

The One and Only Integrated Security Exhibition in Asia

Member of the Global **IFSEC** Group

SECON 2023

International Security Exhibition & Conference

29 – 31 March 2023 | KINTEX, Korea

Hosted Buyer Programme

Contact:

Mr. Charlie Cha
secon-matching@informa.com



Experience SECON 2023! Hosted Buyer Programme



What is SECON 2023 Hosted Buyer Programme?

SECON 2023 launches '**Hosted Buyer Programme**', which aims to set the stage for business between exhibitors and prospective buyers from all over the world. This programme will provide the buyers with a superb opportunity for their successful business with exhibitors. Apply for SECON 2023 Hosted Buyer Programme now to get exclusive benefits!

Please be aware that the application of Hosted Buyer Programme opens until **31st of January (Tue) 2023**.

1. Who Qualifies

- An applicant having purchasing power or authority to source security-related products and solutions.
→ [Check Exhibit Profile of SECON 2023](#)
- An applicant wishing to promote their sales will not be accepted into this programme.
- To qualify, a hosted buyer should stay at the event at least **2 days** and hold a minimum of **6 verified meetings** with **SECON 2023 exhibitors**.

2. Benefits

We provide the privileges for a qualified buyer as follows:

- Accommodation for 3 nights at the designated hotel including breakfast
- Economy class round-trip flight tickets

Location	Fare Limit	Location	Fare Limit	Location	Fare Limit
America	USD 2,000	Middle East	USD 1,350	Central Asia	USD 650
Africa	USD 1,300	Southwest Asia	USD 800	Japan	USD 300
Europe	USD 1,200	Southeast Asia	USD 650	China	USD 450
Oceania	USD 1,500	Taiwan	USD 400	Hong Kong	USD 400

- Personalised, pre-arranged meetings with suitable exhibitors.
- Buyer Badge and Privileged access to the VIP lounge with complimentary snack & beverage

3. How to Apply?

Please complete the forms on the following pages and return the copies to the fair manager.

- **Required documents and process**
 - 1) SECON 2023 hosted buyer application form
 - 2) An applicant's business card
 - 3) E-brochure of your company/products
 - 4) Copy of Business Certificate
 - 5) An applicant is required to pre-register as a visitor of SECON 2023.
Please pre-register at the official website (www.seconexpo.com).
- **Application Deadline: 31st of January (Tue) 2023**
- **All applications will be reviewed by the screening committee and qualified applicants will be informed about their acceptance to the programme.**

*If you have any enquiries, please contact SECON 2023 Secretariat

Contact: Mr. Charlie Cha Email: secon-matching@informa.com Tel. +82 2 6715 5400

SECON 2023 Hosted Buyer Application Form**1. General Information**Please kindly fill in the form below ***All fields are mandatory.**

Business Card	*Please attach your business card and e-brochure of your company/products or business scope in email when you send this document back.		
Salutation	First name		Last Name
Company Name			
Business Type *Multiple Answer	<input type="checkbox"/> Manufacturer	<input type="checkbox"/> Distributor	<input type="checkbox"/> Exporter
	<input type="checkbox"/> Importer	<input type="checkbox"/> Wholesaler	<input type="checkbox"/> Retailer <input type="checkbox"/> Others
Address			Zip Code
Website		Email	
Telephone		Mobile	
Function	<input type="checkbox"/> Owner / CEO / GM	<input type="checkbox"/> Production / R&D / Quality	
	<input type="checkbox"/> Purchasing Management - Buyer	<input type="checkbox"/> SI (System Integrator)	
	<input type="checkbox"/> Wholesaler / Distributor / Importer	<input type="checkbox"/> Others:	
	<input type="checkbox"/> Marketing / Communications		
Purchasing Authority	<input type="checkbox"/> Final	<input type="checkbox"/> Senior decision maker	
	<input type="checkbox"/> Influencer		
Purchasing Budget	<input type="checkbox"/> Below USD 50,000	<input type="checkbox"/> USD 200,000 ~ USD 500,000	
	<input type="checkbox"/> USD 50,000 ~ 100,000	<input type="checkbox"/> USD 500,000 and above	
	<input type="checkbox"/> USD 100,000 ~ 200,000		
What is your company's annual turnover (USD)?			
If any, please describe your current business relationship with Korea			
What kinds of products are you looking to source at SECON 2023?			
Please describe your purpose of applying for SECON 2023 Hosted Buyer Programme			
Do you need an invitation letter for your visa application?			
<input type="checkbox"/> Yes <input type="checkbox"/> No			
Did you finish SECON 2023 Visitor Pre-registration at our official website (www.seconexpo.com)?			
<input type="checkbox"/> Yes <input type="checkbox"/> No			
*Applicants are required to pre-register as a SECON 2023's visitor on the official website (www.seconexpo.com).			

SECON 2023

2. Purchasing Details

► What type(s) of product(s)/service(s) are you looking for?

Please kindly tick(✓) appropriate category(ies) and briefly describe product(s)/service(s) belonging to each category in the table below.

