



## GILE Hosted Buyer Programme 2023

Every year, Guangzhou International Lighting Exhibition(GILE) welcomes international professional buyers and showcases latest innovative lighting-related products from worldwide exhibitors.

### Why GILE?

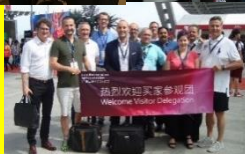
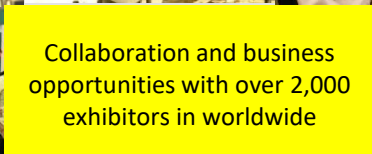
Expanding your network in  
lighting industry



Knowing the latest market trend  
in 200+ Inspiring Event  
Programmes



Collaboration and business  
opportunities with over 2,000  
exhibitors in worldwide



Sourcing board range of  
products from lighting  
accessories & components, LED  
Technology to luminaries

This year, the show theme is “Light+” future , aiming to explore collaboration possibilities among different sectors in lighting industry. The 2023 show will continue to showcase and present new ideas of LED and lighting technologies like LED specialty applications and others. Join us! Stay at the forefront!

### Why GILE Hosted Buyer Programme?

To provide exclusive decision makers who involved in high-volume sourcing an enhanced experience to optimize their visit to GILE. We proudly present to you our brand new **GILE Hosted Buyer Programme 2023** and we sincerely hope to meet you at the fairground. Apply Now, the program is in first-come-first-served.

#### Confirmed hosted buyers will benefit from\*:

##### Saving cost of travel

- Entitled to **cash incentive**

##### Saving time in searching for right partners

- **Personalised pre-arranged meetings** with suitable suppliers the Organisers shortlisted in advance

##### Enhanced sourcing experience

- Privileged access to the **Overseas Buyer Lounge** with complimentary refreshments and use of internet during the events
- **Free mailing service of visitor badge** to avoid long lines at the registration area
- **Food Coupon**
- **Gift set**

#### The hosted buyers are committed to:

- Attend at least 3 sessions of pre-arranged business matching activities in “Global Buyers Forum”
- Take part in hosted buyer photo taking and interview sessions
- Visit the show at least 2 days and check in with the organisers as proof of attendance.

**See next page for how to apply →**

**Deadline of Application : 30 April 2023**

9 – 12 June 2023

China Import and Export Fair Complex Guangzhou, China  
[www.light.messefrankfurt.com.cn](http://www.light.messefrankfurt.com.cn)



## GILE Hosted Buyer Programme 2023

### Who can apply?

Visitors outside of China are invited to apply our exclusive GILE Hosted Buyer Programme.

Each participant will be reviewed by our qualification team based on the following criteria (but not limited to):

1. Annual budget for importing lighting goods from GILE
2. Level of purchasing or decision making authority
3. Participation in past GILE editions

Maximum 3 applicants from the same organisation will be accepted. Special case is subject to Organiser's final decision.

### How to apply?

Applicants should pre-register as visitors and submit the completed application form to [light@china.messefrankfurt.com](mailto:light@china.messefrankfurt.com) with the subject line "GILE23 Hosted Buyer Programme" on or before 30 April 2023.

## Be our guests and explore more business opportunities!

**Register now!**

#### \*Remarks:

1. This programme is exclusively for overseas visitors (countries and regions outside mainland China, Hong Kong and Macau) and offered on first-come-first-served basis.
2. Maximum 3 applicants from the same organisation will be accepted. Validity of additional application(s) received will be subject to Organiser's final decision.
3. Exhibitors (including branch offices, subsidiaries and joint ventures, etc) or non-buyer basis companies (e.g. media, students, research centres, institutions, etc.) are not eligible for the above incentive programme.
4. Organiser will only accept one application per buyer. In the event of more than one application being received, the first application will be processed.
5. Confirmed hosted buyers will be offered all or some of the benefits mentioned above subject to Organiser's final decision.
6. Hosted buyer programme will not be offered in conjunction with other travel incentive. Visitors can **ONLY** apply for one incentive programme.
7. Email acknowledgement will be sent upon submission. Confirmed eligible visitors will be notified by a confirmation email in late April, followed by visiting and redemption details approximately 1 month prior the show date. Non-eligible applicants will not receive any notifications.
8. Incentives are offered for onsite redemption only. Eligible applicants must provide all documents requested by the Organiser upon redemption.
9. In case confirmed host buyer cannot attend, please provide us a written notice 14 days prior to the event for cancelling pre-arranged services. Occasionally we may accept a substitute representative who holds a comparable role within your company.
10. If applicants failed to abide by rules and regulations stated here in any case, the Organiser reserves the right to terminate the incentive entitlement at its discretion.
11. The Organiser shall alter/change any programmes details/contents or gift options without prior notice.
12. The Organiser reserves the right to accept or refuse any application without disclosing to the visitor any reasons thereof, and the right of final decision in case of any disputes.

