



BGA/Trade Fair & Events/2023/102

Date: 30 April 2023

# To All Hon`ble Members of BGMEA

# Subject: Participation in 'Seoul Int'l Sourcing Fair (SISF) 2023' 29<sup>th</sup> November – 01<sup>st</sup> December 2023 in Coex Hall C, Seoul, Republic of Korea.

Dear Sir,

It is our immense pleasure to inform you that Seoul Int'l Sourcing Fair (SISF) will be staged from 29<sup>th</sup> November -01<sup>st</sup> December 2023 at Coex Hall C, Seoul, Republic of Korea. The SISF 2023 show will be focused on the importance of displaying sustainable practices, supply chain management and social compliance. The show can be a kickoff of a positive campaign of information that will lead to Bangladesh export growth. They also would like to promote Jute products from Bangladesh as part of the sustainable display along with Ready Made Garments as well. So it's a potential market for our apparel manufacturer. Interested participants are requested to contact directly to the show organizer. The detail information of the fair is mentioned below:

### Details of the Fair

1. Name of the Exhibition: Seoul Int`l Sourcing Fair (SISF) 2023 (29th November - 01st December 2023)Venue: Coex Hall C, Seoul, Republic of Korea.Registration Deadline: 26 October, 2023

Category	Booth Type	Price
Early Bird Registration	Space Only	USD 2,700
(27 <sup>th</sup> July, 2023	Shell Scheme	USD 3,100
	Premium	USD 4,000
General Registration	Space Only	USD 3,000
(26 <sup>th</sup> October ,2023	Shell Scheme	USD 3,400
	Premium	USD 4,600
Corner Booth ( Option)	Two Side Open	USD 300

Directly contact with:

Seoul Int'l Sourcing Fair (SISF) 2023, Secretariat ; Phone: +82 2 6000 8252 ; Fax: +82 2 6944 8304 Email: <u>sipremium.info@coex.co.kr</u> Web: www.sipremium.com

BGMEA will provide necessary assistance. For any query, please contact: Md. Shahriar Rahman, Deputy Secretary, BGMEA, Mobile: +88 01671-429218 Sizan Mahmud Plabee, Executive, BGMEA, Mobile: +88 01727656997

Attachment:

1. Brochure

Thanking you,

Secretary Genera

BANGLADESH GARMENT MANUFACTURERS & EXPORTERS ASSOCIATION (BGMEA) বাংলাদেশ পোশাক প্রস্তুতকারক ও রপ্তানীকারক সমিতি

— • বাংলাদেশে তৈরি • —

BGMEA Complex, House # 7/7A, Block # H-1, Sector # 17, Uttara, Dhaka-1230, Bangladesh. Tel: +880 9638012345 | E-mail: info@bgmea.com.bd | Web: www.bgmea.com.bd

বাংলাদেশ দূতাবাস গণপ্রজাতন্ত্রী বাংলাদেশ সরকার সিউল, দক্ষিণ কোরিয়া



No. BDS/12/22/81

**Embassy** of the People's Republic of Bangladesh Seoul, Republic of Korea

Date: 17 April 2023

Subject: Exhibition "Seoul Int'l Sourcing Fair (SISF) 2023" in Coex Hall C, Seoul, Republic of Korea.

Respected Sir,

With due respect, I would like to inform you that Seoul City of the Republic of Korea is going to organize a fair on "Seoul Int'l Sourcing Fair 2023" in the Coex hall C on  $29^{\text{th}}$  November –  $01^{\text{st}}$ December 2023. The detailes information are mentioned below:

Fair Name	:	Seoul Int'l Sourcing Fair 2023
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: 29<sup>th</sup> November – 01<sup>st</sup> December 2023 Date

: Coex Co. Ltd., Institute of Convention & Exhibition Management (ICEM) Organizer

: Coex Hall C, Seoul, Korea Venue

Registration Deadline : 26 October 2023

**Booth Type and Rent** :

Category	Booth Type	Unit Price	Comment
Early Bird Registration	Space Only	USD 2,700	
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Corner Booth (Option)	Two Sides open	USD 300	

Contact Information: Seoul Int'l Sourcing Fair 2023 Secretariat, Tel: +82 2 6000 8152, Fax: +82 2 6944 8304, Email: sipremium.info@coex.co.kr, Web: www.sipremium.com

According to the previous year's experiences attending the RMG and Jute products 02. related companies in the SISF Fair will be more appreciable

This is for your kind information and necessary action as deemed appropriate. 03.

