

smm-hamburg.com

the leading international
maritime trade fair



53° 33' 47" N, 9° 58' 33" E
hamburg

setting a course

4-7 sept 2018

hamburg



Hamburg Messe



»SMM is the first maritime trade fair to turn the spotlight on ›Industry 4.0‹. This theme harbours enormous potential for the shipping industry.«

Dr Alexander Nürnberg
Chairman of the Board of the Marine Equipment and Systems working group at the
German Mechanical Engineering Industry Association (VDMA) and Managing Director
of MacGregor Hatlapa



it's SMMart to join the world's #1 trade fair for the maritime industry

The global maritime industry is experiencing huge market challenges and technical change. Strategies like Smart Shipping are driving digitalisation forward, thus increasing the efficiency and competitiveness of companies. A revolutionary transition that will take centre stage at SMM 2018.

Like no other event in the maritime industry, this biennial trade fair and its accompanying conferences offer a platform for inspiration, networking and business for exhibitors and visitors alike. It's here where the key players of the various sectors come together to unveil game-changing innovations and discuss upcoming challenges.

Located in the beautiful city of Hamburg, one of the world's most progressive maritime hubs, SMM never fails to impress anyone who is interested in the future of the maritime industry. And with digitalisation on the agenda, no one can afford to miss it.

Harness the power of SMM and secure your stand today at smm-hamburg.com/exhibit

We're looking forward to welcoming you in September 2018.

watch our
trailer to get a
glimpse of SMM
[smm-hamburg.com/
trailer](http://smm-hamburg.com/trailer)

contents

02-03

welcome

04-05

advantages of SMM

06-07

exhibitors

08-09

visitors

10

SMM conferences

11

Maritime Future Summit

12

gmec

13

MS&D

14

Offshore Dialogue

15

Maritime Career Market

16-17

sponsoring opportunities

18

marketing tools

19

theme routes

20

green propulsion
and maritime security
& defence

21

plan & prices

22-23

product categories

24

INMEX SMM India

25

WindEnergy Hamburg

26

Seatrade Europe

27

NORTEC

28

SMM support

29

representative offices

30

location hamburg

31

key contacts



»Sometimes you're so focused on your own ideas that you miss the obvious. SMM is a true eye-opener. I'm taking away some meaningful ideas for our company as a result of the many productive conversations I had here.«

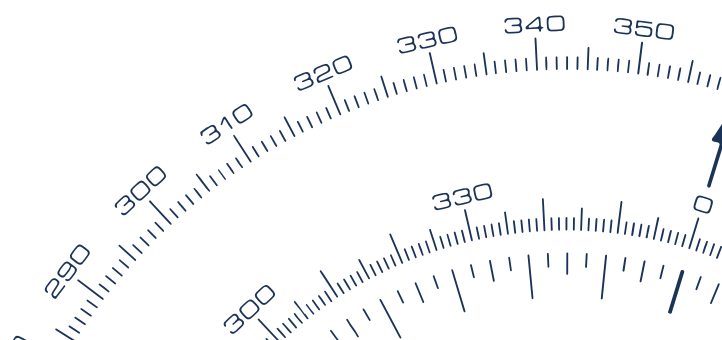
Maurizio Cergol
Head of Marketing and New Concept Development, Fincantieri

from smart shipping to green propulsion and beyond **all trending topics on more than 90,000 m²**

For decades, SMM has been the must-attend event for the global maritime industry. It's the place where the movers and shakers of the industry present their innovations and discuss new strategies, paving the way for a successful future.

The biennial trade fair, together with its conferences, provides an unparalleled opportunity to drive business and to foster exchange within the community. SMM is the event in the maritime business that attracts the most experts, specialists, leaders and media attention.

By welcoming visitors from 124 nations, SMM 2016 underlined its reputation as the global forum for the maritime industry. With digitalisation at its core and with the industry's need to catch up on it, SMM 2018 will even increase its importance.





»SMM is a must for shipowners who want to build competitive advantage through advanced technology. Our member companies want to be part of that, of course.«

Ralf Nagel
Managing Board Member, German Shipowners Association (VDR)

the world's #1 in a nutshell

- International showcase for maritime innovations and trends
- Entire maritime value chain represented
- More than 90,000 m² of exhibition space with 26 national pavilions
- Halls dedicated to specific industry sectors
- Specialist conferences offer insight from industry heavyweights
- Unique business and networking opportunities
- Global specialist media present for the duration of the show
- Truly international: exhibitors from 66 countries and visitors from 124 nations
- Large attendance by international economic and government delegations
- High-ranking delegations from international navies visiting
- Excellent feedback from previous visitors and exhibitors
- First-class trade fair standards and cutting-edge facilities
- Hamburg – the maritime metropolis as your host

97%

the most important maritime industry fair

97%* of all exhibitors at SMM consider it to be the most important maritime industry trade fair for their enterprise.

* data from an independent trade fair survey at SMM 2016



»In my opinion, SMM is the best relationship fair of the entire maritime world, and it's always worth the trip. All customers gather at one place, so at SMM I can accomplish in four days what would normally take me two months. That's the beauty of this fair.«

Klaus Deleroi
CEO, Reintjes

it's SMMart to be where the industry leaders meet

2,200 exhibitors from 66 countries

Long-time exhibitors as well as first-timers are enthusiastic about the gathering of the whole maritime value chain and a really global visitor portfolio. Due to its share of professional visitors (95% in 2016) and decision makers (61% in 2016), SMM is valued as the place to be by many CEOs and sales directors in the maritime industry. In 2016, no less than 26 national pavilions emphasised the event's high reputation among exhibitors.

