

# marintec



# INDONESIA

18 - 21 September, 2019

Jl Expo

Jakarta, Indonesia

Organizer: UBM Indonesia – PT Pameran Niaga Indonesia

Europe, America & Australia/NZ Pavilion: MEREBO GmbH Messe International

### About Marintec Indonesia 2019

This year marked an important milestone for Marintec Indonesia. Having previously been held successfully in the even-years, In 2017 Marintec Indonesia switched to an odd-year biennial cycle so that it could be held alongside Oil & Gas Indonesia, a comprehensive exhibition for petroleum exploration, production and refining services and products, following UBM's acquisition of the Allworld portfolio of exhibitions.

Also held at the same time was Mining Indonesia. The offshore oil and gas industry represents a major segment of the maritime market in Indonesia, and similarly the transportation of mineral resources is also a key market for Indonesia's ship operators. The co-location of these three exhibitions yielded significant synergies for both exhibitors and buyers that can be expected to lead to new interactions and business projects.

More than 300 exhibiting companies from 18 countries participated in Marintec Indonesia 2017 and Oil and Gas Indonesia 2017. On display in the exhibition were the very latest in products and technologies for the maritime and oil & gas industries, supplemented up by technical and commercial presentations by exhibiting companies.

### Product Sectors

- Cargo Handling Equipment
- Cargo Handling-Logistic Service Provider
- Cruise Liners
- Dredging Companies
- Dredging Equipment
- Electronic / Communications & IT
- Financial Institutions
- Fisheries Technology & Equipment
- Fleet Management & Inspection Agencies
- Indian Navy and Coast Guards
- Management Equipment
- Marine Engineering & Equipment
- Marine Technology & Service Provider
- Maritime Institutions & Services
- Maritime Research & Education Inst
- Navigation and Communication Systems
- Navigation Equipment & Aids
- Offshore Engineering-Oil Rig Companies
- Offshore Technology
- Port and Terminal Equipment & Services
- Port and Waterways Engineering
- Port Authorities
- Port Construction & Facilities
- Port Safety and Security
- Propulsion Systems-Pumps & Valves
- Research & Development
- Safety, Rescue, Survival & Security Equipment
- Sea Traffic Control and Sea Space
- Security Agencies
- Ship Builders and Ship Designers
- Ship Design, Engineering & Ship Building
- Ship Engine & Component Manufacturers
- Ship Inspection and Surveys
- Ship Maintenance & Engine Overhaul Companies
- Ship Operation and Management
- Ship Operation Equipment
- Ship Owners
- Ship Repairing Companies
- Shipping Companies - Owners & Managers
- Shipping Personnel Provider / HR Consultancy
- Shipyard Equipment Suppliers
- Terminal Operators
- Trade Association - Export / Import Councils
- Yachts / Luxury Boats

#### Supported by

- ASCOATINDO – Indonesian Coating Association
- BKPM – Badan Koordinasi Penanaman Modal / Investment Coordinating Board of the Republic of Indonesia
- Coordinating Ministry of Maritime Affairs
- IMarEST The Institute of Marine Engineering, Science and Technology
- INDOCOR (Indonesian Corrosion Association)
- Indonesian National Shipowners Association
- ITS Institut Teknologi Sepuluh Nopember
- IWES – The Indonesian Welding Engineering Society
- Kementerian Kelautan dan Perikanan
- Kementerian Perindustrian Republik Indonesia
- Ministry of Transportation
- Maritime Security Agency

#### Review of Marintec Indonesia 2016

Over 6,000 attendees and 120 exhibitors from 15 countries.

