

## 2010 Procurement Meeting – Rules of Subsidies for Overseas Buyers

### Preface

Taiwan photonics industry's total production value in 2009 reached 52.2 billion USD, taking 16% shares in global market. In 2004, the production value of Taiwan photonics industry broke 32 billion USD. Three years later, Taiwan photonics industry hit the record high by creating production value up to 64 billion USD. Although the industry was impacted by the financial tsunami in 2008, the industry began to recover in Q2. Taiwan photonics industry is predicted to return to the level of 2008 in 2010, and in 2011 further break the production value record of 2007 to reach over 64 billion USD.

Taiwan photonics products that top the world's No. 3 and above are as follows: LED chip, LED packaging, TFT LCD material & component, TFT LCD panel, CIS module, scanner, digital camera (OEM), DVD-ROM, DVD-R, optical lens and so on. Among all, by taking 16% global shares Taiwan solar cell's revenue tops the world's No.3. **Photonics Festival in Taiwan** is definitely the best chance to show and see the vitality and competence of 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 559 exhibitors and over 35,000 visitors in 2009. 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 10, 2010. 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: 13:00~16:30 PM, June 10 (Thu.), 2010
2. Venue: Conference Room #5, 2<sup>nd</sup> Floor, Exhibition Hall 1, Taipei World Trade Center

### III. Maximum Number of Subsidized Buyers

1. General Buyers: 10

2. VIP Buyers: 20

**IV. Rules of Subsidies**

1. General Buyers:

A. Requirements:

- (1) Company annual revenue of over 10 million USD
- (2) Aiming to purchase products listed in **Appendix 1** at the “Procurement Meetings” at **Photonics Festival in Taiwan 2010**.

B. Subsidies:

- (1) PIDA provides subsidies for 3-day hotel accommodation, and two of the three days must be in June 9-11, 2010.
- (2) The upper limit of the allowance is NTD15,000 (approximately USD470), which is also available for airport pickup service, food and beverages, laundry and telephone services provided by the hotel. Alcoholic beverages are not included.
- (3) Only 1 purchasing representative from each company is offered with subsidies.

2. VIP Buyers:

A. Requirements:

- (1) Company annual revenue of over 30 million USD
- (2) Aiming to purchase products listed in **Appendix 1** at the “Procurement Meetings” at Photonics Festival in Taiwan 2010.

B. Subsidies:

- (1) PIDA provides subsidies for 3-day hotel accommodation, and two of the three days must be in June 9-11, 2010.
- (2) The upper limit of the allowance is NTD15,000 (approximately USD470), which is also available for airport pickup service, food and beverages, laundry and telephone services provided by the hotel. Alcoholic beverages are not included.
- (3) PIDA provides subsidies for round-trip economy class tickets. To upgrade class or any other expense of transportation, the maximum for subsidies are shown as below.

Nation & Region	Japan	Asia (Except Japan and the Middle East )	EU ,USA, Africa, Australia, and the Middle East
Max. Subsidies	USD600	USD500	USD1,400

(4) Only 1 purchasing representative form each is offered with subsidies.

## V. Application

1. Fax the Application Form (**Appendix 2**) to PIDA before **April 30, 2010**. If approved, qualified buyers will be informed for follow-up arrangement.

2. Subsidies of hotel accommodation:

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

(1) Photocopy of passport

(2) Business card

(3) Photocopy of visitor badge of **Photonics Festival in Taiwan**

(4) Questionnaire filled by buyers.

(The estimated amount of procurement must be written.)

3. Subsidies of flight tickets:

PIDA will pay the subsidies after the Procurement Meeting on June 10, 2010 when the following documents are provided by the VIP Buyers

- Before coming to Taiwan:

(1) A photocopy of electronic flight ticket

(2) A photocopy of flight ticket invoice

- After arrival in Taiwan

(1) A photocopy of passport

(2) A business card

(3) Boarding pass

## VI - Contact Information

Photonics Industry & Technology Development Association (PIDA)

Tel : +886-2-2351-4026 Fax : +886-2-2396-8513

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

**B. LED Lighting Taiwan**

- 1) LED Lighting Fixture
  - for Indoor, Outdoor, Specialty, Solar
  - for Decorating, Landscape, Architecture, Garden
  - Control System & Accessories
- 2) LED Applications
  - Automotive Lamps, Backlight,
  - Display Board, Traffic Signal, IrDA, etc.
- 3) Package / Module
  - Lamp, Digital, Dot Matrix, Cluster, SMD, etc.

- 4) Epi Wafer/Chip
- 5) Materials
  - Substrate, Ingot, Phosphor, Epoxy, Lead Frame, etc.
- 6) Processing Equipment
  - Wafer (MOCVD, Mask, Etching)
  - Assembly (Dicing, Bonding, Packaging)
  - Testing (Prober, Aging)

### C. 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

**D. OPTICS Taiwan**

- 1) Optical Lenses / Module
  - for 4C Products (Digital Camera, Camcorder, Cell Phone, Disc Drives, Projector, etc.)
  - for OA Products (Facsimile, Printer, Copier, Scanner, Bar Code Reader, etc.)
  - for Optical Instruments
- 2) Optical Components
  - Lens, Mirror, Prism, Filter, etc.
  - Glass / Plastic Lens, Spherical / Aspherical Lens
- 3) Coating Products
- 4) Optical Materials : Glass, Plastic, Crystals, etc.
- 5) Manufacturing Equipment
  - Optical Design Software, Precision Mold, Measuring Instruments, etc.
  - Grinding, Molding, Injection, Coating, etc.

**Appendix 2: 2010 Procurement Meetings -Overseas Buyers Application Form**

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 in 2009 (USD)			
Estimated Procurement Value (USD)			
Headquarter Location (Country)			
Company Product			

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

**OPTO Taiwan 2010**

1. Compound Semiconductor
2. Optoelectronics Devices
3. Optical Fiber Communication
4. Laser Applications
5. Vacuum Coating
6. Precision Instruments / Equipment

**LED Lighting Taiwan 2010**

1. LED Lighting Fixture
2. LED Applications
3. Package / Module
4. Epi Wafer / Chip

- 5.  Materials
- 6.  Processing Equipment

**Solar Taiwan 2010**

- 1.  Solar Integrated Product and Applications
- 2.  Photovoltaic(PV) System and Installations
- 3.  PV Module
- 4.  Solar Cell
- 5.  Materials
- 6.  Production Equipment
- 7.  PV Program

**Optics Taiwan 2010**

- 1.  Optical Lenses / Module
- 2.  Optical Components
- 3.  Coating Products
- 4.  Optical Materials
- 5.  Manufacturing Equipment

Signature : \_\_\_\_\_ Date: \_\_\_\_\_

**Please fill out this form and fax to: +886-2-2396-8513 before April 30, 2010.**

**Contact:**

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