



**INMEX**

**SMM**

**INDIA**

south asia's largest  
maritime exhibition  
and conference  
[inmex-smm-india.com](http://inmex-smm-india.com)

**the driving force of the  
south asian maritime business**

**3-5 oct 2017  
mumbai**

**organised by**

**informa**  
exhibitions



**Hamburg Messe  
und Congress**



# INMEX SMM India hand in hand growth

## Set Sail towards New Markets and New Growth Prospects

Combining the forces of the maritime industry's two biggest events, the unified edition of INMEX SMM India offers the most exclusive gathering of industry decision makers, creating an unrivalled business platform for the South Asian shipping and maritime industry.

The growing strength of this platform is now set to draw attention to the burgeoning strength of the Indian maritime industry which is expected to record a greater cargo traffic of 1,758 MMT by 2017. Proposed investments across major Indian ports by 2020 are expected to total USD18.6 billion, while those in non-major ports are estimated to be USD28.5 billion.

This ocean of opportunities will present itself at the 2nd unified edition of INMEX SMM from **3 – 5 October 2017** at the shipping capital of India - **Mumbai**.

## 2015 Show Facts at a Glance

600+

Exhibitors from  
30 countries

7973

Trade visitors

313

b2b meetings

Country  
pavilions

Denmark, France,  
Korea, Germany,  
Norway & Taiwan

## Exhibitor profile

A platform to showcase tomorrow's intelligent technologies and your expertise in:

- Shipbuilding / shipyard industry
- Ship fittings and equipment
- Ship operation equipment
- Cargo handling systems
- Electrical engineering / electronics
- Marine technology
- Ports and port technology
- Ocean engineering
- Design institutes
- Marine offshore technology
- Naval weapon systems
- Dredging

“

Good Days are here for the shipping industry, as the Union Government has an open door policy for the stakeholder.

*Shri Deepak Shetty, IRS, Director General of Shipping, Government of India*

90% of exhibitors ranked INMEX SMM India as the leading trade fair in the country



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It is important to be a part of the INMEX SMM INDIA as this is the biggest platform in the maritime industry to make your presence felt. We are surely looking forward to participating in INMEX SMM INDIA for years to come.

*Mr. Atrey Sawant, Business Head, Mandovi Drydocks*





## Visitor profile

Standing as the largest maritime exhibition in South Asia, INMEX SMM India is sure to attract thought-leaders and decision makers from:

- Ship Management Companies
- Shipping Companies
- Ship Builders and Designers
- Dredging Companies
- Offshore and Oil Rig Companies
- Cargo Handlers
- Logistics Providers
- Navy & Coastguards
- Port Authorities
- Governments

95% of exhibitors reported that the show attracted new business visitors

### Main Reasons for Visiting



### Purchasing Authority



“At INMEX SMM India 2015, the confluence of niche maritime professionals under a single roof provided the most appropriate platform for discussing the various challenges faced by the Indian maritime sector and also exploring ways for path-breaking solutions. Being the net maritime security provider in the region along with the Coast Guard, it is in the Navy's interest to support this initiative whole-heartedly.

Vice Admiral **SPS Cheema PVSM AVSM** is the current Flag Officer Commanding in Chief, Western Naval Command of the Indian Navy



## Features

INMEX SMM India is more than just an exhibition. It is a platform known to bring the world of shipping and maritime industry together. With its concurrent events it puts business and market intelligence to the fore. The INMEX SMM India is where the industry game changers meet, network and develop growth strategies for the future.

- Conference
- B2B buyer programme
- Product demonstration area
- Technical seminars

“It was a very good experience. I got an opportunity to see some good innovations in ship building industries.

**Mr. Prashant Sampat Kakade**,  
Sr. Executive Procurement, Pipavav Defence and Offshore Engineering Co. Ltd.

“We have been at INMEX SMM India and will be here again in 2017. A number of technologies (from our associates exhibiting with us) new to the Indian maritime sector have been launched successfully at the show.

**Cdr. Ninan P. Mathai IN (Retd)**,  
Vice President, YEOMAN Marine Services



## Meet more than your sales objective

With a clear business goal in mind, INMEX SMM India brings you your target profile of visitors, investors and industry stakeholders to grow your business and:

- Generate direct sales
- Gather demand insight
- Meet new sales and distribution channel partners
- Launch new products
- Standout amongst the biggest maritime brands
- Demonstrate your capabilities and the latest solutions to the industry
- Attract new business and potential customers
- Gain exposure among existing and potential clients
- Network with key industry leaders and government officials

## Why INMEX SMM India?

**We understand the maritime and shipping business. Take advantage of:**

- Our Legacy:** India's leading maritime show, organised by two leading exhibition organisers with maritime experience and professionalism.
- Our Focus:** A focused platform for the South Asian maritime industry.
- Our Position:** Located in India's shipping capital – Mumbai.
- Our Network:** Global exposure with international pavilions and delegations from 30 countries.

## Exhibitor Co-branding Outreach program

At INMEX SMM India, we not only ensure you stand among the biggest maritime brands, but also that your brand is moved into the spotlight. With the biggest industry players under one roof, utilise our extensive co-branding opportunities and ready-to-use marketing collaterals to drive traffic to your booth.



## Participation details

**The coast is clear. We are ready to set sail.  
Get on-board to avail the best location.**

**Indoor space only** (minimum size 24 sqm) includes

- Space
- General cleaning
- Hall security

**Shell scheme** (minimum size 9 sqm) includes

- Rear & side walls
- Fascia
- Furniture (1 table, 2 chairs)
- General cleaning
- Hall security

**Enhanced catalogue & website entry** (optional)

- Comprises a half page entry with your company logo plus a 100-word company description

## Our contact details

**For more booking and event information, please feel free to contact us today.**

For India & Rest of the World

Informa Exhibitions

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## About the organisers

Organised by

**informa**  
exhibitions

Informa exhibitions organises over 100 business to business exhibitions annually via a global network of offices in the UK, UAE, India, Brazil, Singapore, China and Australia. Some of our leading brands include the Middle East Electricity, Arab Health, Cityscape, IPEX, AgraME and Gulf Traffic among several others.

In Collaboration with



**Hamburg Messe  
und Congress**

Hamburg Messe und Congress GmbH is a full-service provider with outstanding service in organising the leading international trade fairs SMM and WindEnergy Hamburg.

