



FHA MATCH

HOSPITALITY

FHA MATCH

Newly launched, **FHA MATCH is** a sector-focused series of seven virtual events held across 2021, opening doors to new growth opportunities for the industry. Powered by our B2B online marketplace Saladplate.com, the events powered by an AI platform will drive connections forged through data-driven recommendations and bespoke meetings, enabling suppliers and buyers in the F&B community to unlock new opportunities and breakthrough barriers to drive business growth across old and new markets.

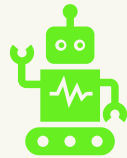
FULL BENEFITS

- Gain an understanding of the smartest strategies to cope with the challenges ahead
- Source smart and successfully from leading suppliers
- Forge meaningful connections ahead of time and during the event
- Customise your agenda for a more productive experience
- Join interactive workshops, educative seminars or 1-on-1 video calls to achieve individual or business objectives

Event at a Glance



**Thematic 2-day F&B
Virtual Events Held 7
Times Across 2021**



**Powered by
Saladplate:**

Virtual event platform, AI
business matchmaking,
product sourcing



Event Themes:

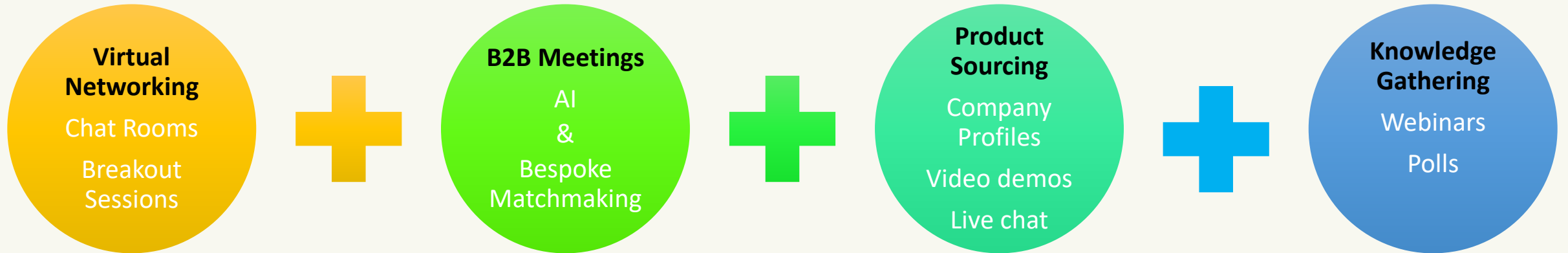
Dairy, Drinks, Fine Food,
Seafood & Frozen Food,
Meat, Sweets & Snacks,
Hospitality



Event Highlights:

Exhibition
Content webinars
Networking
Meetings/business
matchmaking

FHA Match: Connect and Learn





FHA Match

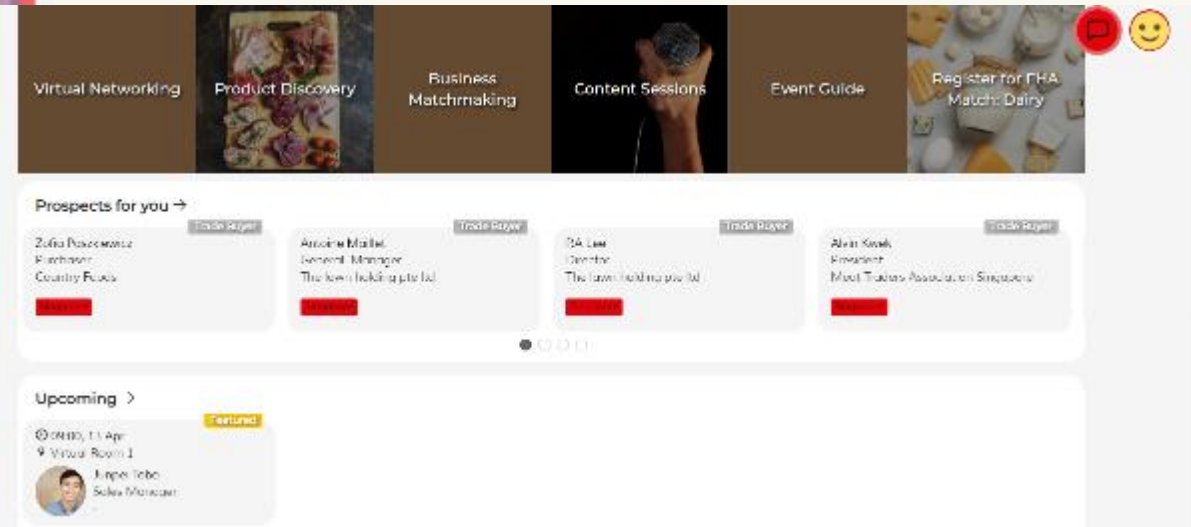
@ 13 Apr 21 - 14 Apr 21 (UTC+8)
Singapore, Singapore