Product Category	Details of Product(s)/service(s)
<input type="checkbox"/> Video Surveillance	
<input type="checkbox"/> Access Control	
<input type="checkbox"/> Cyber Security	
<input type="checkbox"/> Homeland Security /Industry Security	
<input type="checkbox"/> IoT Security	
<input type="checkbox"/> Social Security System	
<input type="checkbox"/> Others (Please specify)	

Please Note: Accepted hosted buyer is designated according to the screening committee's criteria of eligibility, such as function, purchasing authority and purchasing budget. The decision of the screening committee is final.

I agree to collect/use my personal information for any business activities by the fair manager.

Please tick (✓) here to indicate that the general information and the purchasing details you have provided are true and correct.

 Date

 Name

 Signature

SECON 2023

3. Terms & Conditions

By joining SECON 2023 hosted buyer programme, a buyer will automatically accept the following terms and conditions defined by the fair manager.

1) General

- Each company may only avail of one (1) person as Hosted Buyer.
- Once you have been selected as a Hosted Buyer, you are not allowed to change the person in the list to another. (Exceptions are made only when a person of higher position comes.)
- If a hosted buyer fails to fulfil their commitments, he/she will be excluded from the hosted buyer programme.
- Overview of the hosted buyer programme process is as follows:



2) A hosted buyer will be committed to:

- Attend the event and hold **at least six (6) verified meetings** with exhibitors **during at least two (2) days of staying** at SECON 2023.
 - A hosted buyer should pre-schedule his/her meetings via the fair manager at your discretion. The lists of exhibitors and their products and meeting request form will be emailed by the fair manager. And then hosted buyer should reply to the fair manager with multiple times when you would like to have meetings with the exhibitors you are interested in.
 - A hosted buyer should conduct pre-scheduled meetings with the exhibitors for at least 2 days and should submit at least 6 meeting reports to the fair manager.
 - Attending meetings onsite may be monitored by assisting staff in the venue to prevent no-shows.
- Attend **15 – 20 minutes interview (video and photo)** with the fair manager and **complete the online visitor survey**.

3) Benefits

- **3 nights accommodation (designated by the fair manager, Breakfast included)**
 - A copy of hosted buyer's passport should be submitted to the fair manager.
 - Hotel reservation will be made by a hosted buyer in advance. When getting reservation form by the fair manager, a hosted buyer should submit the hotel reservation form to the designated hotel, and pay the full hotel accommodation fee before the event.
 - Hotel change by a hosted buyer is not allowed.
 - Following a review progress of the submitted report, the fair manager will reimburse the three nights hotel charge to a hosted buyer within 4 weeks after the event.
 - Expenses for three nights of accommodation, breakfast, and VAT will be covered by the fair manager. But please note that any other personal expenses, such as extended nights or hotel mini-bar, will be borne solely by a hosted buyer.
- **Economy class round-trip flight ticket**
 - Booking flights will be made by a hosted buyer in advance.
 - A copy of the e-ticket priced in USD should be submitted to the fair manager.
 - Following a review progress of the submitted report, the fair manager will reimburse the flight fare to a hosted buyer within 4 weeks after the event.
 - The maximum amount of support is determined according to the table below for each place of departure. If there is an excess of the amount below, the hosted buyer must bear the excess.

Location	Fare Limit	Location	Fare Limit	Location	Fare Limit
America	USD 2,000	Middle East	USD 1,350	Central Asia	USD 650
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Europe	USD 1,200	Southeast Asia	USD 650	China	USD 450
Oceania	USD 1,500	Taiwan	USD 400	Hong Kong	USD 400

SECON 2023

- **Buyer Badge and access to the VIP lounge**
 - A hosted buyer could pick up Buyer Badge.
 - A hosted buyer could access to the VIP lounge.
 - ☞ Snack & Beverage will be available at the VIP lounge.

4) Reimbursement

- **Progress**
 - Overview of reimbursement process is as follows:



- **Time of reimbursement**
 - **within 4 weeks after the event**
- **Required documents**

To be submitted for verification

Before the start of exhibition	<ul style="list-style-type: none"> ① A copy of passport ② e-Ticket priced in USD <p><i>* In case you pay in your local currency, you should submit the amount in USD with the official exchange rate announced by your banking agency based on wire transfer (sending) on the paid date.</i></p>
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During the exhibition	<ul style="list-style-type: none"> ① Meeting reports with at least 6 exhibitors ② Boarding pass
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Within 2 weeks of event end	<ul style="list-style-type: none"> ① Corporate invoice in USD
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- ▶ Please complete meeting report form during the event.
- ▶ Please notify flight itinerary to the fair manager for reference.
- ▶ Invoice must include:
 - ① Recipient: **Informa Markets BN Co Ltd**
 - ② Corporate Bank Account Information: The beneficiary customer/recipient's name should be a corporate name. An individual's account is NOT acceptable.
 - ③ Amount should be in USD
Please be advised that an account should be acceptable for USD. Please check with your banking agency ahead.
- ▶ **No-refund regulations, if any of the following is true:**
 - **Cancellation of visit or no-show at the exhibition**
 - **Insufficiency for requirements: 2 days stay at the exhibition, 6 meetings & reports, interview, and survey**

Please tick (√) here to indicate that you have read, understand and agree to the terms and conditions of SECON 2023 Hosted Buyer Programme.

Date
Name
Signature