**Enclosure:** As Stated.

With best regards, Afging: 17.4.202;

17.4.2023

(Dr. Md. Mizanur Rahman) Commercial Counsellor Phone: +82 2 7964003 Email: Commercialwingbdseoul@gmail.com

Vice Chairman Export Promotion Bureau (EPB) TCB Building, 1 Kawran Bazar, Dhaka. (Attention: Director, Fair)

Copy for necessary action (not as per seniority):

01. Senior Secretary, Ministry of Commerce, Bangladesh Secretariat, Dhaka.

02. Secretary, Ministry of Textiles & Jute, Bangladesh Secretariat, Dhaka.

03. Secretary, Ministry of Industries, 91, Motijheel C/A, Dhaka-1000.

04. Additional Secretary (Export), Ministry of Commerce, Bangladesh Secretariat, Dhaka.

- 05. Additional Secretary, Jute Diversification Promotion Centre (JDPC), 145, Monipuripara, Farmgate, Tejgaon, Dhaka-1215.
- 06. Director General, Department of Jute, 99, Motijheel C/A, Dhaka-1000.
- 07. Director General (EA & P), Ministry of Foreign Affairs, Segunbagicha, Dhaka.
- 08. President, BGMEA, BGMEA Head Office, 7/7A, Sector # 17, Block # H-1, Uttara, Dhaka -1230.
- 09. President, BKMEA, BKMEA Head Office 233/1 Bangabandhu Road, Press Club Building (1st Floor), Narayanganj-1400, Bangladesh
- 10. Senior Assistant Secretary (Export-3), Ministry of Commerce, Bangladesh Secretariat, Dhaka.

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(Dr. Md. Mizamer Rahman) Commercial Counsellor Phene: +82 2 7964003 Invit Counsertalwingbdacoth?genul.com

> Vice Chairman Export Promotion Braves (EPB) TCB Building, I Kawren Bazen, Diaka KAmution, Director, Fabil

Copy for necessary action (not as net similarity):

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  - C. Secretary, Ministry of Textiles & Jutz, Banyladeth Secretariat, D
  - Scoretary Ministry of Industries, 91. Mathinesi (24. Fibalos-100
- 04. Additional Secretary (Export), Ministry of Commerce, Handledesh Secretarias, D

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SØURCING FAIR 2023	<ul> <li>D DA</li> <li>CC</li> <li>FS (L)</li> <li>FS (Pol)</li> </ul>	□ Urgent □ Put up □ Discuss □ N/Action
Seoul Int'l Sourcing Fair 202 29 <sup>th</sup> November – 1 <sup>st</sup> December, 2023 Coex Hall C, Seoul, Korea	<ul> <li>HOC</li> <li>HOC</li> <li>HOC</li> <li>HOC</li> <li>SSS (Cons)</li> <li>PO/SS</li> <li>Signature: 7</li> <li>Date: 7</li> </ul>	Distribute Follow up File
Since 1991 Secul Int'l Sourcing Fair has been one of the top B2B trade show of	Dairy no.2023	3.04.12

Since 1991, Seoul Int'l Sourcing Fair has been one of the top B2B trade show on Consumer goods, Gift, Sales promotion items in South Korea. It has been steadily growing with professional exhibitors and buyers. Seoul Int'l Sourcing Fair will help you to have practical business outcomes through 1:1 Biz-Match program with retail and wholesale big buyers. If you are looking for new ways to energize your business and discover new business opportunities, Seoul Int'l Sourcing Fair is a perfect place to be.