Welcome to **FHA Match: Meat!** Get started on your journey by checking out Company Profiles of the world's leading meat suppliers and distributors, and connect with them through live video calls, instant chat, and product demonstrations. Beyond the sourcing grounds, there is a host of other activities to keep you engaged, including content sessions to get updated on industry happenings and smart strategies shared by business and industry frontrunners. We wish all of you a very enriching and rewarding experience at FHA Match: Meat! If you have any questions about the virtual platform, please reach out to FHA-Match@Infoma.com.

Sponsor



Interactive and personalised for every participant



Virtual Networking | Product Discovery | Business Matchmaking | Content Sessions | Event Guide | Register for FHA Match: Dairy

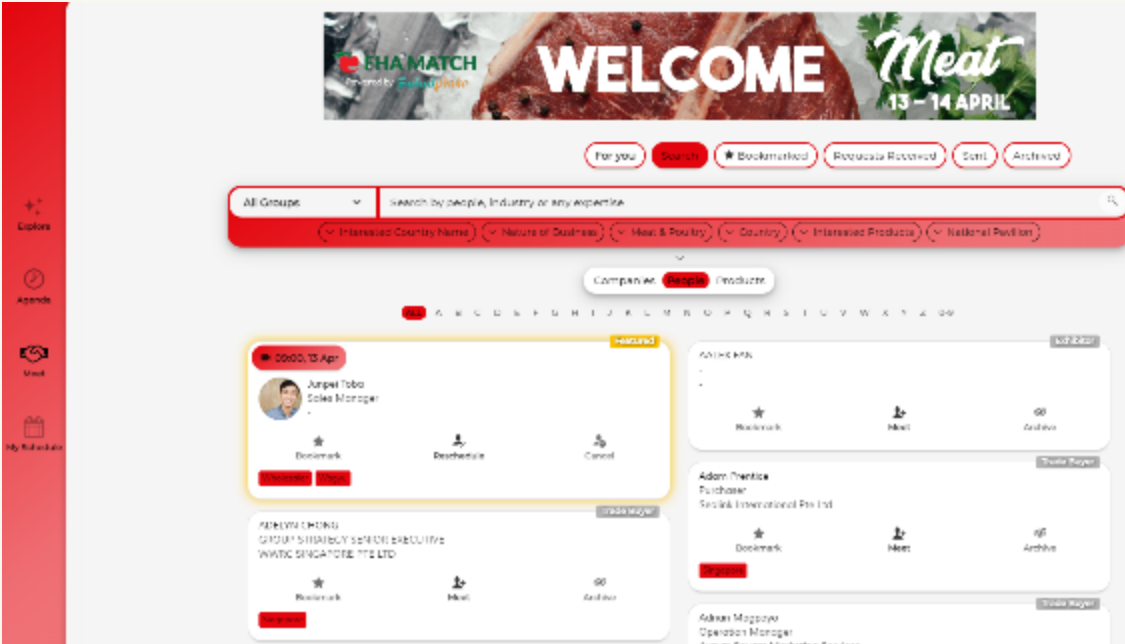
Prospects for you

- Zufia Nazam, Founder, Country Foods
- Amir Mahdi, General Manager, The Green Looking (pte) Ltd
- DA Lee, Director, The Green Looking (pte) Ltd
- Alvin Kwok, President, Meat Traders Association Singapore