With more than 90,000 m² of modern facilities, SMM provides ample space for impressive and state-of-the-art exhibitions. Together with the numerous business opportunities during and after the event, it creates an unrivalled marketplace for commercial success – and an indispensable opportunity to have a finger on the pulse of the industry.

93%

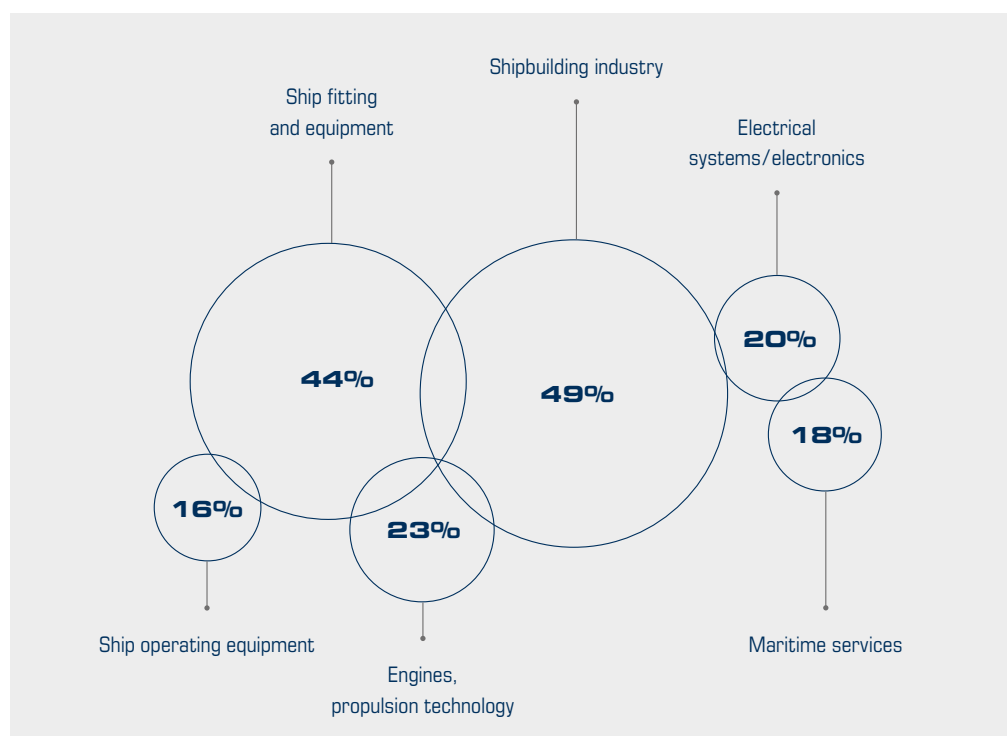
a marketplace for commercial success

93%* of the exhibitors considered SMM 2016 an excellent to satisfactory opportunity to expand the commercial success of their company.

98%

engaging peers and target groups at SMM

98%* of the exhibitors succeeded in laying the foundations for future business by meeting all or nearly all of their key business partners and reaching out to new target groups at SMM 2016.