# SOURCING FAIR 2023 OVERVIEW

	DATES	29 <sup>th</sup> November – 1 <sup>st</sup> December, 2023
SHOW DETAILS	LOCATION	Coex Hall C, Seoul, South Korea
ORGANIZED BY		Coex Co., Ltd. Institute of Convention & Exhibition Management (ICEM)
EXHIBITORS INFORMATION NUMBER OF EXHIBITING NUMBER OF EXHIBITING BOOTHS	300	
		350
	APPLICATION DUE DATE	26 <sup>th</sup> of October, 2023
VISITORS	EXPECTED ATTENDANCE	15,000
INFORMATION	ADMISSION FEE	Pre-registered : Free / On-Site : 10,000 KRW

# **PREVIOUS SHOW RESULTS (Soucing Fair 2022)**

- No. of Exhibitors : 220
- No. of Booths : 250
- No. of Visitors : 9,220
- No. of International Buyers invited : 39

# **BOOTH FEES AND REGISTRATION DEADLINES**

Category	Booth Type	Unit Price
	Space Only	USD 2,700
Early Bird Registration	Shell Scheme	USD 3,100
(27 <sup>th</sup> July, 2023)	Premium	USD 4,000
	Space Only	USD 3,000
General Registration	Shell Scheme	USD 3,400
(26 <sup>th</sup> October, 2022)	Premium	USD 4,600
Corner Booth (Option)	Two Sides open	USD 300

% All foreign companies are required to pay VAT according to Korean Value-Added Tax Act

※ One booth = 9sqm (3M\*3M)

### Seoul Int'l Sourcing Fair 2023 Secretariat T. +82-2-6000-8152 F. +82-2-6944-8304

E. sipremium.info@coex.co.kr

W. www.sipremium.com



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# **PROGRAMS FOR EXHIBITORS**

• 1:1 Biz-Match Meeting with Domestic Big Buyers

# **ABOUT SOURCING FAIR**

WHAT ARE THE EXHIBITS?	WHO SHOULD VISIT?	WHY PARTICIPATE?
Sales Promotion & Gift	Mass Retailers	Valuable business
Stationery Items	0 Wholesalers	opportunities presented by
Office Items	Importers and Exporters	1:1 Biz-Matching Program
IT & Electrical Goods	Manufacturers	Platform for the latest
I Home & Interior Supplies	I Trade Delegations	market trends from around
Beauty Items	I Trade Representatives	the globe
Sports Items	Department Store	Diverse concurrent events
Food Items	🛛 e-Commerce	Exclusive PR Opportunities
Beverage Items	Apparel Stores	Endorsed by reputable
Fashion & Accessories	Specialty Boutiques	organizations : UFI &
Context & Handmade Items	Lifestyle & Interior Shops	Korea Ministry of Trade,
I Handicrafts	Gifts & Stationery Shops	Industry and Energy
I Home Party Supplies	Accessory Shops	
Summer Vacance items	0 Others	

# INTERNATIONAL PAVILION PACKAGE

# **BUYER DELEGATION PACKAGE**

Sourcing Fair offers the 'National Pavilion Package', a tailor-made program for all trade agencies and organizations. The benefits include booth fee discounts, hotel accommodation discounts, assistance in travel/tour arrangements, upgraded booth design, and more. For further information, please contact to the Secretariat of Sourcing Fair at <u>sipremium.info@coex.co.kr</u> In order to provide convenient visitation for groups of buyers from international trade bodies, Sourcing Fair offers tailored services to delegation groups of 7 or more participants. The official delegation group may receive hotel accommodation, 1:1 business matching meetings and interpreter service, and more. For further information, please contact to the Secretariat of Sourcing Fair at <u>sipremium.info@coex.co.kr</u>

# **KEY FIGURES OF BUSINESS MEETINGS (Soucing Fair 2022)**

With	Consu	Itation	Со	ntract
	Times	Amount(USD)	Times	Amount(USD)
Domestic buyers	1,680	\$75million	108	\$27.6million
Overseas buyers	472	\$999.7million	96	\$263.5million