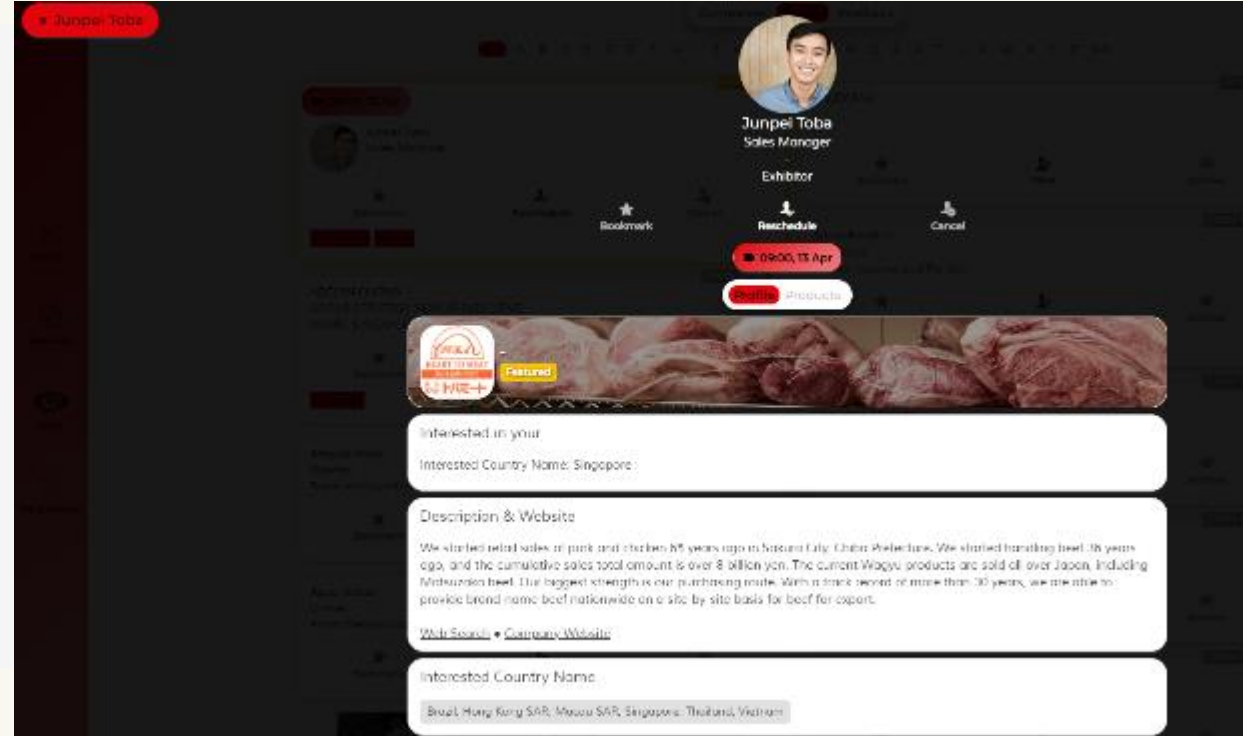
Upcoming

- Wed, 11 Apr, Virtual Room 1, Kuppel Toho, Sulek Marican

Data-driven matchmaking service, delivering recommendations and targeted messaging to maximise attendees' opportunities and experience

