

# IRANIMEX2017

19<sup>th</sup> Iran international maritime & offshore technologies exhibition

12-14 December 2017 - Kish Island

POWERED BY

EUROPORT



Organizers

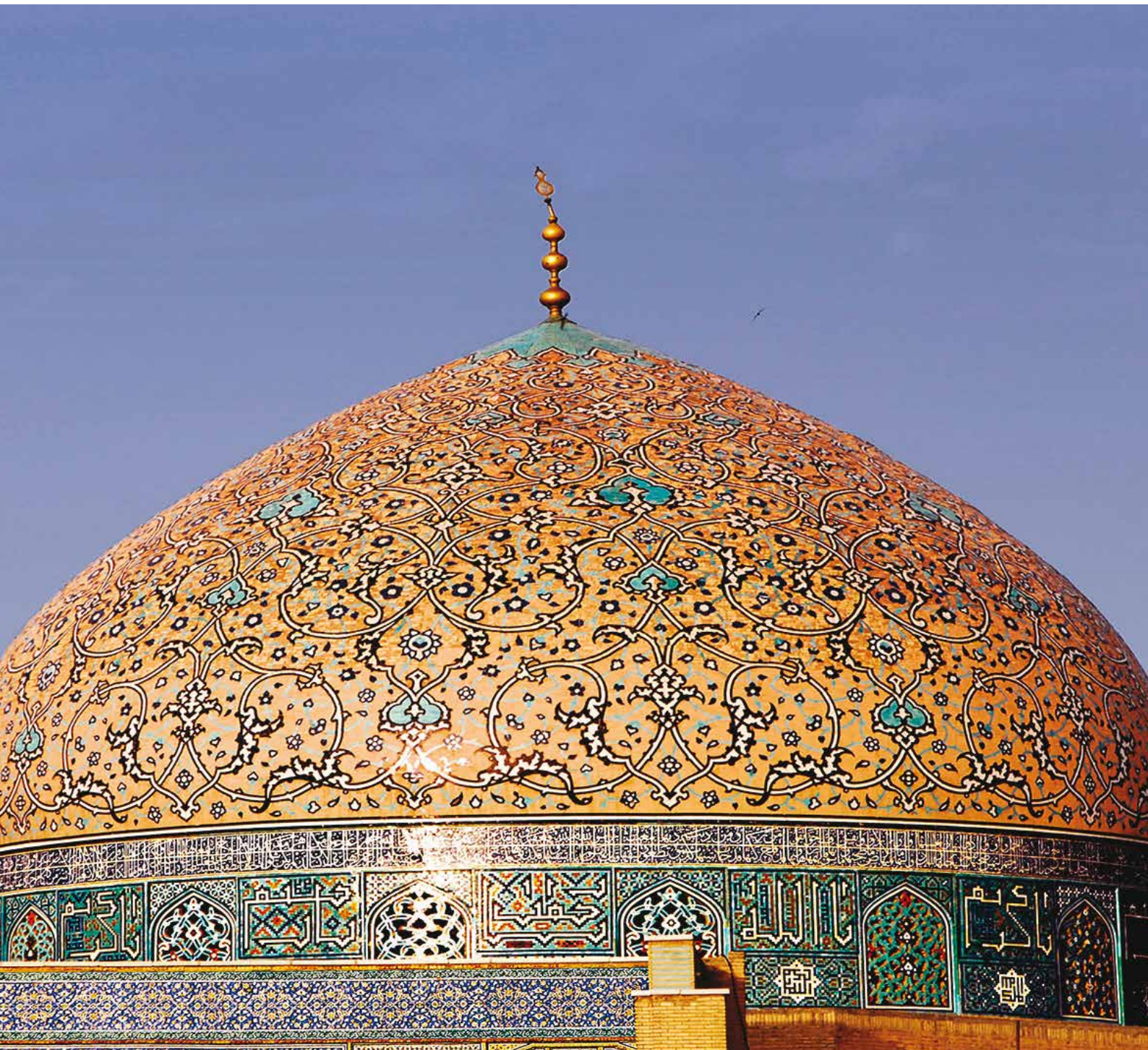


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# WELCOME (BACK) TO IRAN

Iran is steadily getting used to being a part of the international business world again. After years of isolation the Iranian people are now enjoying the prospects of global cooperation and have taken their first steps into acquiring luxury goods, means of transport and industrial equipment. Many more steps are sure to follow. The country once again has access to funds previously frozen in foreign accounts and their eagerness to do international business is only outshined by its even higher future ambitions. Exhibitions are playing a pivotal role in establishing new business between Iranian and international companies and IRANIMEX, powered by Europort is one of its shining examples.



## Investments are here

International sanctions held back the countries investment plans and ideals for the longest time but now that these have been finally lifted Iran is quickly becoming the booming market place economists have been predicting it would. The need for modernization is huge in all economic areas and today the demand for technological renewal is equally high. The IMF is predicting an economic growth culminating between 4 and 5,5% towards the end of 2017. An impressive number to say the least!