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# SØURCING FAIR 2023

# **BUYER ANALYSIS (Soucing Fair 2022)**

### Business Types

Imports and retail buyers ranked the highest

Sort	Rate
Trade (Imports, Retail)	36%
Online Market (Open Shopping malls)	34%
Organizaion Promotion Items	9%
Offline Wholesale (Vendors)	9%
Large Distributors (Department Stores)	7%
Government Office (Public Enterprices)	5%

# Decision Makers

Final decision making buers showed 71.5%

Sort	Rate
Final Purchasing Decision Makers	65%
Inermediate Decision Makers	23%
Purchasing Agents	13%

Major Buyers Organizations

# MAJOR DOMESTIC BUYERS

Coupang, CJENM, GS RETAIL, KCCWF,LINKO Hyundai Homeshopping TV Network, LOTTE HIMART, LOTTE MART, wemakeprice, Amazon Services Korea, glluga, 11st, Dong-A Pharm, QooQoo, ELAND RETAIL, mulawear, AKmall, E.LAND RETAIL LTD., KIMS CLUB, Shopee Korea, IICOMCBINED, AFREECATV, IBL, tumblbug, ChongKunDang Healthcare, Kyobo Hottracks, AMOREPACIFIC, POSA, YES24.

# **TYPE OF BUYER'S INDUSTRY**

- Open Markets : Coupang, 11street, Interpark, Auction, Gmarket, Wemakeprice, Ticketmonster, etc.
- Consignment Malls : Kakaocommerce, Wadiz, Kyobo hottracks, Linko, Artbox, 10x10, 29CM, etc.
- Chain Stores : Lotte/Shinsegae/Hyundai/Galleria Department store, E-mart, Lottemart, Homeplus, CJ Olive networks, GS/Lotte/Hyundai Homeshopping, Korea Epost mall, etc.
- Closed Malls : Hyundaiezwel, Interpark bizmarket, KB card mall, KT commerce, etc.
- Overseas Markets : Amazon Korea, Alibaba, Ebaykorea, Shoppee, etc.



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# Participation Application and Contract SOURCING FAIR 2023

## **1. Applicant Information**

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	Zip code ( - )
	Department/Position
( )	Fax
	Website
GIFT DLIVING DBE	AUTY SMART WELLNESS
	( )

#### Key Exhibition Items

\* Please note that ALL contact details (telephone, fax, email) should be a direct contact line to the person in charge of the application.

#### 2. Booth Type / Scale

Booth Type (a)		Booth Cost (b)	Total Fee (a x b)
Space Only	() Booth(s)	USD 2,700/Booth	
Shell Scheme	( ) Booth(s)	USD 3,100/Booth	
Premium	( ) Booth(s)	USD 4,000/Booth	
Space Only	() Booth(s)	USD 3,000/Booth	
Shell Scheme	() Booth(s)	USD 3,400/Booth	
Premium	() Booth(s)	USD 4,600/Booth	
Two Sides open	( )	USD 300	
Online Platform	()	USD 1,100	
	Space Only Shell Scheme Premium Space Only Shell Scheme Premium Two Sides open	Space Only( ) Booth(s)Shell Scheme( ) Booth(s)Premium( ) Booth(s)Space Only( ) Booth(s)Shell Scheme( ) Booth(s)Premium( ) Booth(s)Two Sides open( )	Space Only( ) Booth(s)USD 2,700/BoothShell Scheme( ) Booth(s)USD 3,100/BoothPremium( ) Booth(s)USD 4,000/BoothSpace Only( ) Booth(s)USD 3,000/BoothShell Scheme( ) Booth(s)USD 3,400/BoothPremium( ) Booth(s)USD 3,400/BoothTwo Sides open( )USD 300

TOTAL

\* 1 Booth: 3m×3m=9 m<sup>2</sup>/ Minimum units for an a space only booth: 2 or more booths.

\*All foreign companies are required to pay VAT (10%) according to the Korean Value-Added Tax Act Law - Article 25 (Please see Article 3)

#### **PAYMENT POLICY**

- 50% payment of the total booth fee should be submitted as a deposit within seven days of initial application.
- The contract will not be confirmed and the exhibit space & online platform not be reserved until the deposit is paid.
- Please send a copy of the bank transfer receipt by fax to Coex at +82-2-6944-8308.
- It is the sender's responsibility to pay any additional charges that may occur during the wire transfer process.
- · Please transfer all payments to

ieube transfer an	pujmento to
Beneficiary	Coex
Account No.	140-007-251440
Bank	SHINHAN BANK, World Trade Center Branch, Seoul, Korea
Swift code	SHBKKRSE

\* The Show organizer reserves the right to refuse exhibits inappropriate to the theme of the show.

