

MARINTEC CHINA 2017

The All China Maritime Conference & Exhibition
二〇一七年中国国际海事技术学术会议和展览会

5-8 December 2017
二〇一七年十二月五至八日

Shanghai New International Expo Centre
上海新国际博览中心

STRENGTHENING
壮大

LEADING
引领

CONNECTING
互联

Sponsored by 主办单位

Ministry of Industry and Information Technology, PRC
中华人民共和国工业和信息化部

Shanghai Municipal People's Government
上海市人民政府

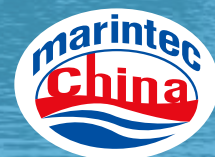
Co-sponsored by 协办单位

China State Shipbuilding Corporation
中国船舶工业集团公司

China Association of the National Shipbuilding Industry
中国船舶工业行业协会

China Shipbuilding Industry Corporation
中国船舶重工集团公司

Chinese Society of Naval Architects & Marine Engineers
中国造船工程学会



Organised and Managed by 承办单位

UBM
博闻

SSNAOE
上海市船舶与海洋工程学会



MARINTEC CHINA



The largest maritime event in Asia Pacific, Marintec China connecting maritime professionals from the entire shipbuilding supply chain together.

Over the years, Marintec China has grown to reflect the size and importance of the Asian maritime market. 2015 event is another record-breaking edition with the largest exhibition area and the highest number of industry professionals attending ever. The encouraging figures proven that China remains one of the major shipbuilding nations and Marintec China has been the most authoritative platform in Asia.

With the maritime industry facing great opportunities but also may challenges, it is important for the industry to connect and engage more to ultimately win new business in globally-significant markets. A visit to Marintec China is a great way to learn about the latest technology and innovation of the supply industry, a platform for industry professional to meet face to face, make connection and do business.

Organised and managed by UBM Asia and Shanghai Society of Naval Architects & Ocean Engineers (SSNAOE), Marintec China is greatly supported by the China shipping community.

Sponsored by

Ministry of Industry and Information Technology, PRC
Shanghai Municipal People's Government

Co-sponsored by

China State Shipbuilding Corporation
China Shipbuilding Industry Corporation
China Association of the National Shipbuilding Industry
Chinese Society of Naval Architects and Marine Engineers

SENIOR MARITIME FORUM

The pivotal platform of the industry. Keynote speeches by leading professionals shaping the maritime industry, and the opportunity for senior managers to share their experiences interactively.

In 2015, more than fifty renowned speakers addressed the developments in technology and updates on major projects, the forum highlighted “Innovation Drives Development, the Green Agenda Guides the Future”, and with the hottest topic “The Belt and Road” initiative, covered “21st Century Maritime Silk Road: Shipping and Ports; Marine Finance; and Marine Equipment Technology”, the forum has been well attended by over 2,000 professional during the four days.

Keynote Speakers

Mr. Huai Jinpeng

Vice Minister, Ministry of Industry and Information Technology, PRC

Mr. Jiang Zhuoqing

Vice Mayor, Shanghai Municipal People's Government

Mr. Marios Demetriades

Minister of Transport, Communications and Works, Republic of Cyprus

Mr. Wu Qiang

President, China State Shipbuilding Corporation (CSSC)

Mr. Sun Bo

President, China Shipbuilding Industry Corporation (CSIC)

Mr. Philippe Louis-Dreyfus

President, BIMCO; Chairman, Louis Dreyfus Armateurs

Mr. Sun Licheng

Vice Chairman, International Association of Classification Societies (IACS); Chairman & President, China Classification Society

Prof. Martin Stopford

President, Research Services, Clarksons Platou

Other Renowned Speakers from:

ABB | China Association of The National Shipbuilding Industry | China Shipbuilding Information Center | China Shipping (Group) Company | CIMC Financial Leasing Co Ltd | Clarksons Platou | Deutsche Bank AG | DNV GL | Fincantieri, Italy | GTT | Hudong Heavy Machinery Co Ltd | International Association of Independent Tanker Owners | ISO/TC 8 Ships and Marine Technology | Logistics and Offshore industries of Citigroup | Ministry of Finance | Moore Stephens LLP, London | Northern Shipping Funds | Rolls-Royce |

