisation of EU innovation

**Hello SME Instrument Innovators!**

We offer you a **free booth** at **Metalex**, that will take place on **21 - 24 November 2018, in Bangkok, Thailand!**



**Apply here!**

**Deadline:  
25 August 2017**



## METALEX EXHIBITION

METALEX is the most important gathering of ASEAN's metalworking community. METALEX sets future industrial trends in terms of technologies, policies, investments, and commercialisation.

### +90000 VISITORS IN 2016

Aerospace & Automotive, Parts Manufacturing, Air Conditioning & Refrigeration, Architecture & Design, Building & Construction Electrical / Electronics Manufacturing, Engineering, Contracting Manufacturing & Turnkey Projects, Furniture, IT & Telecom, Manufacturing & Processing, Material Testing & Inspection, Metal Component & Products Manufacturing, Mould & Die, Motor & Vehicles, Food & Beverage Machine, Oil & Gas, Parts & Bearing, Pharmaceutical, Rubber & Plastic Products Manufacturing, Ship Building / Marine Engineering Transport, Storage & Handling

### 2,700+ EXHIBITORS IN 2016

Metrology, Tools & Tooling, Factory Automation, Pumps & Valves, Equipment, Sheet Metal, Wire & Tube, Robot, Welding, Machine Tools

**At METALEX,  
OTF offers you**

### TO EXHIBIT YOUR TECHNOLOGY

At your own 5 sq.m booth on the SME Instrument Pavilion

### PRE-SET BUSINESS MEETINGS

With relevant business counterparts based on your company profile

### BUSINESS MENTORING

Support to prepare for the Trade Fair, business meetings and follow-up

### INTERNATIONAL VISIBILITY

Promotion of your SME at the Trade Fair, and in the target market/region

## Who can apply ?



**Phase 1 and Phase 2 SME Instrument funded companies, with a signed Grant Agreement before the application deadline**, with global ambitions, a solid international business strategy and who are seriously committed to participating in the trade fair.



**Applications are open to all SME Instrument topics.** As Metalex focuses on all aspects of business and economic activities in Thailand, Champions from topics SMEInst-02, will be favourably considered.



**Any doubts about your eligibility or the selection process?** Please consult our [FAQ](#). Our [helpdesk](#) will also assist you with pleasure.



## A one-year journey together



## What should you expect to invest ?

Expenses	Your expected contribution	European Commission contribution	
<b>TRAVEL &amp; ACCOMODATION</b>			
<b>Direct Flight Economy class</b> (Europe—Bangkok—Europe)	+/- 1000 €	<b>50% of all expenses up to 1000 €</b>  <i>The additional costs may also be covered as dissemination activities under the SME Instrument Phase 2- grant agreement if it is still on-going at the day of the exhibition period at the trade fair.</i>	
<b>Single Room</b> (4 nights in Bangkok)	+/- 500 €		
<b>OPTIONAL ADDED-VALUE SERVICES</b>			
<b>Category 1</b> (Travel and accommodation services)	+/- 1000 €		
<b>Category 2</b> (Consulting and regulatory advice)			
<b>Category 3</b> (Printing, translation, booth customising)			
<b>Total</b>	<b>+/- 2500 €</b>		
<b>Human Resources</b>			
Pre-departure briefing	1-2 people for 1 day	The Overseas Trade Fairs team to support you through the whole experience	
Overall preparation for the mission	1-2 people for 15 days		
Exhibition in Bangkok	1-2 people for 3 days		
Feedback (2 surveys)	1 person for 2 hours		
Follow-up with business partners	1-2 people for ∞ days		

## Acceptance and cancellation policy

**Should you be selected to this programme, you will be notified by the *Date to be confirmed***  
 We expect you to follow up on this within 7 days, by filling the required Company Profile form.

**Cancellations will only be considered in duly documented cases of “force majeure”**  
 In any other case, you will be excluded from participating to the SME Instrument’s Support to commercialisation services (trade fairs, academy, etc). In case of doubts, please contact our [helpdesk](#).

[OverseasTradeFairs@SME-Instrument-OTFs.eu](mailto:OverseasTradeFairs@SME-Instrument-OTFs.eu)

@H2020SME\_OTF SME Instrument – Overseas Trade Fairs

[ec.europa.eu/easme/en/sme-instrument-s-overseas-trade-fair-programme](http://ec.europa.eu/easme/en/sme-instrument-s-overseas-trade-fair-programme)

Executive Agency for SMEs

In case of technical issues with the application form, please contact us [here](#).