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## GILE Hosted Buyer Programme 2023

### Sourcing Technology & Solutions in GILE 2023

#### Lighting Accessories, Components & Equipment

- Lighting Accessories
- LED Packaging Components
- Electronic Components
- Optical Components

#### LEDs & Power Supplies, Drivers and Electronic Technologies

- LEDs
- Power Supplies, Drivers and Electronic Technologies
- LED Modules

#### Lighting Applications

- Residential Lighting / Commercial Lighting solutions
- City Infrastructure lighting solutions
- Landscape lighting solutions
- Architecture lighting solutions

#### LED Specialty Lighting Applications

- Non-visual LEDs technology
- Horticultural Lighting

#### Smart lighting solutions and AIoT technology

- Smart Lighting Indoor Application & Solutions
- Smart City Lighting solutions
- Smart Lighting Hardware & Components
- Chips
- Sensors
- Cloud Platforms, IoT, Software & Technologies
- Communication protocol

#### Lighting Arts Display

- Design Home Fixture Products
- Lighting Arts Display



## 2023 GILE Hosted Buyer Programme Application Form (2 pages)

<b>Name:</b>		<b>Title:</b>	
<b>Buyer Registration no:</b>		<b>Tel:</b>	
<b>Company:</b>			
<b>E-mail:</b>		<b>Website:</b>	
<b>Company Address:</b>		<b>Company Country:</b>	
<b>Company details</b>			
<b>1</b>	<b>Company product(s)/service(s):</b>		
<b>2</b>	<b>Company size (no. of employees):</b> <input type="checkbox"/> 1-49 <input type="checkbox"/> 50-99 <input type="checkbox"/> 100-499 <input type="checkbox"/> 500-999 <input type="checkbox"/> 1000+		
<b>3</b>	<b>How many times have you been participated in GILE?</b> <input type="checkbox"/> Never visit <input type="checkbox"/> 1 – 2 times <input type="checkbox"/> 3 – 4 times <input type="checkbox"/> 5 times or above		
<b>4</b>	<b>Annual import value from China:</b> <input type="checkbox"/> US\$1M or less <input type="checkbox"/> US\$1M – US\$5M <input type="checkbox"/> US\$5M+ <b>Percentage of import value from GILE (only applicable for past GILE visitors):</b> <input type="checkbox"/> Never purchase, Reason: _____ <input type="checkbox"/> 1 – 20 % <input type="checkbox"/> 21 – 40% <input type="checkbox"/> 41 – 60% <input type="checkbox"/> 61 – 80% <input type="checkbox"/> 81 – 100%		
<b>5</b>	<b>Please list out your TOP 3 importing countries (except China):</b> <b>1<sup>st</sup></b> _____ <b>2<sup>nd</sup></b> _____ <b>3<sup>rd</sup></b> _____		
<b>6</b>	<b>Sourcing office in China (if any and if it is different from the above)</b> Company address: _____ Contact person: _____ Tel: _____ E-Mail: _____		
<b>Nature of business</b>			
<b>Industry related</b>		<b>Trade related</b>	
<input type="checkbox"/> Architect <input type="checkbox"/> Designer <input type="checkbox"/> Planner / Engineer <input type="checkbox"/> Property developer / Building owner <input type="checkbox"/> Housing / Property management <input type="checkbox"/> Building contractor <input type="checkbox"/> Energy supplier		<input type="checkbox"/> Importer <input type="checkbox"/> Exporter <input type="checkbox"/> Wholesaler/ Distributor <input type="checkbox"/> Retailer <input type="checkbox"/> Chain store / Department store <input type="checkbox"/> Buying office E-tailer <input type="checkbox"/> Industrial associations / professional media <input type="checkbox"/> Manufacturer	
<b>Authorities</b>		<input type="checkbox"/> Industry end-user (e.g. Hotel, performing arts <input type="checkbox"/> Venue, shopping mall, restaurants and others)	
<input type="checkbox"/> Construction / Planning authority <input type="checkbox"/> Procurement authority <input type="checkbox"/> Others, please specify: _____			
<b>Product of interests</b>			
<b>Lighting accessories, component &amp; equipment</b>			
<input type="checkbox"/> Lighting Accessories <input type="checkbox"/> LED packaging components <input type="checkbox"/> Electronic components <input type="checkbox"/> Optical components		<input type="checkbox"/> Measurement equipment <input type="checkbox"/> LED packaging equipment <input type="checkbox"/> Testing equipment <input type="checkbox"/> Others, please specify: _____	
<b>LED Technology</b>			
<input type="checkbox"/> LED & light sources <input type="checkbox"/> Power supply, drivers and electronics		<input type="checkbox"/> LED specialty applications <input type="checkbox"/> Others, please specify: _____	
<b>Luminaries</b>			
<input type="checkbox"/> Residential lighting <input type="checkbox"/> Commercial lighting / Industrial lighting <input type="checkbox"/> City Infrastructure lighting / Architectural lighting <input type="checkbox"/> Street Lighting		<input type="checkbox"/> Electric lights <input type="checkbox"/> Home Décor Lighting Fixture <input type="checkbox"/> Others, please specify: _____	
<b>Smart Lighting &amp; AIoT Technology</b>			
<input type="checkbox"/> Smart lighting indoor solution		<input type="checkbox"/> Smart lighting outdoor solution	
<input type="checkbox"/> Sensor Technology		<input type="checkbox"/> Communication protocol	
<input type="checkbox"/> Cloud Technology		<input type="checkbox"/> Chips, hardware and software	



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**\*Please provide a copy of your business card along with this form.**

Applicants should pre-register as visitors and must fill out all questions and boxes of this application form and submit to [light@china.messefrankfurt.com](mailto:light@china.messefrankfurt.com) with the subject line "GILE 2023 Hosted Buyer Programme" **on or before 30 April 2023**. Submitting this application form is not a confirmation as Hosted Buyer. Organiser reserves the right to confirm or deny any application without justification.

Email acknowledgement will be sent upon submission. Confirmed eligible visitors will be notified by late April, followed by visiting and redemption details (including all the conditions and obligations of the both sides) approximately 1 month prior the show date.

Should there be any further queries, please contact the organising team for details: Ms. Scarlet Mak | Tel: (852) 2238 9969  
Email: [scarlet.mak@hongkong.messefrankfurt.com](mailto:scarlet.mak@hongkong.messefrankfurt.com)