

# Online Business Matching with Osaka SMEs

■ **Date: July 30th(Thu.), 2020**

■ **Time (in Thailand): To be set between 9:00 and 16:45**

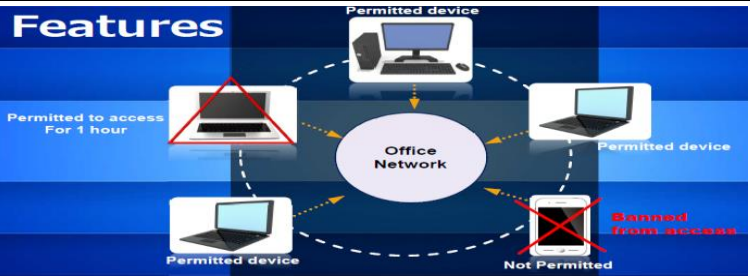
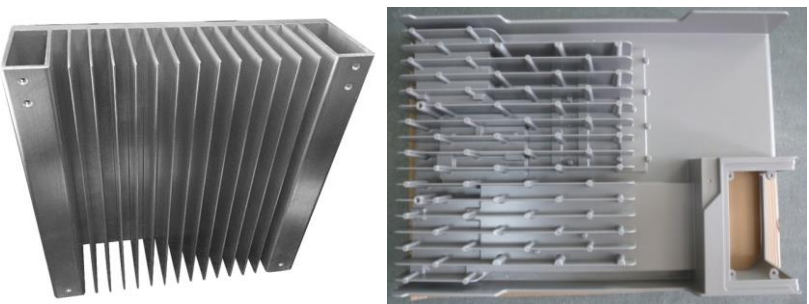
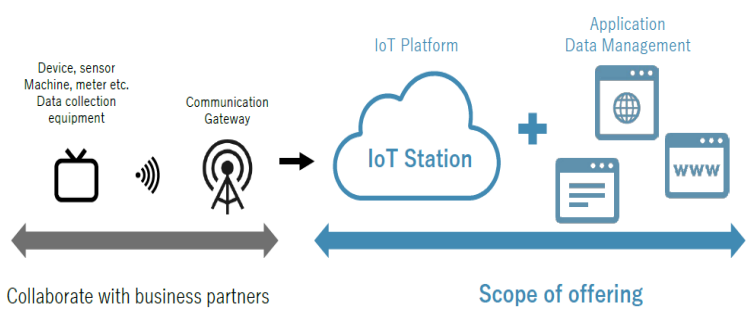

The outbreak of Covid-19 and related travel restriction worldwide has had a deep impact on the way of our international sales activities, such as going abroad, visiting customers to develop sales channels overseas.

Based on the environment facing SMEs, the Board of Investment of Thailand (BOI) and Osaka Business Development Agency (OBDA) will co-organize an online business matching event with 9 SMEs in Osaka, Japan, and Thai companies, for the first time on July 30th, 2020. Please join and find your business opportunity with 9 Osaka SMEs below that are looking for Thai suppliers, buyers and partnerships with Thai companies!

[Note] More detailed information on each company is now in preparation:  
URL: <https://www.obda.or.jp/wp-content/uploads/2020/07/pamphlet.pdf>