I accept and agree to the Participation Regulations and Contract Condition on the back page, and hereby submit an application to exhibit at SOURCING FAIR 2023.

Name of Applicant (please print)

Date (DD/MM/YYYY)

#### **Authorized Signature**

\* The signee is granted to the liability and rights to fulfill the contract conditions as representative of the exhibitor.

# Participation Regulations & Contract Conditions

#### Article 1 Definitions of Terms

"Exhibitor (Participating Company)" refers to the company, association, and entity submitting the application for participation in the exhibition. "Exhibition" refers to SOURCING FAIR 2023

"SOURCING FAIR Secretariat" refers to the organizers of the exhibition: Coex, ICEM.

#### Article 2 Allotment of Exhibition Space

Based on the order of down payment, scale of participation, whether a returning participant, composition of the exhibition, and nature of exhibited products, the SOURCING FAIR Secretariat allocates space to the participating companies within the exhibition hall through SOURCING FAIR Secretariat. On special occasions, the SOURCING FAIR Secretariat may change the space allocated to the exhibitors as long as it is before the preparation period. Such changes are under the discretion of the SOURCING FAIR Secretariat, and exhibitors cannot request compensation

#### Article 3 Contract, Application, Participation Fee Payment Procedure

Participation application and contract must be submitted through SOURCING FAIR Secretariat. Payment for the contract should be completed according to the guidelines on the application form. The participation fee covers the costs for the Online Platform, venue, 24 hour security, hallway cleaning, provision of PR data, exhibition directory, and provision of other information until the opening of the exhibition. In additional, foreign exhibitors are required to pay VAT according to the Korean Value-Added Tax Act. The Principle of Reciprocity in Application of Zero Tax Rate shall apply only for the following countries: Greece, South Africa, Netherlands, Norway, New Zealand, Denmark, Lebanon, Liberia, Malaysia, USA, Venezuela, Belgium, Saudi Arabia, Germany, Sweden, Switzerland, Singapore, United Kingdom, Iran, Italy, India, Indonesia, Japan, Taiwan, Chile, Canada, Thailand, Panama, Finland, Pakistan, Australia, Hong Kong, France.

#### Article 4 Installation & Withdrawal

Installation and withdrawal of all exhibits must be completed within the period stipulated by the SOURCING FAIR Secretariat. Exhibitors are liable for any loss or damage to the SOURCING FAIR Secretariat due to any delay.

#### Article 5 Insurance, Security and Safety

Exhibitors must have insurance for all equipment and exhibits during the installation, withdrawal, and exhibition period. The SOURCING FAIR Secretariat will take appropriate measures to protect the rights of exhibitors and visitors. However, the ultimate liabilities of all items of the exhibitors reside with the exhibitors. All materials such as stands and equipment must be incombustible according to fire safety acts. The SOURCING FAIR Secretariat may limit construction work and performance if needed.

#### Article 6 Provision of Information on SOURCING FAIR Secretariat

Exhibitors must provide data on exhibits and construction so that the SOURCING FAIR Secretariat may determine whether the equipment and activities undertaken within the booth comply with the exhibition regulations including the Online Platform. Exhibitors must also provide necessary information for related marketing and PR of SOURCING FAIR.

#### Article 7 Exhibit Limits & Hall Management

Exhibitors must display exhibits stated in their original application unless otherwise approved by the SOURCING FAIR Secretariat, and must locate permanent staff in the booths. Activities of exhibitors are limited to within the allocated space. Also, the responsibility of loss, damage, robbery, and all other related matters regarding the exhibits resides with the exhibitors (participating companies). The SOURCING FAIR Secretariat reserve the right to limit activities deemed potentially harmful to other exhibitors, including excessive noise, the joint use of one booth between multiple companies, and exhibits disagreeing with the nature of the exhibition.

