

IRANIMEX2018

20th Iran international maritime & offshore technologies exhibition

17-19 December 2018 - Kish Island

POWERED BY

EUROPORT



Organizers



Kish F.E.Z.



KTP Group

ROTTERDAM
AHOY

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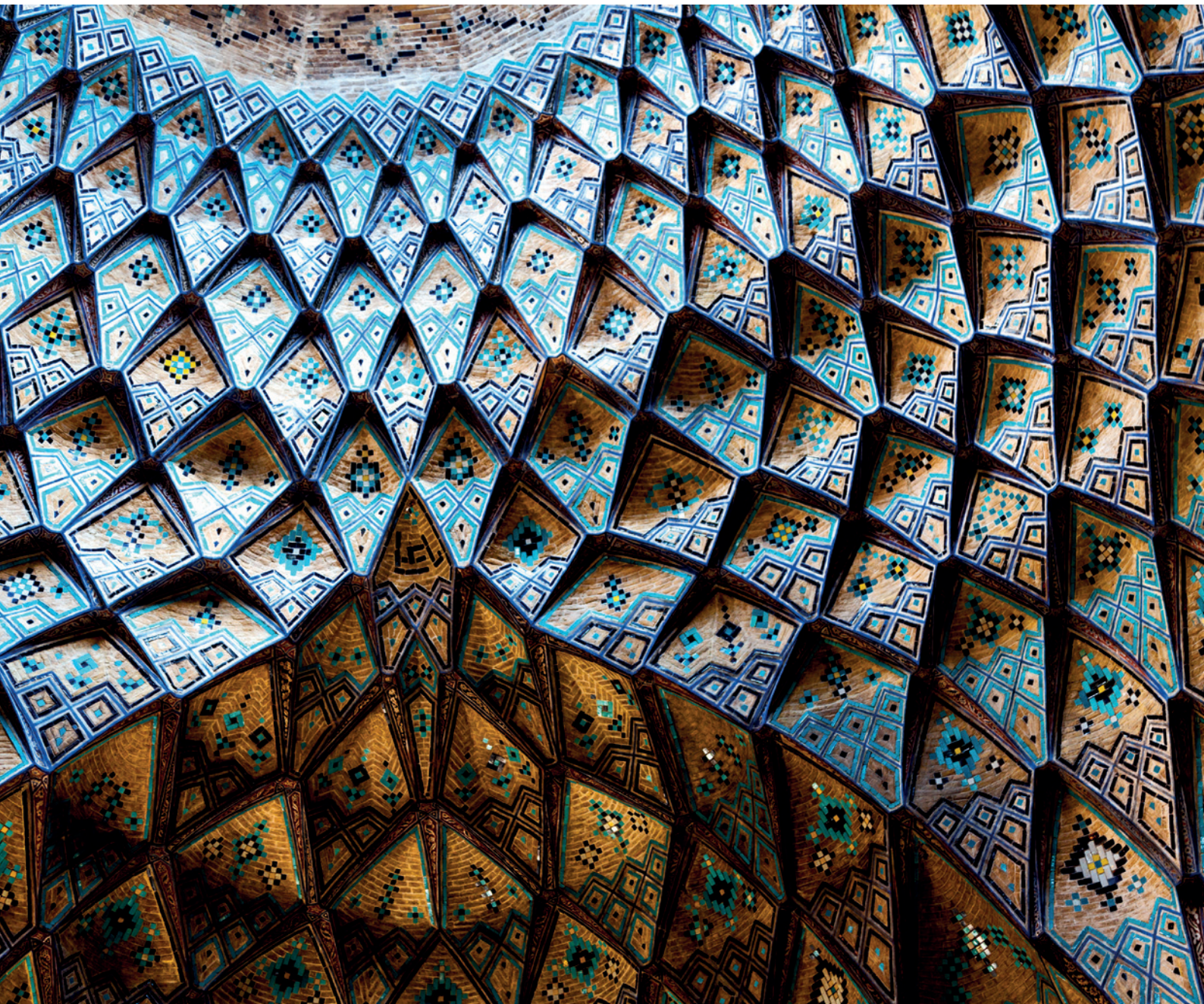
JOIN THE MIDDLE EAST'S PREMIER MARITIME EXHIBITION

IRANIMEX, powered by Europort has swiftly become the must attend event in the Middle East. No longer is it just an event for pioneers but the exhibition has been embraced by the maritime community at large, as the biggest and most influential exhibition in the Gulf region and the perfect gateway to get involved in Iran.

With 284 companies from around the globe and over 7,000 visitors from the cutting edge of the shipbuilding and offshore industries, IRANIMEX2017 cemented its position as the premier maritime exhibition in a market rife with investments. Based on the tropical economic free zone of Kish Island, IRANIMEX offers ease of travel and stay. Participation is hassle free and convenient due to a short travel time (only 30 minutes from Dubai International Airport) and visa free travel.