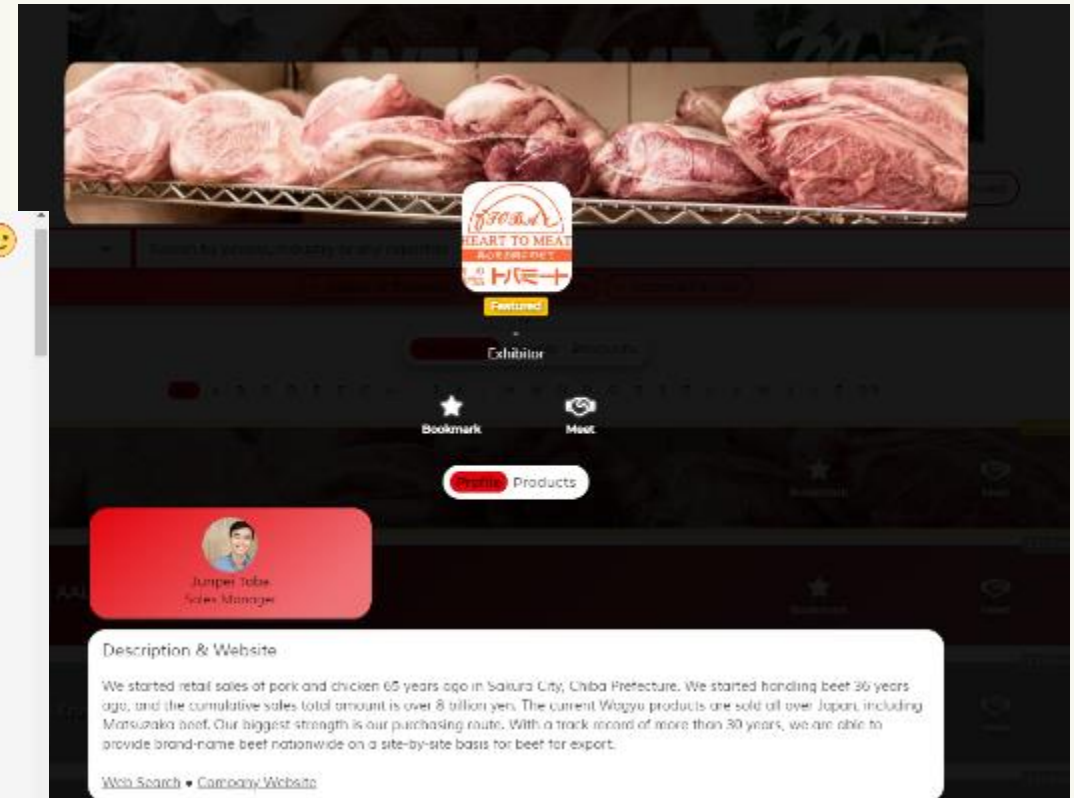
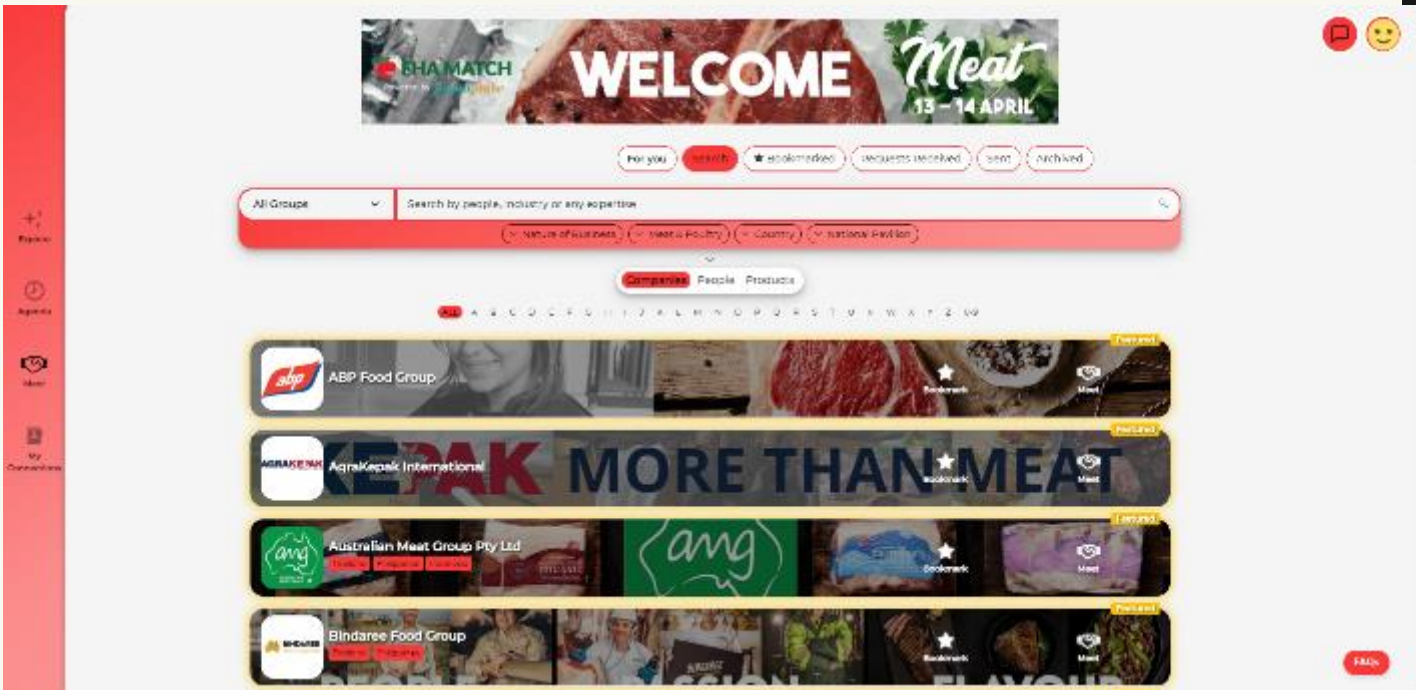