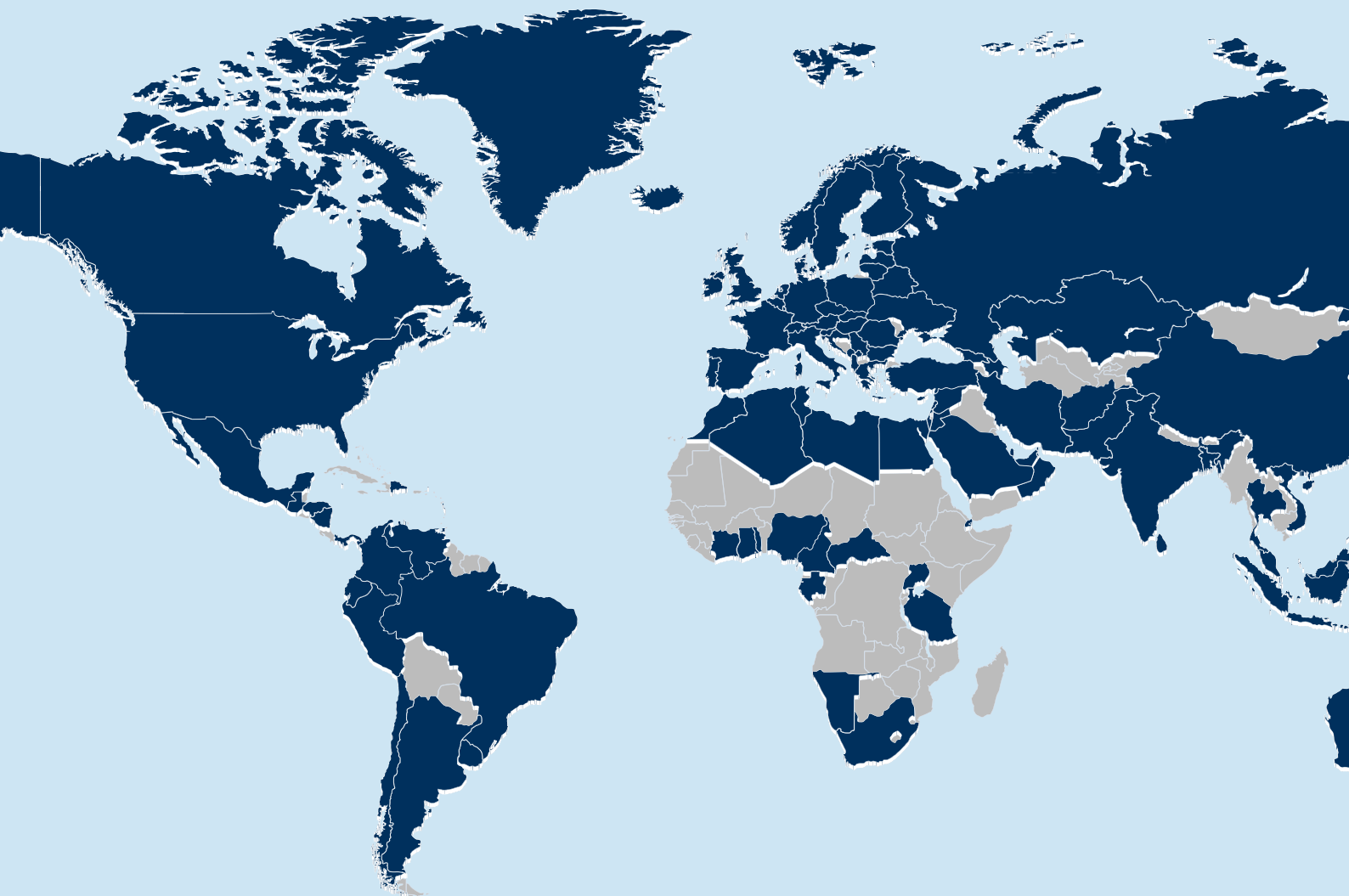


exhibitor breakdown by product range/nature of business in 2016 (more than one answer possible)

* data from an independent trade fair survey at SMM 2016

SMM – a global visitor magnet

● participating nations at SMM 2016



»SMM is the most important fair we are visiting. It's very international and provides us with the opportunity to see many of our customers within a short period of time.«

Yrjar Garshol
Vice President Marketing, Rolls-Royce Marine AS

»What sets SMM apart is its diversity. Everybody is here, from shipyards through to classification societies. Networking cannot be any easier than this.«

Dmitry Pryakhin
Chief of Sales and Marketing Department, United Shipbuilding Corporation

attracting the attention of a growing international audience

50,000 visitors from 124 nations

SMM merges information and fascination. It offers everything that maritime professionals from all over the world look for: from maintaining and gaining valuable business contacts to keeping pace with innovation trends and socialising with the maritime community – all together in a perfectly organised four-day-long event.

That's why in 2016, visitors from no less than 124 nations marked SMM as a fixed date in their calendar. In times when the complexity of challenges increases, SMM continues to provide the maritime industry with a point of sale for solutions. Set a course for SMM 2018.

97%

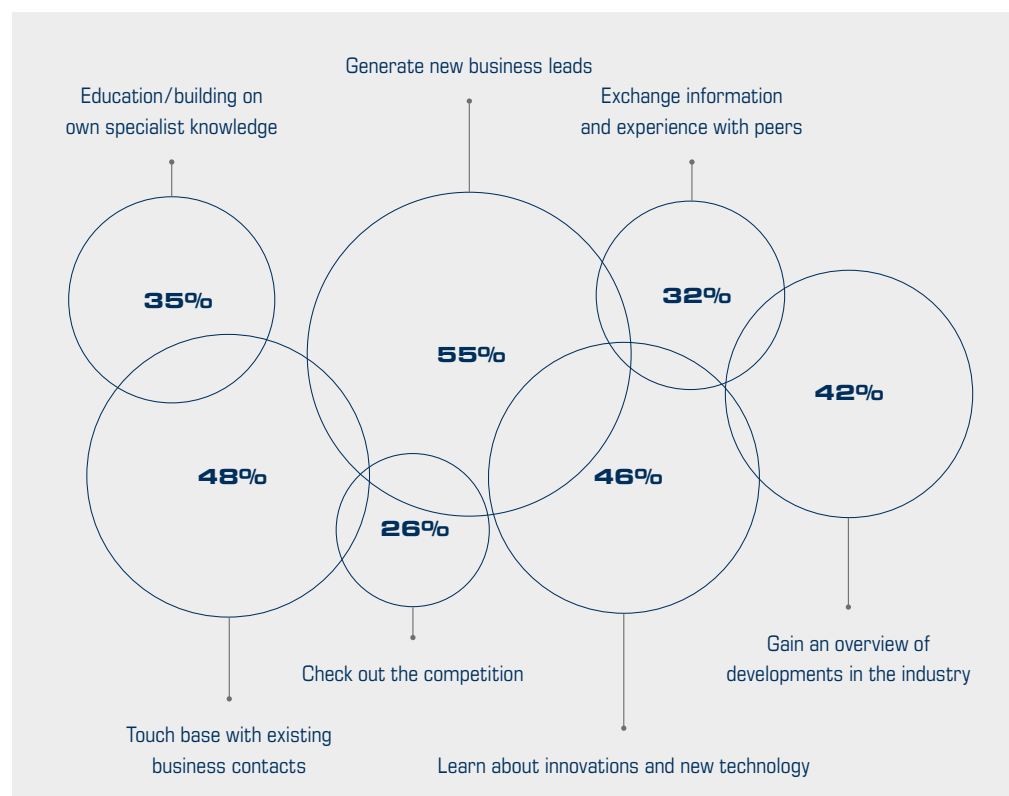
will be attending SMM 2018

97%* of all visitors indicated that they are either considering or will certainly be attending SMM 2018

95%

overwhelmingly positive response

95%* of the visitors rated SMM 2016 either excellent or good in an overall assessment of the event.



visitor breakdown by purpose of visit in 2016 (more than one answer possible)

* data from an independent trade fair survey at SMM 2016



»The maritime sector really has a lot to learn from other industries and I think a platform like the Maritime Future Summit really offers that possibility to interact with other people, other industries and get some good ideas and some inspiration.«

Knut Ørbeck-Nilssen
CEO Maritime, DNV GL

path-breaking presentations,
inspiring discussions

SMM conferences bring the leaders together

Get ready for the latest thinking and best cases: SMM is world-renowned for its high-profile conferences. Event formats like congresses, dialogue sessions and workshops cover the key topics of the different sectors and provide a wealth of inspiration for all attendees.