The last year saw numerous examples of companies successfully pioneering the Iranian opportunities. KLM (Royal Dutch Airlines) has resumed their direct flights to Teheran after several years, Total and China National Petroleum signed a € 4,3 billion deal with Petropars, foreign banks are starting to open representative offices in the country again. Even the United States have granted Boeing permission to sell aircrafts to Teheran.

## A maritime uplift

A country that borders the Caspian Sea, the Indian Ocean and the Persian Gulf, is a maritime nation by definition. It should come as no surprise then, that many of the largest early investments have been in this field. The Persian Gulf is of particular interest since Iran has the largest coastline along these strategic waters and it is here, in cities like Bandar Abbas and Bushehr, that an important part of the Iranian Maritime Industry is located.

The first year free of sanctions saw many developments in this particular field. Whether it was the news breaking that Maersk opened a new feeder line between Jebel Ali and Bandar Abbas, or the fact that 9 international investors put up \$1billion to develop this particular port or even the \$2,4billion spent on new ships by Iranian oil carriers at Hyundai Shipyards in June of 2016. There is no denying Iran is making huge waves in the maritime market right now.

## Chances in all maritime sectors

Iran sits on the third largest oilfield in the world as well as the second largest in natural gas. The demand for natural resources will be a huge export market for Teheran while the demand for luxury items by its 81 million inhabitants and an overall eagerness to invest will see an influx of import to the old Persian Empire, making both tankers as well as container vessels a focal point for internationally operating ship owners. Port development will lead to a growing fleet of work and patrol boats as well as necessary dredging operations and the ever important offshore exploration and expanding oil and gas sector will demand its own new ships, platforms and services.

Iran has something to offer to everyone in both the entirety of the maritime as well as the offshore industry.



## A new middle east powerhouse

Relatively unknown until last edition, IRANIMEX has been successfully organized 18 times by now. Starting its life as a local brand that brought in visitors from all walks of the maritime life and government. But 2016 is when the event, in its current structure, really kicked into gear. After starting an intensive cooperation with the world renowned exhibition Europort and rebranding itself as IRANIMEX, powered by Europort the event grew with almost 30% compared to the previous edition and covered an exhibition area of 21,000 m<sup>2</sup>.

Europort's involvement additionally led to the fact that the international participation rate grew from 10 companies in 2015 to 114 companies in 2016 and visitor numbers soared to over 9,000. Making it, in fact, the number one maritime event in the region.

## Great exhibitor and attendee experiences 2016

In 2016 exhibitors were highly positive in regards to their participation and the many good contacts they made during the event. Among those 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.

"IRANIMEX has been very successful for us. There was a high visitor attendance to our stand, giving us the opportunity to speak to so many people. This was a valuable chance to get to know more about this growing market." **Mr Hidde Nooteboom, Sales Manager Middle East for Damen Shipyards.**

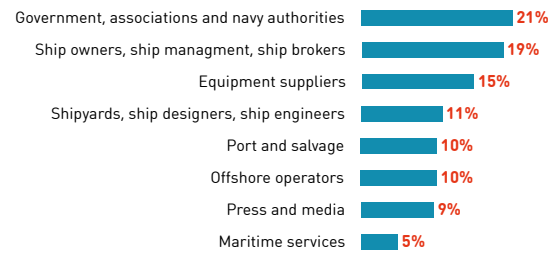
## An inviting place of business

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).

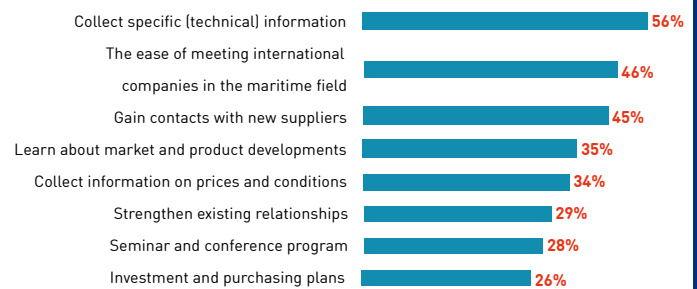
Enjoy the company of the generous locals and make friends while establishing business relations, ensuring you years of cooperation.



### Visitors by nature of business



### Visitors motivation for attendance



### Visitors decision making authority



- Final decision maker
- Co-decision maker
- Advisor
- Not involved

"The feedback greatly exceeded our expectations. We believe that IRANIMEX is one of the best gates to understand the Iranian market's updated demands and to meet many key players in one place. We look forward to the next edition of IRANIMEX!"