Shanghai International Port (Group) Co Ltd | Waigaoqiao Shipbuilding Co.Ltd. | Shanghai Maritime University | Shanghai Zhenhua Heavy Industries Co. Ltd (ZPMC) | The Chinese Society of Naval Architects and Marine Engineers | The Export-Import Bank of China | Wuhan Marine Machinery Plant Co. Ltd | Shanghai Political Consultative Conference | China Export & Credit Insurance Corporation | European Community Shipowners' Associations (ECSA) | Venice Port Authority |

Supporting organisations

Equipment Department of the PLA Navy, PRC
China COSCO Shipping Corporation Limited
China National Petroleum Corporation
China National Offshore Oil Corporation
China Classification Society

Shanghai Shipping Exchange
Shanghai Jiao Tong University
Logistics & Equipment Department of China Coast Guard
Royal Institution of Naval Architects
Institute of Marine Engineering, Science and Technology
International Association of Independent Tanker Owners

MARINTEC CHINA 2015

Evidence of growth within the maritime industries. Once again Marintec provided managers, engineers and buyers with an unrivalled opportunity to discover the latest maritime technology, products and services.

Exhibition area (sqm) ————— **80,000+** (↑ 14%)

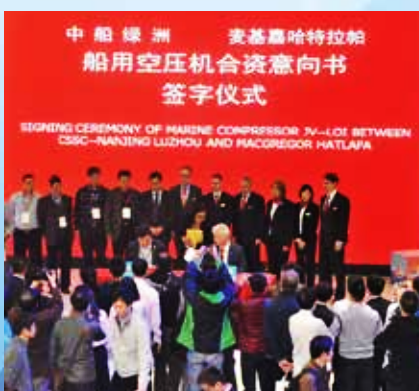
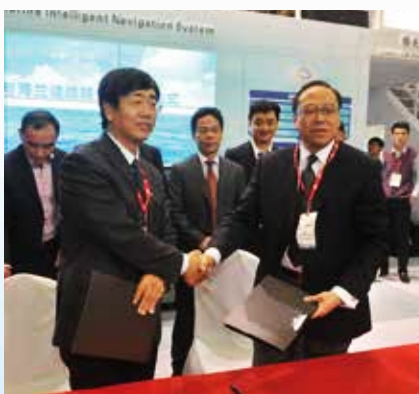
Exhibiting companies ————— **2,000+** (↑ 18%)

Visiting numbers ————— **61,997** (↑ 7%)

Countries / Regions ————— **116** (↑ 31%)

National and regional pavilions ————— **17**

Austria, China, Denmark, Finland, Germany, Greece, Hong Kong SAR, Japan, Korea, the Netherlands, Norway, Panama, Singapore, Sweden, Taiwan region, the United States and the United Kingdom



A LAND OF OPPORTUNITIES

Major collaboration agreements were signed at Marintec China 2015

-  ABS signed a Strategic Cooperation Agreement with Marine Design & Research Institute of China (MARIC) to expand collaboration in both the offshore and marine sectors.
-  DNV GL presented Approval in Principle for a new LNG fuelled VLCC design from Dalian Shipbuilding Industry Co. and an agreement to cooperate with Hempel (Guangzhou) Coatings Ltd for a measurable fleet performance improvement.
-  DNV GL, China Classification Society, Shanghai Waigaoqiao Shipbuilding Co., Ltd and Cosco Container Lines Co., Ltd signed the classification contract for three 20,000 teu containerships.
-  GE Marine and Dalian Shipbuilding Industry Co. design a gas turbine powered LNG carrier which was given approval by Lloyd's Register
-  MAN Diesel & Turbo and China Classification Society signed a new technical cooperation agreement under the framework signed in 2013 to further their collaboration.

EXHIBITOR SUCCESS

THE BEST ACHIEVED EXHIBITING OBJECTIVES

(Data from 2015 exhibitor survey)

Brand-buliding

93%

Consolidate contacts

90%

Collect market information

90%

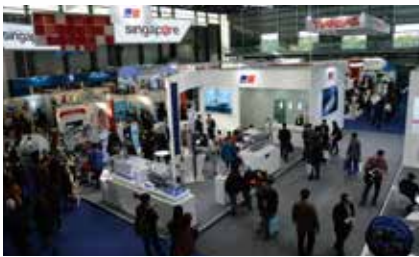
Find new buyers

71%



"I am really impressive about this fair. We have attended Marintec China over ten years and seeing it expanding and expanding. It is one of the biggest shows in South Asia. Marintec China is very organized and full of potential visitors."