Leading international speakers and experts present their view and approach on issues like Industry 4.0 and Smart Shipping, environmental protection and green propulsion, recruiting, security and defence. An indispensable opportunity to not only gather insights, but also to discuss and to exchange ideas.

For more information about the conferences at SMM 2018 please visit smm-hamburg.com/programme

present your innovation

Benefit from a global range of professional visitors at SMM.
To attend the conference as a speaker and promote your area of interest, please contact:

Ms Neele Bohland
Phone: +49 40 35 69-21 42
neele.bohland@hamburg-messe.de

book your own conference room

We're dedicated to making your own event a success.
Get in touch to request help and support with organising individual workshops, events, conferences or meetings.

Ms Sandra Schulz
Phone: +49 40 35 69-24 71
sandra.schulz@hamburg-messe.de



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INTERNATIONAL MARITIME JOURNAL

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CCS
CHINA CLASSIFICATION SOCIETY
中国船级社

Maritime Future Summit **time to gaze beyond the horizon**

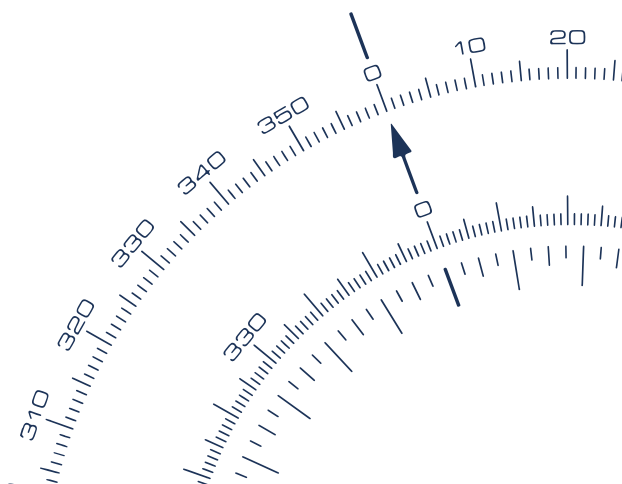
Mastering difficult economic times requires visionary skills. At SMM 2016, the attendees of the Maritime Future Summit witnessed inspiring performances by top-level speakers who put emphasis on leading-edge innovations and future scenarios.

The Maritime Future Summit explicitly covered the most important trends within the maritime industry, namely "digitalisation and automation" and "the future of shipbuilding". The two panel discussions featuring industry experts received high acclaim.

Held on the eve of SMM 2016, this special conference struck a chord with the audience, inviting them to discuss innovations, strategies and visions that shape the future of the maritime industry.

smm-hamburg.com/mfs

If you're interested in taking part as a speaker please contact
neele.bohland@hamburg-messe.de



gmec, the global maritime environmental congress

the need to join forces for greener shipping

Environmental protection – a task for the whole world, and a challenging mission for the shipping industry. On 6 September 2016, the fourth global maritime environmental congress in the context of SMM arrested the attention of institutional and industrial leaders.

The keynote underlined the importance of cooperation to master the challenges ahead. During three panel discussions, the event's main topics – harmful air emissions, big data and green propulsion – were dealt with extensively.

Experts from research and consulting companies, as well as industry leaders, outlined ways to improve efficiency, safety and sustainability by means of big-data-driven concepts. To close the circle, industry leaders shared promising experiences with the use of alternative fuels like LNG and methanol or wind energy to tackle more rigorous emission limits.

Once again, gmec delivered a wealth of optimism and spurred on the motivation to join forces for greener shipping. On top of that, the exhibitors in hall A5 provided the audience with the opportunity to experience green propulsion technology in practice (see p. 20).

smm-hamburg.com/gmec

If you're interested in taking part as a speaker please contact neele.bohland@hamburg-messe.de

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ABS

»gmec is a chance for people to understand there is something out there that really can make a difference and to understand how it can make a difference.«

Martin Stopford
President, Clarkson Research Services Ltd





»This is a fantastic place, a fantastic space because you can get different opinions from different blocks of navies which is really enriching. I would really recommend to everybody to join this one because you have a very strategic view of the world's scenario.«

Rear Admiral David Fabián Burden
Argentine Navy

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INTERNATIONAL FORUM FOR MARITIME POWER

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LÜRSSEN

MS&D, the international conference on maritime security and defence **strategic challenges, technological solutions**

On 7 September 2016, participants from 29 countries made MS&D a truly international conference within SMM. Co-organised with the specialist journal NAVAL FORCES, it attracted delegations from navies and coastguards, as well as business, science and administration experts. Key topics were defined by the challenge to meet an increasing variety of task areas in times of shrinking budgets.

To outline prime examples, naval leaders shared their know-how in transnational cooperations such as the role of the Indian navy as "a pivotal provider of peace and stability in the Indian Ocean" as well as the "2050 Africa's Integrated Maritime Strategy". Industry representatives introduced flexible and cost-effective equipment modules to meet the needs of varying mission profiles – from safeguarding harbours, borders and trade routes, to fighting smuggling, or saving refugees.

Digitalisation also had its impact on the agenda, as measures against cyberattacks on high-tech navy ships, engine technologies with higher sustainability, and the importance of consistent standards ("Naval Ship Code") rounded off the wide range of issues of this conference.