#### Article 8 Prohibition of Exhibition Booth Assignment

Exhibitors may not assign all or part of the already allocated exhibition area including the Online Platform to a third party without the approval of the SOURCING FAIR Secretariat.

#### Article 9 Prohibition of on-the-spot sale

The purpose of a trade show is to showcase products and services, and therefore on-the-spot sales activities are strictly prohibited. Sales activities are permitted only at the specially allocated spaces that SOURCING FAIR Secretariat has set aside for that purpose. Taxes and other technicalities entailed by such activities are sole responsibility of exhibitors

#### Article 10 Cancellation of Application

In the event that the exhibitor declines to use the space allocated including the Online Platform, fails to pay the deposit or fails to comply with the regulations set by the organizers, the organizers reserve the right to void the exhibitor. Participation fees will not be refunded.

#### Article 11 Changes and Breach of Contract

In the event that the exhibitor decides to cancel or reduce exhibition floor space including the Online Platform already reserved, the following penalty must be paid to the organizer within 15 days of the change. If the exhibitor has already paid the

cancellation fee in full, the penalty will be deducted from the total amount.
- Cancellation 60 days or more before the opening date: 50% of total exhibition fee
- Cancellation between 60 and 30 days before the opening date: 80% of total exhibition fee

- Cancellation 30 days or less before the opening date: No refund issued

#### Article 12 Cancellation

In the event that the exhibitor decides to cancel their participation the following penalty must be paid to the organizers within 15 days of cancellation. If the exhibitor has already paid the registration fee in full, the penalty will be deducted from the total amount.

- Cancellation 60 days or more before the opening date : 50% of total exhibition fee

- Cancellation between 60 and 30 days before the opening date : 80% of total exhibition fee

- Cancellation 30 days or less before the opening date : No refund

#### Article 13 Use of Online Service

Subject to service availability and the consent of the SOURCING FAIR Secretariat, the Exhibitor may use the Online Platform. The SOURCING FAIR Secretariat provides an Online Platform for exhibitor to handle its application for and participation. The SOURCING FAIR Secretariat shall in no circumstances be liable to the Exhibitor or any other person for any unauthorized access thereto or for any error, mistakes, delay, loss or omission in transmissions made using the online services.

In the event that the exhibitor decides to cancel the Online Platform already reserved, the following penalty must be paid to the organizer within 15 days of the change. If the exhibitor has already paid the registration fee in full, the penalty will be deducted from the total amount corresponding to the number of days used & 10% of the usage fee corresponding to the remaining period until the termination date. However, if cancellation is requested within 7 days from the payment, only the amount corresponding to the number of days used will be deducted.

Cancellation of the Online Platform can only be held via email with Sourcing Fair Secretariat

#### Article 14 Act of God

SOURCING FAIR Secretariat is not liable in the event that a change in the date of location of the event is inevitable due to a national emergency, a natural disaster or other act of God.

Article 15 Application & Interpretation of Related Regulation 1) When necessary, the SOURCING FAIR Secretariat may enact a supplementary regulation not mentioned in this participation regulation. Exhibitors must comply with the supplementary regulation and that of Coex. 2) Matters not mentioned in this contract follow the related regulations and laws designated by the SOURCING FAIR Secretariat.

3) In case of different interpretations between the SOURCING FAIR Secretariat and exhibitors of the contract and other documents, those of the SOURCING FAIR Secretariat must be followed.

#### Article 16 Resolution of Disputes

Disputes between exhibitors and SOURCING FAIR Secretariat will be arbitrated by the Korea Commercial Arbitration Board, and their resolution will be binding to both parties

Article 17 Clean Fulfillment of Contract Regarding this contract, the SOURCING FAIR Secretariat and exhibitors must not directly/ indirectly request or provide any sort of inappropriate granting such as bribable services and money. Both parties must mutually strive to maintain a clean and transparent trading environment and fair trade orders.

Name of Applicant (Please print)

**Authorized Signature** 

(Signature)