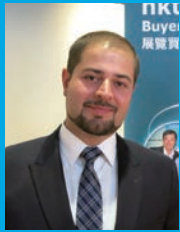


# Buyer/Supplier Quotes

“ We are both a retailer and manufacturer of watches which are sold in Canada and the US. The Buyer Meetings service is perfect; I have met a good manufacturer of clasps that can offer a solution to a leather bracelet we are working on. The service is definitely useful, giving me great networking opportunities, and it is so easy for us with all appointments pre-scheduled and someone guiding us around! ”



Mr. Grigor Garabedian, Manager,  
Central Watch Division, Birks & Mayors,  
Canada

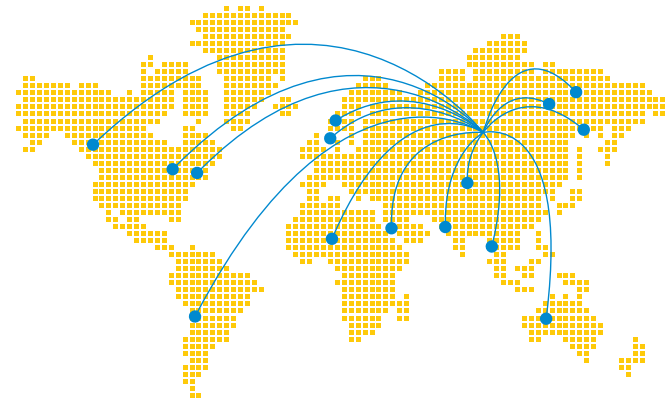
“ Thanks to the professional service of the Business Matching team, we have solicited great interest from buyers coming from Argentina, Thailand, Indonesia, Malaysia, Japan and the Chinese mainland. This is terrific networking and good exposure for a new brand like ours. ”



Mr. Sam Ho, Director,  
Add-Inc. Ltd  
Hong Kong

For more information:  
[businessmatching.hktcdc.com](http://businessmatching.hktcdc.com)

# Network of offices



**Head Office**  
Hong Kong

**Asia**  
Bangkok  
Beijing  
Chengdu  
Chongqing  
Dalian  
Delhi  
Fuzhou  
Guangzhou  
Hangzhou  
Nanjing  
Ho Chi Minh City  
Jakarta  
Kuala Lumpur  
Mumbai  
Osaka  
Qingdao  
Seoul  
Shanghai  
Shenzhen  
Singapore  
Taipei  
Tokyo  
Wuhan  
Xian

**Australia**  
Sydney

**Europe**  
Barcelona  
Budapest  
Frankfurt  
Istanbul  
London  
Milan  
Moscow  
Paris  
Prague  
Stockholm  
Warsaw

**Middle East & Africa**  
Dubai  
Johannesburg  
Tel Aviv

**The U.S. and Canada**  
Chicago  
Los Angeles  
New York  
Toronto

**Latin America**  
Mexico City  
Santiago  
Sao Paulo



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38/F Office Tower, Convention Plaza,  
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[www.hktcdc.com](http://www.hktcdc.com)

# HKTDC Business Matching



## Business begins with the right match

Explore and Connect

# About Business Matching service

A customised suite of matching services dedicated to helping global customers identify and screen potential business partners. The service draws on HKTDC's vast experience matching Hong Kong and overseas companies with business partners from overseas.



**Our integrated services work together to ensure the highest quality results:**

[hktcdc.com](http://hktcdc.com)  
Buyer Meetings



Creates high-value, immediate business opportunities for premier buyers and suppliers.

[hktcdc.com](http://hktcdc.com)  
Request for Quotations



Offers private, tailor-made and professional sourcing experience.

Customised  
Business Matching



Enhances the yield of buyer-supplier matching.

# hktcd.com Buyer Meetings



Serving premier global buyers from HKTDC international trade fairs, the hktcd.com Buyer Meetings service is dedicated to connecting pre-screened suppliers with premier buyers. These connections are arranged through one-on-one meetings.



## How it works:

- Obtain specific sourcing requirements from interested buyers
- Pre-screen and shortlist suitable suppliers for buyers' selection
- Arrange face-to-face meetings between buyers and suppliers

# hktcd.com Request for Quotations

An exclusive service which assists buyers to source and obtain quotations from relevant suppliers via our team of HKTDC Sourcing Specialists.

## Solicit Buying Request



Buyers provide product specifications, order details and reference prices to HKTDC Sourcing Specialists.

## Invite Suppliers to Submit Quotations



HKTDC selects and invites target supplier groups to submit quotations as well as to confirm their capabilities.

## Review Quotes



HKTDC finally selects a maximum of 10 suitable suppliers that responded to the buying request.

## Connect Buyers & Suppliers



Buyers receive sourcing reports prepared by HKTDC with suppliers' information and quotations within 4 weeks.

HKTDC forwards buyers' contact information to the selected suppliers for follow-up.

# Customised Business Matching

Our comprehensive tailored service, backed by a team of experienced market specialists, helps global customers identify potential business partners in Hong Kong at a nominal fee.

## Process of Customised Business Matching

Understand buyer's needs and request details → Identify potential Hong Kong partners → Confirm supplier interest and capability → Connect you to the partners and provide report findings

## Our Advantages

### Expert and Experienced Team

The HKTDC has many years of rich experience in business matching.

### Profound Industry Knowledge

Through handling of enquiries and daily interactions with worldwide companies, our Business Matching specialists stay at the forefront of industry trends and developments.

### Proprietary Databank

The tailored service is backed by the HKTDC's proprietary databank of Hong Kong companies.

### Trusted by Customers

HKTDC Business Matching has built a solid reputation among overseas companies and international buyers, gaining ratings as high as 91% in customer satisfaction.

## HKTDC Business Matching Reply Form

Simply return this form to us by email at **businessmatching@hktcd.org** or by fax to **(852) 2169 9633**, we will respond to you soon.

Yes, I would like to find business partners with HKTDC Business Matching, please contact me and follow up.

My business requirements: \_\_\_\_\_

Contact person (Mr/Ms/Miss): \_\_\_\_\_

Title: \_\_\_\_\_

Company name: \_\_\_\_\_

Address: \_\_\_\_\_  
Room/Floor/Block Building

Street No./Street \_\_\_\_\_

District/Province \_\_\_\_\_

Country/Postal Code \_\_\_\_\_

Tel: \_\_\_\_\_  
Country Code Area Code Tel No.

Fax: \_\_\_\_\_  
Country Code Area Code Tel No.

Email: \_\_\_\_\_

I acknowledge that the above information may be used by the Hong Kong Trade Development Council (HKTDC) for incorporation in all or any of its databases for direct marketing or business matching purpose, and for any other purposes as stated in the Privacy Policy Statement (available at [www.hktcd.com/mis/pps/en](http://www.hktcd.com/mis/pps/en)); I confirm that I have the consent and the authority of each individual named in this form to release their personal data for the purposes stated herein.

(If you are from a member state of the European Union ("EU") / European Economic Area ("EEA")), PLEASE tick here if you accept our use of your provided data for direct marketing purposes.

\* For non-EU/EEA customers, please skip this box which is solely for EU/EEA customers as required by the relevant data protection law in the EU.

Signature & Company Chop: \_\_\_\_\_

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