In addition to attending MS&D, the exhibition area in hall B8 offered an excellent practical complement to the delegates (see p. 20).

smm-hamburg.com/msd

If you're interested in taking part as a speaker please contact
neele.bohland@hamburg-messe.de

Offshore Dialogue **innovative ways of tackling the crisis**

Leading industry experts illustrated the current developments in the offshore sector during this fourth Offshore Dialogue in the context of SMM. Due to the decline in oil prices, companies face tough times. Accordingly, topics like savings potential, efficiency enhancement and product innovation dominated the three panels of the day.

Particular interest was sparked by the keyword "remote connection", the permanent access to data capture systems on board or at sea and their connection to land-based data. The expert audience was presented with a wide range of efficiency-improving applications – from calculating the profitability of offshore wind parks to analysing and reducing fuel consumption, or remote diagnosing and servicing of machines.

To outline the flow of data streams and to meet the need for data integrity and cyber security, the audience was presented with a case study and a safety code that has been specifically developed for the maritime sector. One example among many within this Offshore Dialogue that enable the industry to tackle its crisis innovatively.

smm-hamburg.com/od

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neele.bohland@hamburg-messe.de

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Ship Offshore
Schiff · Hafen

osj offshore
support
journal

Federal Ministry
for Economic Affairs
and Energy



»This type of forum allows people to really keep up and understand what's happening and what's coming up.«

Steve Robertson
Director, Douglas Westwood

Maritime Career Market **new offensives to counter talent shortage**

On the final day of SMM 2016, the Maritime Career Market was held to bring together specialists and potential employers. Pupils and students also took the opportunity to receive first-hand information from educational institutions or maritime companies and organisations.

The event put a special focus on youth development and ways to tackle the growing talent shortage within the maritime industry. Various companies presented themselves and their offerings related to apprenticeships and in-service training. Many of them addressed women as a target group that has been greatly neglected so far.

In connection with the event, the German branch of the Women's International Shipping & Trading Association (WISTA) presented the award "Personality of the Year 2016" to Natallia Dean of Pella Sietas GmbH.

Once again, the Maritime Career Market showed its appeal for both sides – as a valuable platform for talents to gain career information and for companies to secure their competitiveness.

smm-hamburg.com/mcm

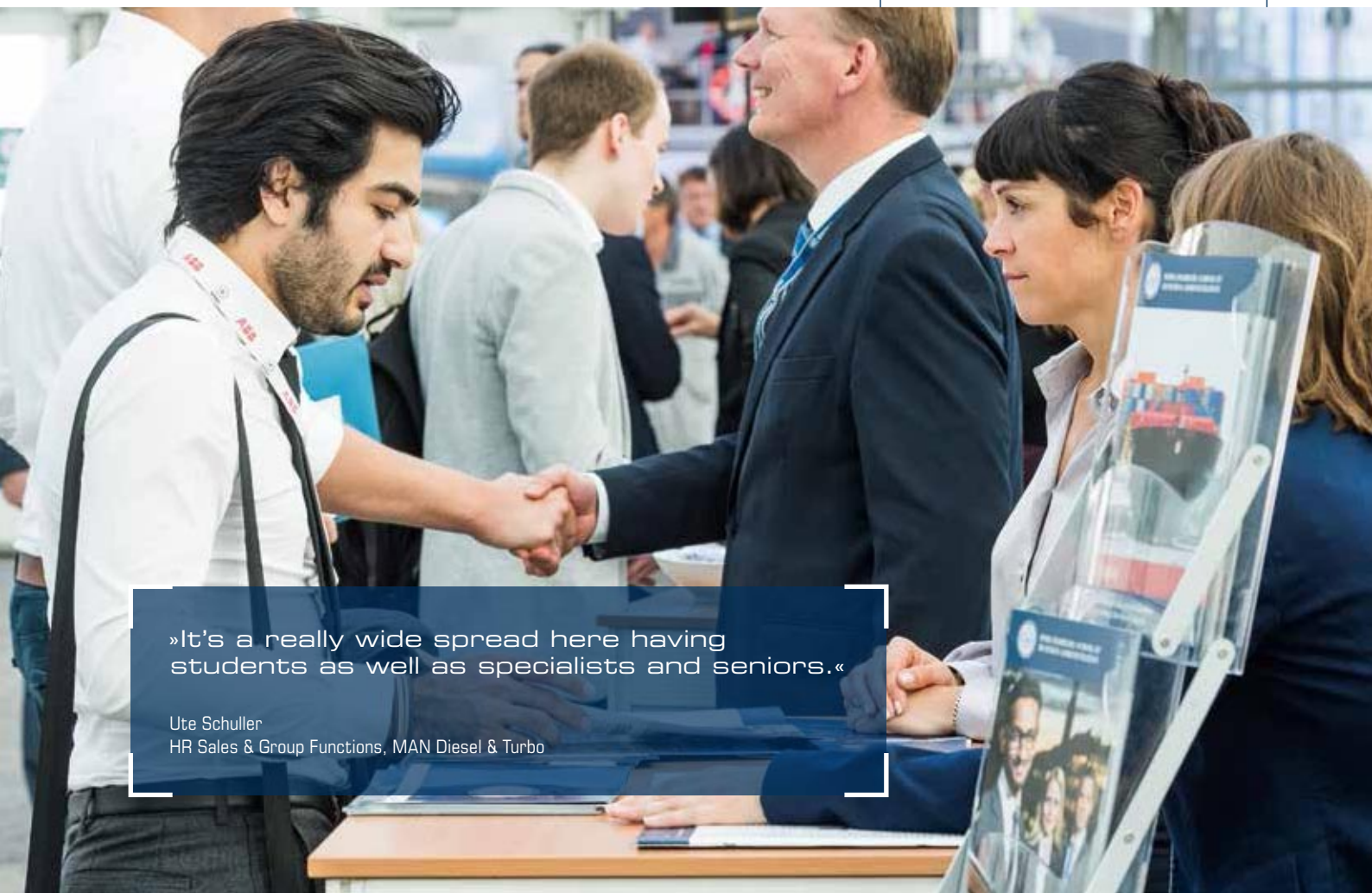
If you're interested in taking part at the Maritime Career Market
please contact neele.bohland@hamburg-messe.de