**Participation  
FREE**

## Participants' Profiles

Company Name	looking for ...
<b>1. ACTWORKS CO., LTD.</b> URL: (EN) <a href="https://www.m-osaka.com/en/exhibitors/501/">https://www.m-osaka.com/en/exhibitors/501/</a> (JP) <a href="http://www.actworks.ne.jp/">http://www.actworks.ne.jp/</a> Business: Telecommunications/assistance in the implementation of IT (information technology), network/server construction, and development and sales of network/sever appliances Looking for: <div> <div>Buyer</div> <div>Partnership</div> </div> (1) ManageCube IP Guard: appliance for detection and blocking of unauthorized devices (2) ManageCube PC Remote: appliance to connect to office computers by remote access [Target] Manufacturers, dealers, and IT system vendors that deal with industrial equipment and machinery used at factories	<b>Buyer/Partnership</b> 
<b>2. FUJI ELECTRIC INDUSTRIES CO., LTD.</b> URL: (EN) <a href="http://www.fujidensan.co.jp/fds/ehmtl/company.html">http://www.fujidensan.co.jp/fds/ehmtl/company.html</a> (JP) <a href="http://www.fujidensan.co.jp/">http://www.fujidensan.co.jp/</a> Business: Trading company (wholesale business of electric machine and appliance) Looking for: <div> <div>Supplier</div> <div>Partnership</div> </div> (1) aluminum extrusion heatsink (2) aluminum die cast products (3) motors/pumps (4) plastic resin molded products (5)sheet metal (6)OEM/ODM/EMS of (1) to (5) [Target and Description of the processing desired for each product] (For detail, please see the URL above (now in preparation).) To jointly develop or provide any products/services in the sectors listed below; (1) medical/health tourism (2) agriculture & biotechnology (3) future foods (4) robotics (5) aviation & logistics (6) digital industry & medical hubs [Target] companies with experience with a Japanese company, and Japanese speaking staff members companies that have/will have their bases in Japan	<b>Supplier/Partnership</b> 
<b>3. GENECH CORPORATION</b> <b>GENECH(Thailand) CO., LTD.</b> <span>TH OFFICE</span> URL: (EN) <a href="http://en.genech.co.jp/">http://en.genech.co.jp/</a> (JP) <a href="http://www.genech.co.jp/">http://www.genech.co.jp/</a> [Genech Thailand] (EN) <a href="https://th.genech.net/">https://th.genech.net/</a> Business: Telecommunications/systems consulting, systems construction, infrastructure construction, operation management, systems maintenance, IoT consulting, IoT platform services, and sales of IoT devices Looking for: <div> <div>Products</div> <div>Buyer</div> <div>Partnership</div> </div> Internet of Things consultant, data solution, and data management on cloud platform We provide data monitoring platform for business process (sensor, machine, energy, logistic, safety) with experience from Japan cases. Automation is also related to our system. [Target] Mainly manufacturing sector or company who would like to use IT, IOT to monitor business process, building, facility, utility, environment, according to Thailand 4.0 digitalization policy [Target] Local system developer, sensor maker, construction company or engineering service	<b>Buyer/Partnership</b> 
<b>4. HANNAKOGYO CO., LTD.</b> URL: (EN) <a href="http://www.hannakogyo.co.jp/en/">http://www.hannakogyo.co.jp/en/</a> (JP) <a href="http://www.hannakogyo.co.jp/">http://www.hannakogyo.co.jp/</a> Business: Trading/purchasing, QC, inspection, and sales of metal-processing & precisely machined parts Looking for: <div> <div>Buyer</div> <div>Supplier</div> </div> Metal-processing parts and precisely machined parts [Target] Manufacturing-facility manufacturers and FA-related companies, jig and die manufacturer, etc. Metal-processing parts, precisely machined parts, sheet metal parts, parts for "seikan" processing (sheet metal processing using thick sheets), and rubber parts [Target] Companies that perform metal machining on their own, especially those with expertise in single item processing or those that can deal with heat-treatment and surface treatment at the same time	<b>Buyer/Supplier</b> 
<b>5. KOYO ZINC CORPORATION</b> URL: (EN) <a href="https://www.mydome.jp/libo_exporters/detail.cgi?cmpid=cmp003764">https://www.mydome.jp/libo_exporters/detail.cgi?cmpid=cmp003764</a> Business: Trading company/sales of zinc ingots, die casting products Looking for: <div> <div>Supplier</div> </div> Zinc dross (90% zinc) [Product conditions] Need to meet descriptions provided under B1100 of the "B1: Metal and metal-bearing wastes" section of the Basel Convention. (Zinc dross must contain 90% or more zinc.) [Amounts to be imported monthly] Zinc dross will be flat piled in 20-40 ft containers weighing 700-800 kg each. [Target] (1) Galvanizing plants that release zinc dross (2) metal recycling companies that can procure zinc dross (3) specialized trading companies (e.g., trading companies handling scrap metals)	<b>Supplier</b>



Company Name

6. SATSUKI CO., LTD.

looking for ...

