

Business Trip Report of Farnborough International Airshow (16th-20th July, 2018)

- The Nationwide Network of Aircraft Manufacturing Clusters (NAMAC) 's activities on the business trip were as follows;
 - (i) **Sales Support for Japanese SMEs that exhibited in JETRO Japan Pavilion**
 - : The exhibitors (7 Japanese SMEs) have 225 contacts from visitors.
 - (ii) **Supporting the exhibitors to participate in The Society of Japanese Aerospace Companies (SJAC) Workshop**
 - : NAMAC encouraged Japanese SMEs' to network with SJAC member companies.
 - (iii) **Arranging a meeting between BAE SYSTEMS and Japanese SMEs**
 - : NAMAC arranged individual meetings between BAE SYSTEMS and the exhibitors (7 Japanese SMEs).
 - (iv) **Communicating with overseas associations, etc.**
 - : NAMAC communicated with overseas aerospace associations and major companies.
- NAMAC will support Japanese SMEs to win sales contracts from Japanese and overseas companies at consecutive events (JA2018 in this November and AeroMart Toulouse in this December, etc.).