Mr Wil van Mol, General Manager
Siemens Ltd., China - Process Industries and Drives Division



"Marintec is a great platform to meet new people. We have several interesting meetings with new clients. We see that the China market is slowly recovering."

Mr Alexander Tesch, Director
Marine & Offshore, MTU Asia Pte Ltd

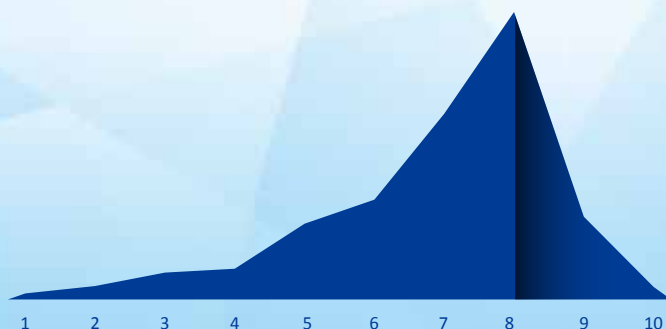


"Marintec China is a very good show. It is always well attended. Well Done and Good Job!"

Ms Banu Kannu, GM, Marketing
Asia Pacific & Middle East, Wartsila Corporation, Marine Solution

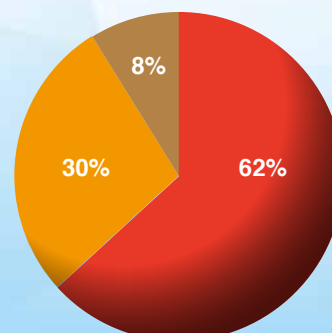
SATISFACTORY LEVEL OF PARTICIPATION IN

2015



POTENCY OF PARTICIPATING IN

2017



Will participation

62%

May participation

30%

Will not participation

8%

VISITOR SUCCESS

MAIN OBJECTIVES OF VISTING

(Data from 2015 visitor survey)

Collect market information

98%

Consolidate contacts

96%

Find new suppliers

96%

Place orders

96%

"This is my fourth time visit in Marintec China and every time I found it is growing bigger and bigger. I noticed many exhibit highlights in this edition. Many new products, services and integrated system debut especially in German Pavilion and Danlish Pavilion. In this visit, I met many old friends and I am so glad to see many new exhibitors as well."

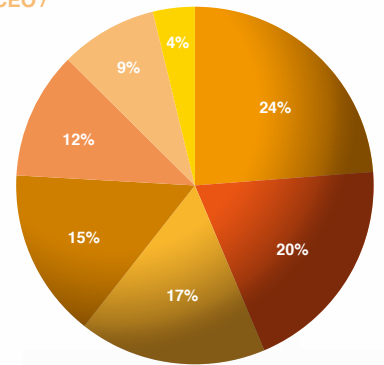
Mr Pang Jianto, HISSEN Marine & Industry

"This is my first time to visit Marintec China. It exceeded my expectations. The exhibition scale is so big and gather exhibitors from around the world. Very professional!"

Mr Zhang You Jun

PROFESSION / JOB TITLE

- 24% Sales & Marketing
- 20% Purchasing
- 17% Sales Engineer
- 15% Managing Director / General Manager / Chief Representative
- 12% Assistant / Coordinator
- 9% Owner / Chairman / CEO / President
- 4% Surveyor