The screenshot shows the 'MEET' section of the FHA MATCH platform. At the top, there's a banner for 'WELCOME Meat 13-14 APRIL'. Below it are navigation tabs: 'For you', 'Search', 'Bookmarked', 'Recently Reviewed', 'Save', and 'Archive'. A search bar allows filtering by 'All Groups' and 'SEARCH BY PEOPLE, INDUSTRY OR ANY EXPERTISE'. Filter options include 'Interested Country Name', 'Nature of Business', 'Meat & Poultry', 'Country', 'Interested Products', and 'National Pavilion'. A 'COMPANIES' section is visible with a grid of exhibitor profiles. The first profile is for Junpei Toba, Sales Manager, with options to 'Bookmark', 'Meet', and 'Archive'. Other profiles include Adam Nentke, Purchaser, and Akshay Mogawar, Operation Manager.



The screenshot shows the profile page for Junpei Toba, Sales Manager. The profile includes a photo, name, title, and role as an 'Exhibitor'. There are buttons for 'Bookmark', 'Reschedule', and 'Cancel'. A '09:00, 13 Apr' event indicator is present. Below the profile is a 'Featured' section with an image of meat. The 'Interested in your' section shows 'Interested Country Name: Singapore'. The 'Description & Website' section contains text about Wagyu beef and a link to 'Wagyu World'. The 'Interested Country Name' section lists 'Brazil, Hong Kong SAR, Mexico SAR, Singapore, Thailand, Vietnam'.


Opportunity for sponsors and exhibitors to promote company's brand, showcase products and solutions through live chats, messaging and video demos



Virtual meetings powered by video functionality. All it takes is one click to initiate a video call meeting!


x Messages


 **James Turner**
有空吗?

 **Rachel Lee**
sent in chat


 **Tan Kuan Yan**
sent in chat

 **Peter Parker**
sent in chat

 **Judy Phuoc**
sent in chat


 **Grace Lin**
sent in chat


 **Alex Wrong**
sent in chat


 **Angel Ho**
sent in chat


x Messages


Hello! Glad to have both of you connected!