The 20th edition of IRANIMEX will once again be held in the modern facilities of the Kish International Exhibition's Centre and offers many readymade stand options that rival those of any international exhibition.

If you are looking to expand your business in the Gulf region then IRANIMEX, powered by Europort offers an effective stepping stone into a diverse and growing market.



Business is now

Three years since the lifting of international sanctions Iran is following up on its promise of investment. The need for modernization is huge in all economic areas and today the demand for technological renewal is equally high.

Over the last year we saw IRISL, Iran's largest maritime company and one of the largest ship owners in the world, roll out their 2016 deal with Hyundai Heavy Industries. March 2018 will see the delivery of 10 ships including four 14,500 TEU container ships as part of this 65 million dollar contract. Other vessels to be built are tankers with a DWT of 49,000 adding to the clear evidence the 2.5 billion dollar plan to modernize Iran's commercial fleet is taking shape.

There are also interesting developments on the front of offshore oil and gas, now that Iran is set to officially surpass Qatar in South Pars as ISOICO, IDRO, the Iranian Offshore Engineering and Company, Iran National Drilling Company and the Mapna Group cooperate on numerous development projects to increase the production from the huge South Pars gas field.

However this does not mean the relationship with other Gulf states is deteriorating. In fact the opposite is true as maritime trade between Iran and its overseas neighbours intensifies. Most Iranian shipping lines switched their transport services to Qatar and large investments from the private sector are expected in the fields of logistics and maritime transportation.

A broad maritime vision

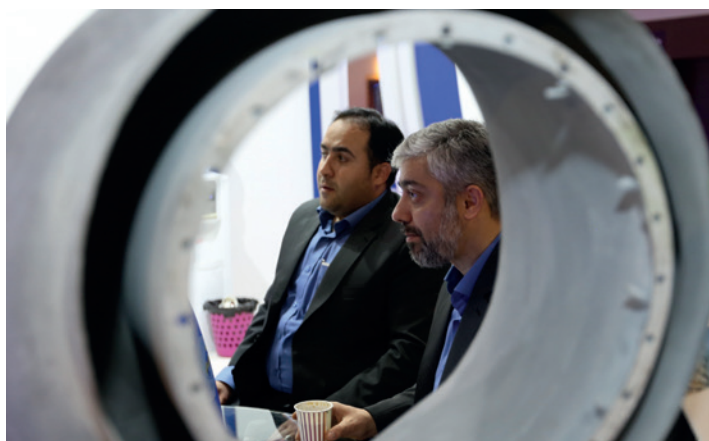
Opportunities abound in the fields of offshore oil and gas and sea shipping but are not limited to these segments as all maritime sectors will see a huge spike in investments. Over the coming years fleet renewal, management and repair are hot topics for every major maritime market.

The fishery sector is rapidly expanding and the Iran fisheries employ well over 82,000 people at the moment. Both farming as well as catching are a hot topic and the market is investing heavily in new techniques and export.

Dredging operations are seeing an increase in interest as port expansion and the development of Qeshm Island take centre stage in a time where international business is a possibility again.

These developments will lead to a growing demand for work and patrol boats as tug boats, pilots, law enforcement and port authorities will be necessary to keep up with the expanding ports.

Seeing how Iran is not able to supply the equipment in numbers and quality to match its demand there is a large need for international partnerships, technology and knowhow.



Great exhibitor and attendee experiences

In 2017 exhibitors were highly positive in regard to their participation and the many good contacts they made during the event. Among the visitors were VIP's ranging from Iran's Minister of Transport and Naval Commander, as well as numerous ship owners, shipyards and high level employees of the Iranian oil and gas sector.

Visits were not limited to Iranian exclusively and the 2017 edition saw visitors from 37 countries. Interested parties flew in to Kish from, among others, The UAE, Nigeria, The Netherlands, Turkey, China and Korea.

"We have already successfully started business in Iran due to our presence. It often is not easy to meet with decision-making ship owners during exhibitions but we certainly do so here." **Jeroen Kortsmits, Global Marketing & Business Development Manager at Alphon Marine**

An inviting place of business

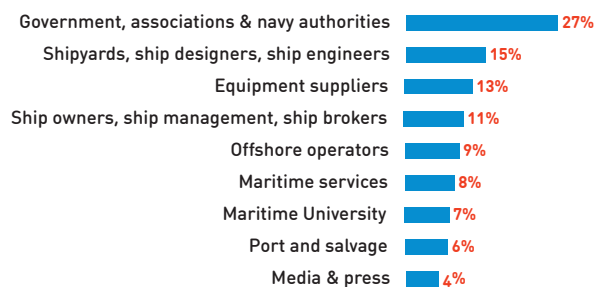
Doing business in Iran is pleasurable and the spirited locals are relishing the opportunity to spread their wings once more and make international connections. Long term partners are what they are looking for. Iranians are known for their hospitality and, if given the chance, will talk for hours about their country, their business and their prospective future. Preferably over dinner, tea or a hookah (a traditional Iranian water pipe).