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Schiff & Hafen



»It's a really wide spread here having
students as well as specialists and seniors.«

Ute Schuller
HR Sales & Group Functions, MAN Diesel & Turbo

from special attention to
powerful presence
**let's make SMM your
brand arena**

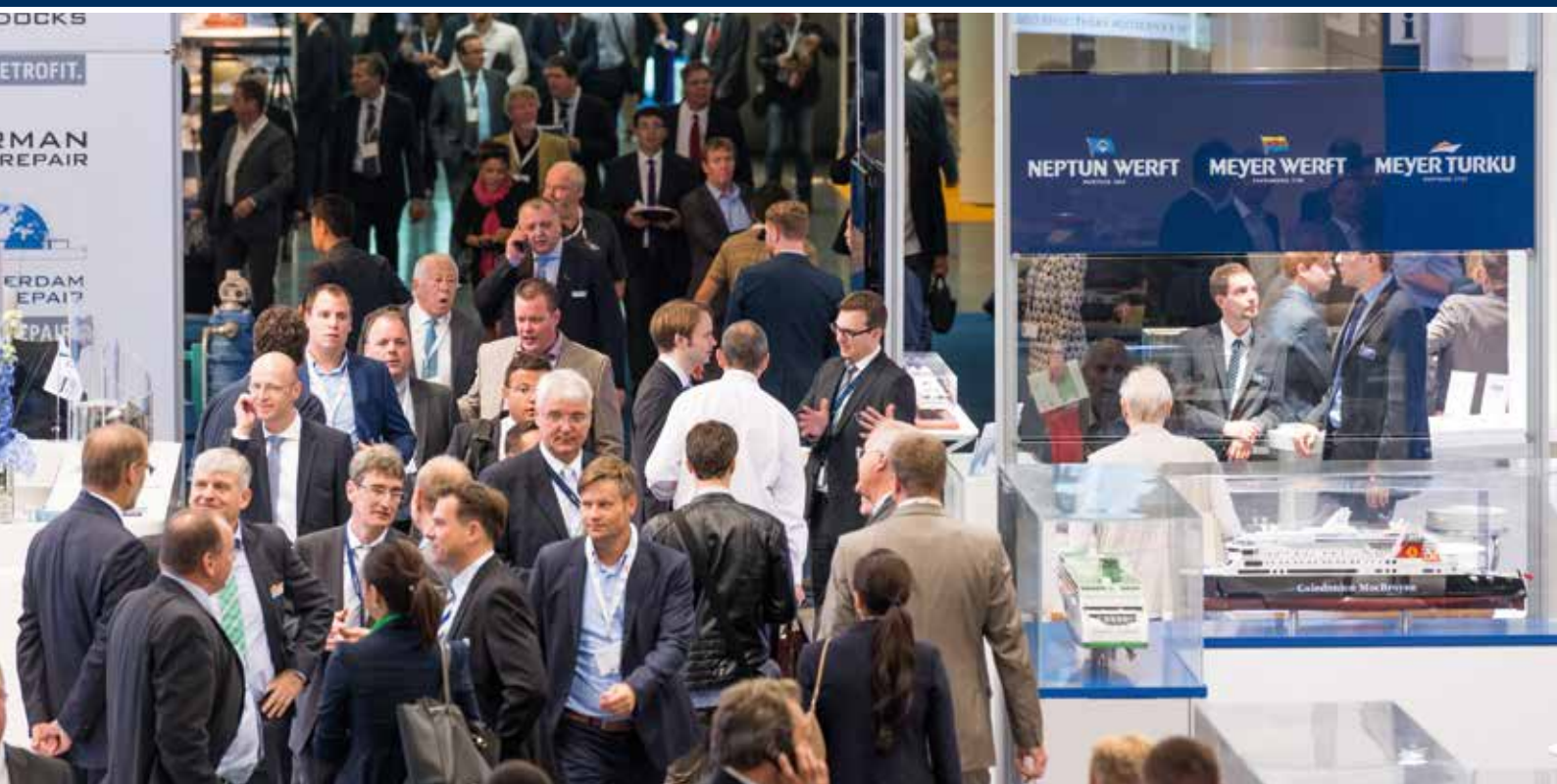
If there's one place in the maritime world where you can reach high-value target groups without any scatter, it's SMM and its conferences. Take advantage of this unique event and choose our sponsoring opportunities to secure an optimal presence for your brand. Possibilities are nearly limitless and awareness is guaranteed.

We have vast experience in supporting companies with a range of measures that effectively maximise the visual impact of a brand. Depending on your specific needs, you may opt for one of our sponsoring packages – or you may challenge us to develop a tailor-made solution together with you. We're open for individual formats and love to hear your ideas to make SMM your brand arena.