 James Turner (JUBIA)


 Rachel Lee (JUBIA)


 Tan Kuan Yan (JUBIA)

 Peter Parker (JUBIA)

 Judy Phuoc (JUBIA)

 Grace Lin (JUBIA)

 Alex Wrong (JUBIA)

 Angel Ho (JUBIA)


Hi James!

Video Meeting
[Start]

One Lim
One Lim
Thank!
[One click]

One Lim
One Lim
Thank!
[One click]

Video Meeting
[Start]

SPONSORED BY: 

Welcome to your 1-1 Meeting!

To ensure a smooth video meeting experience, we will check if your device and network is ready to join the call. During the process, we may ask you to grant permissions of your microphone and camera to the app.

Click [here](#) for more information



Check Device Compatibility


Step

Powered by Jublia

JUBLIA
VIRTUAL EXPO


Meeting started


 



Language * Display Name *

Join now

 Copy & share link to invite others

 Check Device Compatibility

Powered by Jublia

Personalisation is key to maximising experiences and generate greater returns



Tue, 13 Apr 21 Wed, 14 Apr 21 Time availability

Time Zone [Edit](#) **Notification** [Edit](#) **Sync Calendar** [Edit](#)

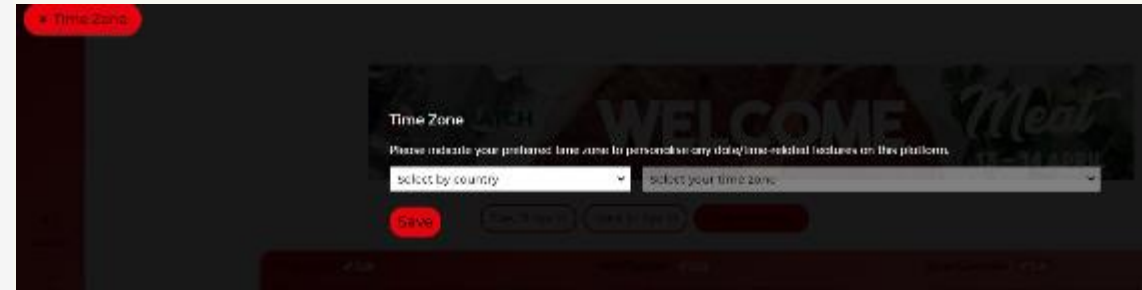
Please indicate your preferred time zone to personalise any date/time-related features on this platform. To receive free notification 15mins before each meeting, please add your preferred channel. Choose your preferred calendar to start syncing your schedule to it.

Cancel out the timings that you are unavailable for meetings below and click 'CONFIRM'. Respondents to your requests will then be able to pick a mutual meeting time based on your availability. Each meeting lasts 30 minutes. Green highlights below indicates meetings are scheduled at the timeslot.

CONFIRMED

▼ Tuesday, 13 Apr 2021 (UTC+8)

Virtual ✓ 09:00	Virtual ✓ 09:30	Virtual ✓ 10:00	Virtual ✓ 10:30
Virtual ✓ 11:00	Virtual ✓ 11:30	Virtual ✓ 12:00	Virtual ✓ 12:30
Virtual ✓ 13:00	Virtual ✓ 13:30	Virtual ✓ 14:00	Virtual ✓ 14:30
Virtual ✓ 15:00	Virtual ✓ 15:30	Virtual ✓ 16:00	Virtual ✓ 16:30
Virtual ✓ 17:00	Virtual ✓ 17:30	Virtual ✓ 18:00	Virtual ✓ 18:30
Virtual ✓ 19:00	Virtual ✓ 19:30	Virtual ✓ 20:00	Virtual ✓ 20:30
Virtual ✓ 21:00	Virtual ✓ 21:30		