Enjoy the company of the generous locals and make friends while establishing business relations, ensuring you years of cooperation.

"Our company is from Tehran, but it is much easier to meet Tehran-based ship owners and offshore vessel managers during IRANIMEX in Kish Island. In Tehran everybody is so busy, but here people set aside time for meetings which makes IRANIMEX a very fruitful event." **Yosra Hovelzavi, Managing Director, Atlas Marine & Offshore services**



Visitors by nature of business

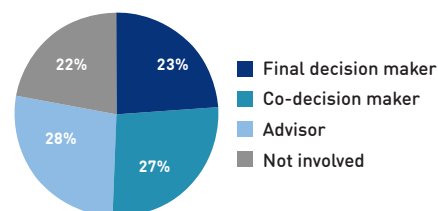


Top 5 reasons for visit

1. Collecting specific (technical) information
2. Establishing new contacts/finding new suppliers
3. Requesting quotations and placing orders
4. Networking with existing relations
5. Keeping tabs on market developments

"Iran is an extremely promising market for us, making our presence at IRANIMEX a logical step. In fact, given the nature of the event we simply have to be here!" **Murat Katirci, Area Sales Manager, Royal IHC**

Visitors decision making authority



IRANIMEX AT A GLANCE

20,000 sqm gross exhibition area • 7,154 visitors from 37

countries • 400 national and international conference delegates

• 284 exhibitors from Iran, The Netherlands, Belgium, China, Korea, Germany, Sweden, Spain, Turkey, Norway, Italy and The UAE

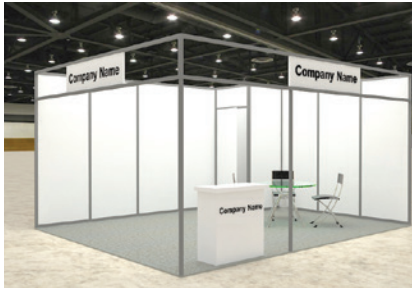


EXHIBITOR PROFILE

Deck, Safety & Special equipment Alarm & Monitoring systems, Buoys, Chains, Cranes & Lifting equipment, Davits, Derricks & Hoists, Detectors, Distress signals, Explosion prevention, Fenders, Firefighting equipment, Flags, Gas detectors, Lightning, Lights & Beacons, Masts, Medical equipment, Manometers, Mooring equipment, Pilot seats, Rescue & Safety equipment, Sonar systems, Stairways & Ladders, Winches **Electronics, Communications & Navigations** Alternators, Autopilots, Bridge control equipment, Cables, Communication systems, Compasses, Computer systems, Control panels, Data indicators, Data transmission equipment, Echo sounders, Integrated bridge systems, Monitoring & Control systems, Navigation & Positioning systems, Power supply, Sensors, Software & Automation, Speed logs, Switches, Telecommunications, Transformers, Vessel traffic services, Voyage Data Recorders (VDR) **Dredging** Dredging equipment, Dredging vessels, Dredging instruments **Environmental & Auxillary systems** Acoustic systems, Air-conditioning & Ventilation systems, Ballast systems, Ballast water treatment, Batteries, Battery chargers, Bilge water systems, Cargo handling Systems, Desalination plants, Drinking water equipment, Fresh water systems, Generator sets, Heat exchangers, Heating systems, High-pressure cleaners, Hydraulics, Nox/Sox monitoring systems, Oil spill recovery, Refrigeration, Sanitary equipment, Testing equipment, Vibration isolators, Waste water treatment, Water coolers, Weather charts **Propulsion & Manoeuvring** Actuators, Bearings, Blowers, Boilers, Brakes, Bunkers, Compressors, Converters, Coolers, Couplings, Cylinders, Diesel engines, Drives, Electrical propulsion, Electro motors, Engine repairs, Engine spare parts, Engines, Filters, Fittings, Fuel injection equipment, Gas oil, Gas systems, Gas turbine engines, Gear boxes, Gears, Generators, Heat exchangers, Lubricants, Noise & Sound insulation, Nozzles, Oil coolers, Pistons, Pneumatics, Pressure indicators, Pressure regulators, Propeller Systems & Equipment, Propellers, Pumps, Rudders, Rudders systems, Seals, Separators, Shafts, Crank shafts, Steering systems, Thruster systems, Turbines, Valves **Shipbuilding & Offshore, Repair & Conversion** Accommodation systems, Anchors, Anti corrosion, Anti fouling systems, Barges, Blasting, Bollards, Carpentry, Coatings, Doors & Locks, Engineering, Fasteners, Flooring systems, Furniture, Galley & Pantry, Offshore technology, Pipes, Ship brokerage, Ship design, Shipyards: new building, repair, conversion, Shipyard installations, Steel Plates & Constructions, Tools, Towing hooks, Walls & Ceilings, Windows & Hatches **Port Development** Infrastructure, Port Construction & Development, Logistics, Supply & Disposal Systems, Vessel traffic services, Waste recycling, Cargo handling systems, Conveyor systems, Storage, Safety equipment **Maritime & Offshore Services** Administrative services, Advertising & Promotion, Classification, Cleaning services, Consultancy, Crewing & Staff, Diving services, Education & Training, Financing & Insurances, Governmental authorities, IT services, Legal services, Logistic services, Marine authorities, Media (publications), Research & Development, Salvage, Ship management, Simulators, Tank Coating & Cleaning, Trade associations, Ship owners **Offshore Technology** Engineering, Offshore installation, Offshore services, Offshore Rigs & Vessels, Terminals, Offshore management