Our sponsoring packages enable you to

- ensure the desired level of attention for your brand
- reach specific target groups effectively
- generate high-impact visibility among all visitors, straight from the moment of their arrival
- address VIPs or conference delegates and audiences in exclusive and uncluttered environments





All sponsorship opportunities include presence in the trade fair media, including the SMM website, mobile application, catalogue and visitor guide. The following packages illustrate a choice of possibilities to set a specific focus with a sponsorship investment.

visitor package

The way to present your company to around 50,000 international visitors and 2,200 exhibitors by sponsoring

- SMM lanyards
- visitor badges and online tickets
- charging points
- or Wi-Fi areas

VIP package

The choice to call exclusive attention to your business by showing presence

- on the SMM VIP shuttles
- or in our two VIP lounges

conference package

The option to address a specialist audience by becoming a sponsor at

- Maritime Future Summit
- gmec, the global maritime environmental congress
- MS&D, the international conference on maritime security and defence

At SMM 2016, these companies chose to be sponsors of the whole event or the conferences:

main sponsor



sponsors



conference sponsors



For more packages and detailed information please visit smm-hamburg.com/sponsoring

your individual sponsoring package

Please do not hesitate to contact us for a solution tailor-made to your specific needs.

Mr Christoph Lücke
Phone: +49 40 35 69-21 35
christoph.luecke@hamburg-messe.de

from in-app advertising to on-site promotion and beyond **let's make SMM your marketing success**

Exhibiting at SMM is all about raising attention, initiating communication and, last but not least, generating business success. Besides supporting you with modern exhibition facilities, we offer you a wealth of tailor-made marketing tools to help you make the most of your appearance at SMM.

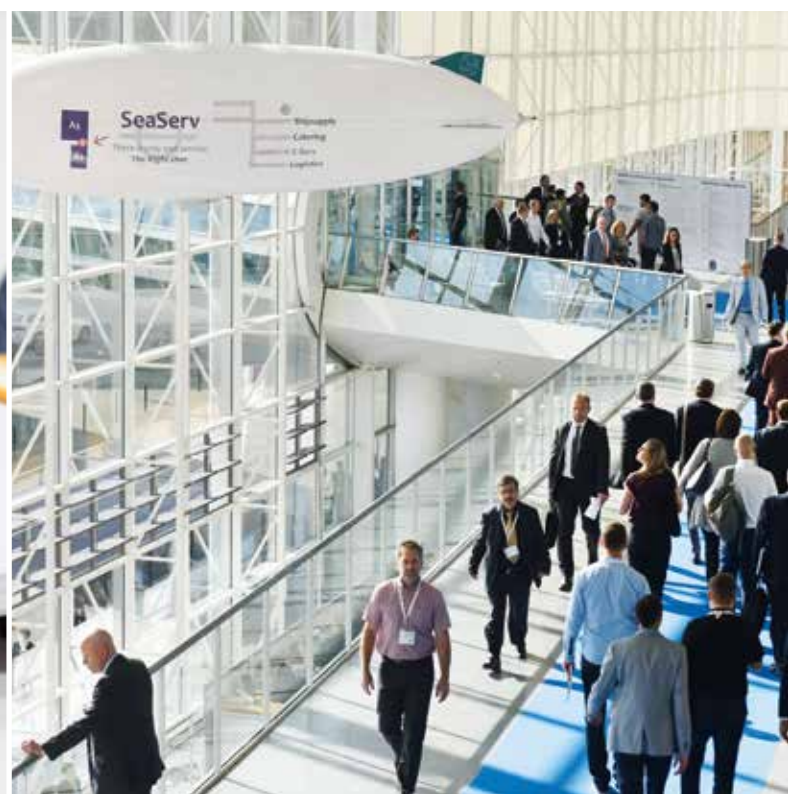
To attract the attention of your target group at an early stage, we also offer some marketing measures prior to SMM. The wide range of options includes newsletter ads to feature your product or service and link to your home page, as well as online and in-app presence including banners and logos. Furthermore, we offer print ads in the free-of-charge show catalogue and visitor guide, mailing materials, a variety of impressive on-site ad spaces, from mega-posters to wall banners and flags, or licences to carry out a promotion on the spot.

Our marketing tools enable you to

- reach out to new and existing customers long before and during SMM
- raise attention for your themes, products and exhibition appearance
- distinguish your brand from competitors
- facilitate your customers' route to your stand

To explore our media services and book your individualised marketing package, please go to smm-hamburg.com/adv

Our Media Service Team is happy to guide you through our range of advertising options.



a sure way to have more visitors
at your stand

become part of SMM theme routes

We're proud of attracting around 50,000 visitors and also of leading many of them directly to your stand. By setting up four theme routes, we provide visitors with an innovative guide according to their interests and invite exhibitors to take part.

Participating exhibitors will be colour-marked specifically in all the exhibitor directories online and offline and the SMM app. Visitors can view them on any device and arrange a personal shortlist. The exhibitors of each route are also marked in the hall plans of the visitor guide.

If you're interested in being part of a theme route please contact neele.bohland@hamburg-messe.de



Digital Route

Featured companies specialise in the digitalisation of processes, including immediate access to real-time information, centralisation and networked sensor systems.



Security Route

The participating exhibitors plan and/or manufacture vessels and components for civil and military purposes. This route focuses on crew protection, piracy, cyber-attacks and port security, as well as defence technology.



Green Route

Companies destined for this route deal with rising fuel costs, excess tonnage, proliferating legal regulations, and the increase in efficiency of vessels, operations and logistics. The exhibitors will also be presented in the SMM Green Shipping Guide.



Job Route

The fast lane to a career in the maritime industry. Exhibitors use this route to fill their applicant pool with potential trainees, university graduates, and young or experienced professionals.