For you **Smart Snacks**

Filter agenda sessions using dropdowns below

Theme
Topic
Speakers

Female Leaders in the Distribution Indu... 	Global Heli Food Market - Meat Car... 	Forecast from Insights I: Outlook of L... 	Leveraging RUPITA - Practical Insights
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09:45	Growth & Agility	<p>>Welcome to FHA Match! What are the highlights? How can you get the most out of FHA Match? How to connect with other delegates!</p>		Growth & Agility Favourites
09:50	Meat Alternative - Threat or Opportunity?	<p>The role of meat alternatives - a gradually changing cultural, socio-economic and lifestyle, affecting consumer perceptions on what proteins they are to consume. The industry is to find a smart balance...</p>		Growth & Agility Favourites
10:30	Market Access Asia - Recent FTAs & Global New...	<p>This session will focus on Asia's most recent trade agreements and their impact on the meat industry. Trade experts will take a more practical high-level overview so you stay up to date on what's next!</p>		Growth & Agility Favourites

Hear and learn from business and industry leaders over a seamless live streams

Smarter Protein Supply Chains - Next Technology from US

Watch later Share

Exit Test Exhibitor

Smarter Protein Supply Chains - Next Technology from US

Welcome! All available sessions are shown below.

11:05 - 14 Apr (UTC+08:00)

Smarter Protein Supply Chains - Next Technology from US

Please share with us your views.

Pandemic & Protein Market Shifts - Lessons from US & EU for Asia

United States was Chugging A...

\$845.8 Billion Dollar Sales | +2.2% vs. YA

Dollar Sales % Change vs. Year Ago

Year	% Change vs. Year Ago
2016	1.5%
2017	1.3%
2018	1.9%
2019	2.2%

11:30 - 18 Apr (UTC+08:00)

Pandemic & Protein Market Shifts - Lessons from US & EU for Asia

Cast your vote

How To:
Business Matching



How To Navigate FHA Match: Business Matching

How to personalise
your schedule



How To Navigate FHA Match: Personalise Your Schedule

How To:
Set up instant chat/video call



How To Navigate FHA Match: Instant Chat

How to use
Meet function



How To Navigate FHA Match: Meet Function

How To:
navigate FHA Match platform



How To Navigate FHA Match: Navigating the platform

Additional resource:
<https://www.fhafnb.com/fha-match/faq/>



Hospitality

23 – 24 NOVEMBER

FHA Match: Hospitality 23-24 November 2021

A virtual marketplace for connecting global foodservice & hospitality suppliers with distributors, consultants, retailers and decision makers & professionals in Asia's hospitality and F&B industry – from QSRs and cafes, to hotels and resorts.

A fantastic opportunity to connect and reconnect with industry peers and customers, exchange ideas and showcase product innovations!



Exhibit Profiles

- **Packaging**
- **Bakery, Pastry, Gelato**
- **Hospitality Technology**
- **Hospitality Style**
- **Specialty Coffee & Tea**
- **Foodservice & Hospitality Equipment**

and more!



FHA MATCH

Past Attendees

1771 Group of Restaurants | AC Kafe | Allied
Foodservice Equipment | Apiary Ice Cream | Barista
Coffee | Big Value Store | CAFE KEM 343 | Carmen's
Best International Dairy | Club Med | Compass at
Google | Corner Sky Bar | Dai Thuan Corporation | DS
Borneo | Genting Hong Kong | Genting Malaysia |
Gray Pine Café | Haidilao International Food Services |
Hauzfoods | Hyperion Company | IPCA Singapore | JL
Dining | KFC Asia | Khach San Continental Saigon |
Klive Beach Club | Mercure Jakarta | Loob Holding |
New Viet Dairy | Ninh Binh Hidden Charm Hotel &
Resort | Paradise Group Holdings | Peachy Cakes and
Deli | Phoon Huat | Pizza Hut International | Palate
Cafe | Pastry Mart | Pastry Pro | Redmart | Prima |
Putien Restaurant | Resorts World at Sentosa | Rubie
Hotel | Shopee | S.H.Y. COFFEE & CO | SAVEUR | Savor
Vietnam | Shangri-La | Singapore Zoological Gardens |
Sofitel Legend Metropole Hanoi | Spinelli Coffee | The
Meat Club | Vino1855 Wines Company | Ya Kun
International