#### National Pavilions & International Participation from

- |             |                  |            |             |
|-------------|------------------|------------|-------------|
| • Australia | • Belgium        | • China    | • Germany   |
| • India     | • Indonesia      | • Japan    | • Korea     |
| • Norway    | • Panama         | • Portugal | • Singapore |
| • Taiwan    | • United Kingdom | • USA      |             |

#### Exhibitors in Marintec Indonesia 2016

38% Marine & Offshore Equipment	16% Ship Builder/ Ship Repairer
15% Ship owners, Shipping Line Companies	7% Navigation & Communication Systems
6% Paints & Coatings	6% Classification, Surveyors
6% Ship Management	6% Others

#### Trade Visitors based on Job Title

45% Sales & Marketing Manager	15% Director
10% Owners	7% CEO
6% General Manager	5% Country Manager
4% President Director	6% Others

## The Participation

That's MEREBO: All inclusive! The main attention of MEREBO is to provide you with full service and high standards to simplify your participation as much as possible. Our renowned partners for freight forwarding, individual stand design, travel, accommodation, etc. will also support you.

MEREBO and partners are always available on-site to ensure a smooth show process for you and your company.

## Participation Costs within the Europe, America & Australia/NZ Pavilion

### Full Package Stands

9 m <sup>2</sup> Row Stand	EUR 4100
12 m <sup>2</sup> Row Stand	EUR 5600
18 m <sup>2</sup> Corner Stand	EUR 8000
24 m <sup>2</sup> Corner Stand	EUR 11000
36 m <sup>2</sup> Head Stand	EUR 15800

### Space only

Head Stand (min. 36 m <sup>2</sup> )	EUR 415 / m <sup>2</sup>
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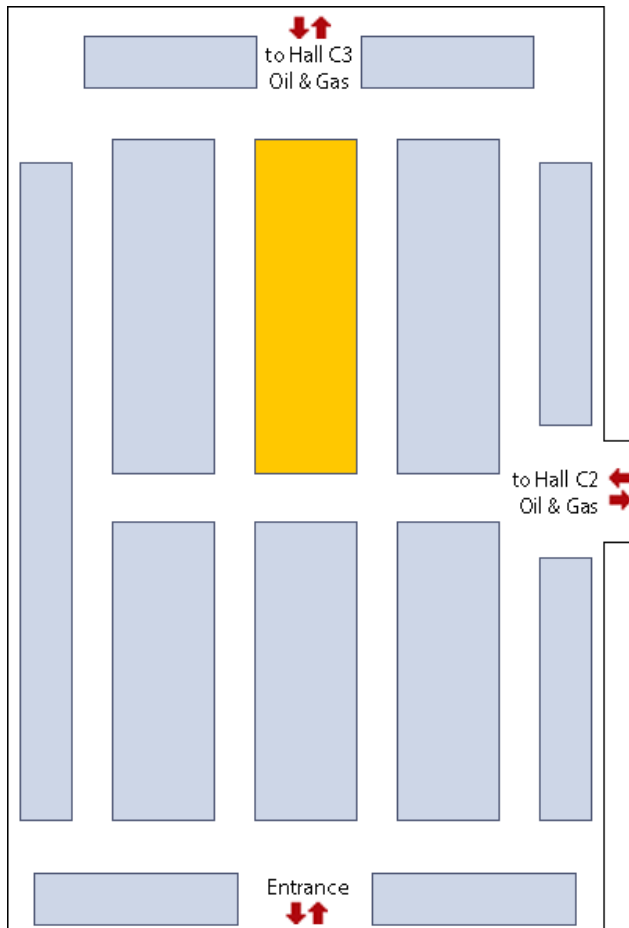
## Details of the Full Package Stands

The Full Package Stands contain all necessary items of a high quality stand construction. They enable an attractive presentation of your company. Additional items such as machinery power connections, water supplies, show cases, kitchen units or any other special requirement can be ordered as well. Please refer to the attached stand layouts for all details.

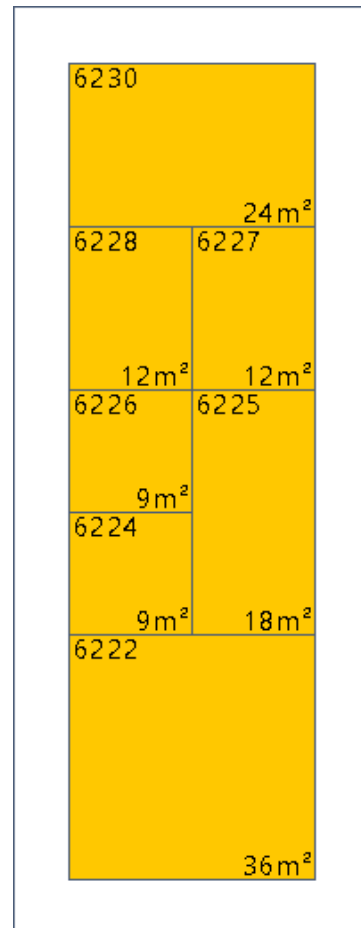
### Full Package Stands contain:

- Exhibition space
- Stand construction in Maxima System
- Carpet in different colours
- Company name on fascia panel
- 1 Lockable storage room (12 m<sup>2</sup>: 0.5 m<sup>2</sup>, 18-36 m<sup>2</sup>: 1 m<sup>2</sup>)
- 1 Information counter (18-36 m<sup>2</sup>: 2)
- 1 Table 70 x 70 cm (18-36 m<sup>2</sup>: 2)
- 4 Leather chairs (18 m<sup>2</sup>: 6, 24-36 m<sup>2</sup>: 8)
- 1 Power socket 220V
- 1 Paper basket
- 1 spotlights each 3 m<sup>2</sup>
- Exhibitor Badges
- Listing in the Catalogue
- Daily stand cleaning

Floor Plan



Europe, America & Australia Pavilion in detail



The Europe, America & Australia Pavilion is highlighted in yellow colour.

Shell Scheme Stands are available in 9-36 m<sup>2</sup>. The allocation will be made on first come first serve basis. Please contact Frank Bode for current availability.

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Contact for all companies from Europe, America & Australia/NZ

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**Contact for the rest of the world**

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INDONESIA

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# Application Contract Marintec Indonesia 2019

5th Indonesian Trade Show for Shipbuilding and Maritime Industries  
 18-21 September, 2019  
 Jakarta, Indonesia  
 JIExpo Jakarta International Expo, Hall C1  
 Application Deadline: 18 June, 2019  
 Early Bird Rates valid until 31 December, 2018



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## Exhibitor

Company			
Address 1			
Address 2			
Telephone		VAT No.	
Contact Person		E-mail	

## Option 1: Full Package Stands (please tick your choice)

Stand Size	Dimensions	Normal Rate	Early Bird Rate
<input type="checkbox"/> 9 m <sup>2</sup> Row Stand	3 m x 3 m	EUR 4300	EUR 4200
<input type="checkbox"/> 12 m <sup>2</sup> Row Stand	4 m x 3 m	EUR 5650	EUR 5500
<input type="checkbox"/> 18 m <sup>2</sup> Row Stand	6 m x 3 m	EUR 8300	EUR 8000
<input type="checkbox"/> 24 m <sup>2</sup> Head Stand	6 m x 4 m	EUR 11000	EUR 10600
<input type="checkbox"/> 36 m <sup>2</sup> Head Stand	6 m x 6 m	EUR 15000	EUR 14500
<input type="checkbox"/> Corner Stand: not available			
<input type="checkbox"/> Head Stand: already included			

Including: Raw space, registration fee, exhibitor badges, catalogue entry with company description, complimentary company presentation, special discount rate for the official hotel.

Stand construction in Maxima System, carpet in different colors, company name on fascia board, 0.5 m<sup>2</sup> lockable storage room (18 - 36 m<sup>2</sup>: 1 m<sup>2</sup>), 1 information counter (18 - 36 m<sup>2</sup>: 2 pcs.), 4 spotlights (18 and 24 m<sup>2</sup>: 6 pcs., 36 m<sup>2</sup>: 8 pcs.), 1 table 70 x 70 cm (18 - 36 m<sup>2</sup>: 2 pcs.), 4 chairs (18 and 24 m<sup>2</sup>: 6 pcs., 36 m<sup>2</sup>: 8 pcs.), 1 paper basket, 1 wall coat hanger, 1 power socket 220V, daily stand cleaning.