Buyer/Partnership

URL: (JP) <http://www.satsuki.co.jp/>

Business: Manufacturer/parts supply for home appliances and contracted manufacturing of original equipment

Looking for

Products



Buyer

Partnership

(1) Toilet seats with a warm-water shower feature (2) Interactive flat panel (electronic black/whiteboards)

[Target] (1) Manufacturers of sanitary ware, flush toilet, construction/housing equipment (2) Companies in the field of education/ICT

[Target] (1) Manufacturers of sanitary ware, flush toilet, construction/housing equipment (2) Companies in the field of education, agencies of teaching materials



7. SUGAIKAI KOGYO CO., LTD.

Buyer/Partnership

URL: (EN) <https://www.suga-kikai.co.jp/en/> (JP) <https://www.suga-kikai.co.jp/>

Business: Trading company/sales and rental of instruments and temporary material used at construction sites

Looking for

Products


Buyer

Partnership

(1) 100V compact wastewater treatment equipment "Muddy Water Five" (2) simple wastewater purification agent "Turbidity removal tablet" (3) other water treatment products

[Target] Local water treatment companies (developer, sales rep), wastewater treatment/management companies of Industrial Estates, government offices related to water quality management

[Target] (1) Local selling and rental agencies related to wastewater treatment (2) Local selling agencies related to chemicals, local OEM of chemicals (for producing our wastewater purification agent)



8. TOYO STAINLESS STEEL KAKOH CO., LTD.

Supplier

URL: (JP) <http://www.toyostainless-kako.co.jp/>



Business: Manufacturer/processing of stainless steel products (flanges & clamp couplings), stainless steel welding

Looking for

Supplier

(1) Stainless steel products (flanges) (2) Stainless steel welding in general (mainly the vacuum parts, pipe welding, tanks, and the like)

[Target] (1) Companies that can produce large-sized products of 175 or greater in diameter (1)(2) Companies (local companies) that can produce products that are as cost competitive as those made by Chinese companies and that possess quality management systems as good as those run by Chinese companies



9. YOSHU TANPAN SANGYO CO., LTD.

Buyer

URL: (JP) <http://www.yoshu.co.jp/>

Business: Manufacturer/processing and sales of various metals (stainless steel, nickel alloys, titanium alloys, aluminum, copper alloys, etc.)

Looking for

Buyer

Processing and sales of various metals (stainless steel, nickel alloys, titanium alloys, aluminum, copper alloys, etc.)

[Target] Wholesalers of metals, or manufacturers producing machinery, equipment, and the like using the metals listed above (types of metals we produce); wholesalers of metals seeking to import low-priced metals from China, Taiwan, Indonesia, and India, and manufacturers

ONLINE Business Matching with Osaka SMEs 2020

DATE: JULY 30th(Thu.), 2020  
TIME: to be set between 9:00-16:00 (in Thailand)  
PLACE: ONLINE

Please apply from the Website or send this application form to E-mail below:  
URL: <https://build.boi.go.th/TH/news/1215/> E-mail: [patarakrit@boi.go.th](mailto:patarakrit@boi.go.th), [nachanok@boi.go.th](mailto:nachanok@boi.go.th)  
Application deadline: JULY 17th, 2020

\*ONLINE Business Matching with Osaka SMEs 2020 Sent on: 2020/ /

Company Name:	URL:
TEL:	FAX:
Address:	
Category of Business:	Products:
Person in Charge	E-mail:
Dept./Title:	

\*Companies you would like to meet \*Please pick up the companies and the numbers from the list overside/above.

No.	Name of Osaka SMEs (No.1-9)	What you are interested in for them	
		B • S • P	
		B • S • P	
		B • S • P	
		B • S • P	
		B • S • P	