Voices From Our Community

FHA Match was a great virtual exhibition, allowing to connect with professionals all over the world and providing great insights into the current trends in dairy industry. FHA Match Team provided highly professional assistance throughout the entire event and I can only recommend it further. Many thanks. **Alice Ticha, Sales Manager, China & SEA, RUPP, Austria (Exhibitor, FHA Match: Dairy)**

We find FHA Match a good platform that was easy to manage to set up the meetings. It was also easy to start communicating with suppliers. We also appreciate the hospitality from the FHA Match Team personally calling to remind me of my scheduled meetings. **Ryanto Kosasih, Director, Health Today Indonesia (Buyer, FHA Match: Dairy)**

Appreciate business matching session on FHA Match during this pandemic time and it offered a flexible and efficient platform for our company for sourcing and exploring more potential channels for our customer segment. However connection might be a barrier while we communicate with principals, but it did provide a chat box for us to exchange information for further discussion. Great job!! **Bobo Phang, Product Manager, Pikzern Marketing, Malaysia (Buyer, FHA Match: Dairy)**

“FHA Match meets our expectation to have the opportunity to connect with quality suppliers during a very challenging time, we will definitely do it again if other events take place” **Henri Thomas, Business Development Manager, Food Source International (Vietnam) JSC (Buyer, FHA Match: Meat)**

“One of the best virtual exhibitions I have participated in. It provided with insight in connecting with suppliers all over the world. Very helpful for our company as we were planning to import meat products late this year. Thank you to the FHA organisers! Good job!” **Lanie Tumaob, Donny’s Choice Food Processing Exporter & Importer Corp, Philippines (Buyer, FHA Match: Meat)**

“Due to the current international pandemic situation, we decided, as a French company, to attend FHA virtual exhibition. Our goal was to get connected with food importers and distributors within the SEA region. And we have to say that this event met all our expectations. Thanks to a brilliant organization, we were able to showcase our products and be connected with serious companies located in all SEA region. This FHA Match event is definitely worth it and we strongly recommend it!” **Yann BORDIER, Export Sales Manager, Eurodelices, France (Exhibitor, FHA Match: Dairy)**

“During such difficult times for travel and business meetings participation in FHA online was a really fantastic experience. It helped us to meet up with customers and suppliers we already knew; to meet new customers and suppliers; and to develop our business network.” **Richard Williams, Director, Group Business Development, Siam Canadian Group Limited, Thailand (Exhibitor, FHA Match: Meat)**

In view of this pandemic, we are appreciative for FHA Match to be done virtually. As it allowed us to meet new suppliers which is vital for us as we are constantly sourcing new ingredients in accordance to market demands. The event’s categorisation of suppliers and products is important so that we can be focused on meeting the right companies for discussions. Also, the market sharing (from content sessions) was interesting. **Charles Tan, Manager, Overseas Business, Phoon Huat, Singapore (Buyer, FHA Match: Dairy)**

FHA MATCH_EVENT CALENDAR



7 SECTOR FOCUSED VIRTUAL
BUSINESS MATCHING EVENTS

APRIL – NOVEMBER 2021

 **FHA MATCH**
Powered by *Saladplate*

- 13 to 14 April : **Meat**
- 19 to 20 May: **Dairy**
- 23 to 24 June: **Sweets & Snacks**
- 14 to 15 July: **Seafood & Frozen Food**
- 15 to 16 September: **Drinks**
- 27 to 28 October: **Fine Food**
- 23-24 November: **Hospitality (New!)**



CONTACT US

ENQUIRY@FOODNHOTELASIA.COM

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#FHA