**Mr. Andreas Albert, Managing Owner of Albert GmbH.**

## IRANIMEX AT A GLANCE

**20,000** sqm gross exhibition area • **9,000** visitors from

**17** countries • **400** national and international conference

delegates • **300** exhibitors • **114** international exhibitors

from **21** countries • **4** international pavilions (China, India,

Romania, The Netherlands)



## EXHIBITOR PROFILE

**Deck, Safety & Special equipment** Alarm and monitoring systems, Buoys, Chains, Cranes and Lifting equipment, Davits, Derricks and hoists, Detectors, Distress signals, Explosion prevention, Fenders, Firefighting equipment, Flags, Gas detectors, Lightning, Lights and beacons, Masts, Medical equipment, Manometers, Mooring equipment, Pilot seats, Rescue and safety equipment, Sonar systems, Stairways and 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 and control systems, Navigation and positioning systems, Power supply, Sensors, software and automation, Speed logs, Switches, Telecommunications, Transformers, Vessel traffic services, Voyage Data Recorders (VDR) **Dredging** Dredging equipment, Dredging vessels, Dredging instruments **Environmental and auxiliary systems** Acoustic systems, Air-conditioning and 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 and sound insulation, Nozzles, Oil coolers, Pistons, Pneumatics, Pressure indicators, Pressure regulators, Propeller systems and 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 and locks, Engineering, Fasteners, Flooring systems, Furniture, Galley and pantry, Offshore technology, Pipes, Ship brokerage, Ship design, Shipyards: new building, repair, conversion, Shipyard installations, Steel plates and constructions, Tools, Towing hooks, Walls and ceilings, Windows and Hatches **Port Development** Infrastructure, Port construction and development, Logistics, Supply and disposal systems, Vessel traffic services, Waste recycling, Cargo handling systems, Conveyor systems, Storage, Safety equipment **Maritime & Offshore Services** Administrative services, Advertising and promotion, Classification, Cleaning services, Consultancy, Crewing and staff, Diving services, Education and training, Financing and insurances, Governmental authorities, IT services, Legal services, Logistic services, Marine authorities, Media (publications), Research and development, Salvage, Ship management, Simulators, Tank coating and cleaning, Trade associations, Ship owners **Offshore Technology** Engineering, Offshore installation, Offshore services, Offshore rigs and vessels, terminals, Offshore management

## VISITOR FEEDBACK

**92%** of the visitors stated that their company investments for 2017 had been directly influenced by their visit to IRANIMEX • **91%** of the visitors said they are likely or certain to attend IRANIMEX again in 2017 • **89%** of the visitors were satisfied to very satisfied about the value of the contacts made during the event • **87%** of the visitors succeeded in finding new (potential) business partners • **87%** of the visitors said that they would recommend IRANIMEX to industry colleagues • **41%** of the visitors said to have asked for quotations during the event • **35%** of the visitors stated to have placed orders during the event

# RESERVE YOUR STAND SPACE TODAY!

IRANIMEX offers ready to 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 esthetics. Exhibitors at IRANIMEX get great value for money and tangible returns on investment. Act now and reserve your stand space today.



## BASIC stand package\*

FROM 15 M<sup>2</sup>: € 295.- per m<sup>2</sup>

Package including:

- stand space
- shell scheme panels
- carpet
- fascia with company name
- info desk
- storage area of 1 m<sup>2</sup>
- electricity
- lighting spots
- table with 3 chairs

## BASIC+ stand package\*

FROM 15 M<sup>2</sup>: € 360.- per m<sup>2</sup>

Package including:

As BASIC Package but also including:

- customized PVC graphic walls (1 per 3 m<sup>2</sup>)
- brochure rack
- dustbin



## PREMIUM stand package\*

FROM 30 M<sup>2</sup>: € 475.- per m<sup>2</sup>

Package including:

- stand space
- raised wooden floor (10cm)
- wooden stand building painted in company colors
- meeting area
- info desk with chair
- storage room
- 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 M<sup>2</sup>: € 575.- per m<sup>2</sup>

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 room
- 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

\*All pictures are examples of packages and do not necessarily reflect the final stand building



### **Strategically located on Kish Island**

The 19th IRANIMEX Exhibition powered by Europort will be held from 12-14 December 2017 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 travelers 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 IRANIMEX.

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, snorkeling, water skiing and yachting and average December temperatures are a balmy 23 degrees centigrade.



### **Travel and stay**

The organizer has 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](http://www.iranimex.ir)

### **Visa**

No entry visa is required to enter Kish Island. Foreign nationals 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 in Cooperation with Kish Investment and Development Company and KTP group.

### **Overseas partner**

Europort

### **Contact details for international exhibitors**

Rotterdam Ahoy  
Ahoyweg 10  
3084 BA Rotterdam, The Netherlands,  
**T** +31 10 -2933250  
**E** info@iranimex.nl

### **Exhibition venue**

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

### **Exhibition opening hours**

12-14 December 2017 from 16.00 to 22.00 daily

[www.iranimex.ir](http://www.iranimex.ir)