## Option 2 Space only (please tick your choice)

m<sup>2</sup> with own stand construction

	Stand Size	Normal Rate	Early Bird Rate
<input type="checkbox"/> Corner stand (2 sides open)	not available		
<input type="checkbox"/> Head stand (3 sides open)	min. 36 m <sup>2</sup>	EUR 415 / m <sup>2</sup>	EUR 410 / m <sup>2</sup>
<input type="checkbox"/> Island stand (4 sides open)	not available		

Including: Raw space, registration fee, exhibitor badges, catalogue entry with company description, special discount rates for the official hotels.

Place & Date	Name	Authorised signature

The Participation Terms are recognized as legally binding in all parts.

Terms of Payment: 25% of total charges to be paid immediately upon receipt of the invoice. 25% by 18 March, 2019. Remaining balance to be remitted before 18 June, 2019.

## Terms of participation

### 1. Application to participate in the exhibition

Applications are to be made on the enclosed form, which should be returned to MEREBO GmbH at the earliest opportunity, filled in and signed with a legally binding signature. The rental contract comes into force once MEREBO GmbH has informed the applicant in writing that he is admitted.

The exhibitors shall not be entitled to withdraw from the exhibition after admission. Notice of withdrawal shall be made in writing to the MEREBO GmbH, and shall take effect only when written consent is given by MEREBO GmbH and the exhibitor agrees to pay compensation in accordance with the sliding scale that follows. The cancellation charge is calculated as a proportion of the participation fee, depending on how long before the start of the event the withdrawal is received: 1. 6 months or more 25%, between 4 and 6 months 50%, between 0 and 4 months 100%.

MEREBO GmbH is entitled to rescind the application contract or to terminate the application contract if the exhibitor opens insolvency proceedings or bankruptcy proceedings or if the company of the exhibitor goes into liquidation. However the full participation fees must be paid.

### 2. Participation fees and terms of payment

The participation fees are calculated in accordance with the clauses set out in the application form. The fee to be paid by the exhibitor to MEREBO GmbH includes the rent for the space as well as the wide range of services offered by MEREBO GmbH. The deadlines for payment given in the application form or the invoice must be observed. If the stand is allocated within 90 days of the start of the fair, then the full amount is due immediately. If the terms of payment are not met by the exhibitor, MEREBO GmbH reserves the right to cancel the application. If the application is cancelled, the exhibitor is liable for 50% of the participation fees. In case of cancellation within 90 days before the exhibition begins, the full participation fees must be paid.

### 3. Co-exhibitors and additionally represented organisations

Co-exhibitors and additionally represented organisations must be applied for separately in writing, together with the application for the main exhibitor, and specifying their full addresses.

### 4. Cancellation or curtailment of the exhibition

MEREBO GmbH shall not be required to refund the participation fees or any part thereof to the exhibitor or be liable for any loss or damage suffered by the exhibitor in the event that the exhibition is cancelled or suspended or the duration of the exhibition is reduced owing to such circumstances beyond MEREBO GmbH's control as may be: - outbreak of war or civil unrest - orders of governmental or statutory authorities - fire, floods and other acts of God strikes by workmen; lockouts.

### 5. Non-liability

MEREBO GmbH assumes no liability for exhibition items or display material and something like that just as consequential damages. MEREBO GmbH moreover excludes all liability for disadvantages and damages suffered by exhibitors as the result of incorrect catalogue entries and additional services. This does not affect liability on the basis of wilful or gross negligent misconduct. Any liability for ensuring unhindered setting up and taking down of stands is excluded. Non-liability is valid for damage direct or indirect independent of legal ground. Non-liability refers to material, property and personal damage, i. e. damage to body and life. It is valid for the exhibitor as well as for any other persons participating in the exhibition. The non-liability mentioned above is also valid for the other exemptions and limitations of liability of these terms of exhibition which will be effective without restrictions.

### 6. Warranty

Complaints about any deficiencies in the stand or exhibition area are to be made in writing to MEREBO GmbH immediately on taking over the stand, and at the latest on the last day for setting up stands, so that MEREBO Messe Marketing can remedy such deficiencies. Subsequent complaints cannot be considered, and cannot lead to claims against MEREBO GmbH.

### 7. Legal venue

The legal venue and place of fulfilment for contractual payments is Hamburg/Germany. Federal German law shall apply to