SATISFACTORY LEVEL OF PARTICIPATION IN

2015



0 1 2 3 4 5 6 7 8 9 10

POTENCY OF PARTICIPATING IN

2017



0 1 2 3 4 5 6 7 8 9 10

WELCOME TO MARINTEC CHINA 2017

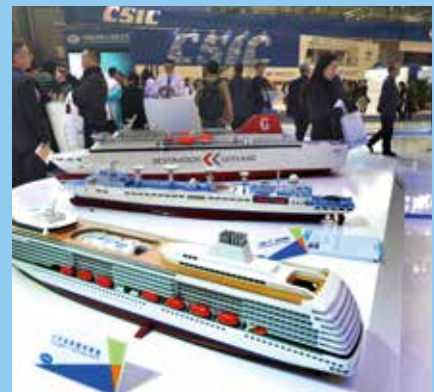
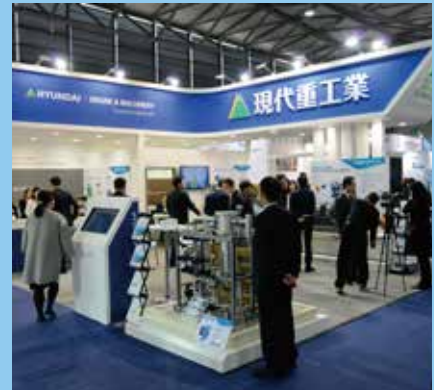
Marintec China is poised to be the definitive event and is undoubtedly a must-attend for all involved in the maritime industry.

Marintec China will be held from 5-8 December 2017 at the Shanghai New International Expo Centre in Shanghai, China and continue its dedication to serve as the “LEADING” platform “CONNECTING” the community and “STRENGTHENING” the maritime industry.

Marintec China offers the perfect opportunity for companies serving the maritime market to showcase their innovations, products and services to a wide audience. A platform for face to face meetings in business, creating new relationships and consolidating existing ones.

WHY ATTEND

- China is a land of opportunity
- Shanghai is the shipping hub in Asia
- Under one roof with the full spectrum of the shipbuilding chain from across the globe
- A highly influential maritime event to meet and obtain contacts of quality business partners from all parts of the world
- A reference point for the latest technology and market information for the maritime industry worldwide
- “Made in China 2025” is a 10-year strategy to comprehensively upgrade China maritime equipment and high-tech shipping, with a special highlight on cruise design and construction technology.



WHO SHOULD EXHIBIT

Shipbuilding / Shipyard • Ships (Seagoing Vessels) • Shipbuilding (Including Repairs and Recycling) • Shipbuilding Materials & Semi-Finished Goods • Ship Fittings and Equipment • **Propulsion Systems / Prime Movers** • Engines and Components • Propulsion System • Auxiliary Systems • Component and Accessories • **Electrical Systems / Equipment** • Power Systems • Propulsion Technology • Auxiliary Systems • Equipment and Accessories • **Auxiliary Equipment / Machinery** • Deck and Safety Equipment • Ship Operation Equipment • Equipment and Accessories • **Shipping/Port** • Port Constructions • Transportation Systems • Offshore Industry • Offshore Natural Resources • Offshore Platforms • Offshore Vessels • Systems and Technology

WHO SHOULD VISIT

• Ship Repair / Maintenance • Ship Agent • Ship Broker • Ship Owner • Offshore Platform • Offshore Supplier • Offshore Vessel • Agent / Wholesaler / Distributor • Importer / Exporter • Manufacturer / Supplier • Banking / Finance / Insurance / Legal • Cargo Handler / Logistics Management • Classification Society • Consultancy • Design / Research • Marketing • Offshore Management / Operation • Port Management / Authority • Registry / Inspection • Ship Management / Operation • Government Agency • Trade Association • Trade Publication

MARINTEC CHINA 中国国际海事会展

LEADING | CONNECTING | STRENGTHENING
引领 | 互联 | 壮大

5-8 December 2017 Shanghai New International Expo Centre 二〇一七年十二月五日至十二月八日 上海新国际博览中心



CONTACT US TO BOOK YOUR PLACE NOW

We would like to reserve a stand for 2017 / 本公司希望预订 2017 展台 (Please tick the appropriate / 请选项)

Stand size / 展台面积 _____ square metres / 平方米

Stand option / 展台类别 Standard stand / 标准展台 (Minimum size of 12 sqm / 最小12平方米)

Raw space / 光地 (Minimum size of 36 sqm / 最小36平方米)

Contact 联络人 _____ Job Title 职衔 _____
Surname 姓 _____ Give Name 名 _____

Company 公司 _____

Tel 电话 _____ Fax 传真 _____
Country 国家 City 城市 Tel 电话 _____ Country 国家 City 城市 Fax 传真 _____

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或欢迎扫描二维码下载电子表格。



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