RESERVE YOUR STAND SPACE TODAY!

IRANIMEX offers ready build stand options to rival any international event. You will be able to be a host to your new potential business partners in luxury stands built with high quality materials and a keen eye for aesthetics. Exhibitors at IRANIMEX get great value for money and tangible returns on investment. Act now and reserve your stand package today.

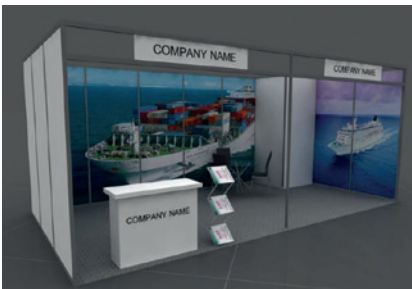


BASIC stand package*

FROM 15 M²: € 305.- per m²

Package including:

- stand space
- shell scheme panels
- carpet
- fascia with company name
- info desk
- storage area of 1 m²
- electricity
- lighting spots
- table with 3 chairs



BASIC+ stand package*

FROM 15 M²: € 375.- per m²

Package including:

As BASIC package but also including:

- customized PVC graphic walls (1 per 3 m²)
- brochure rack
- dustbin



PREMIUM stand package*

FROM 30 M²: € 495.- per m²

Package including:

- stand space
- raised wooden floor (10cm)
- wooden stand building painted in company colors
- meeting area
- info desk with chair
- storage area
- electricity
- lighting spots
- 42-inch TV
- refrigerator
- water heater/cooler
- 1 sofa bench
- 1 sofa chair
- 1 sofa table
- 1 table with 3 chairs
- brochure rack
- dustbin



DELUXE stand package*

FROM 50 M²: € 595.- per m²

Package including:

- stand space
- raised wooden floor (10cm)
- wooden stand building painted in company colors
- light box & special lighting
- meeting area
- info desk with chair
- storage area
- electricity
- lighting spots
- flower arrangement
- 42-inch TV
- refrigerator
- water heater/cooler
- sofa bench
- sofa chairs
- sofa table
- table with chairs
- brochure rack
- dustbin
- 1 hostess
- 1 translator from English to Persian & vice versa
- daily stand cleaning



Strategically located on Kish Island

The 20th IRANIMEX exhibition powered by Europort will be held from 17-19 December 2018 on the tropical Island of Kish. This popular holiday resort island is only a short (30 minute) flight away from Dubai International Airport and caters to international travellers on a daily basis. There is no need for visa and travel around the island is cheap and easily arranged. Kish Economic free Zone has seen an average yearly foreign trade figure of \$9,2 billion and is the thorough fare for 15% of all imports into the Iranian Mainland. The important shipbuilding region of Iran is right across the water and brings with it the strategic visit you are looking for when participating in this Iranian event.

Kish is known as a holiday island for Iranians and has a large selection of hotels, restaurants and activities. It is an excellent place for water sports like diving, snorkelling, water skiing and yachting and average 17-19 December temperatures are a balmy 26 degrees centigrade.



Logistics, travel and stay

The organizers have selected an experienced international freight forwarder and travel agent to assist in getting your materials and personnel to Kish and arranging your staff's hotel stay while on the island. For more information and contact details please visit: www.iranimex.ir

No visa required

Foreign visitors who enter Kish from abroad do not need to get a previous visa. Those who intend to enter the mainland of the I.R. of Iran before or after entering the Kish Island should, however, apply for an entry visa in due time.



Exhibition organizer

Iranian Association of Naval Architecture and Marine Engineering and KTP Group in cooperation with Kish Investment and Development Company.

Overseas partner

Europort

Contact details for international exhibitors

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E info@irananimex.nl

Exhibition venue

Kish International Exhibition's Center
Kish Island
I.R. of Iran

Exhibition opening hours

From 16.00 to 22.00 daily

www.iranimex.ir