»Something I especially appreciate is the idea of establishing theme routes. Visitors are guided effectively through these enormous exhibition halls based on their main interests.«

Alfred Schinck
Sales Manager, Reintjes

complementing gmec: hall A5 featuring green propulsion

Alternative marine propulsion is a critical topic for all stakeholders in the maritime industry. Hall A5 is exclusively dedicated to this theme and serves as a platform to communicate with operators, manufacturers, owners and policymakers alike. Exhibitors present the latest innovations in LNG and other alternative marine propulsion.

- Engine manufacturers
- LNG shore-side electricity
- Gas pipelines
- Hydrogen/fuel cells
- LNG suppliers
- Providers of LNG bunkering infrastructure
- Re-gasification systems
- Systems and components for alternative fuels and alternative propulsion
- LNG bunkering ships
- Dual-fuel technologies
- Port technology and terminal operators
- LNG filling stations

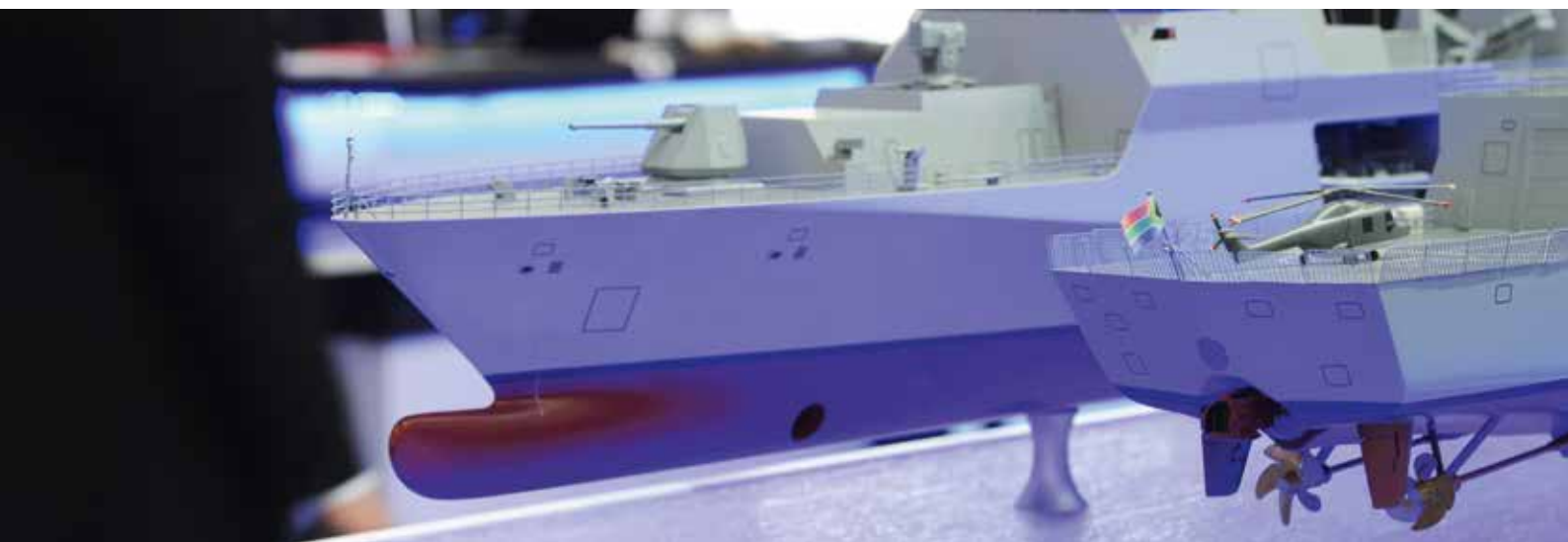
In conjunction with gmec, the global maritime environmental congress at SMM, the exhibits in hall A5 provide a holistic view on the theme (see p. 12).



complementing MS&D: hall B8 featuring maritime security & defence

Ship hijackings, kidnap and ransom, maritime terrorism and cyberattacks threaten the security of the maritime industry – offshore and onshore. The maritime security & defence exhibition section in hall B8 deals with these issues, presenting companies and providers that offer armed security services, security training, risk assessment and measures to prevent cyberattacks. Manufacturers of patrol boats, navies and further suppliers complete the range of exhibitors.

Hall B8 is an excellent practice-based complement to attending MS&D, the international conference on maritime security and defence at SMM (see p. 13).



secure your space

Our halls are dedicated to specific industry sectors, meeting the needs of exhibitors and making visiting extremely efficient. Due to the traditionally very strong demand, it's recommended to book early. Apply online today at smm-hamburg.com/exhibit



As of April 2017

stand sizes for every need

SMM offers perfect options for individual presentations – from small stands to national pavilions. Apply by no later than 16 September 2017 and secure your space at smm-hamburg.com/exhibit

stand type	fee	additional costs	
row stand (1 side open)	EUR 260 net /sq. m.	compulsory media package for the main exhibitor	EUR 500 plus VAT
corner stand (2 sides open)	EUR 290 net /sq. m.	compulsory media package per co-exhibitor	EUR 500 plus VAT
front stand (3 sides open)	EUR 310 net /sq. m.	co-exhibitor fee per co-exhibitor	EUR 300 plus VAT
island stand (4 sides open)	EUR 325 net /sq. m.	AUMA fee	EUR 0.60 /sq. m. plus VAT
open-air site	EUR 170 net /sq. m.		
official national pavilions	EUR 325 net /sq. m.		
min. stand size	20 sq. m.		

product categories at SMM 2018

1 Ships (including repairs and refits)

1.1 Seagoing ships

- 1.1.1 Bulk carriers
- 1.1.2 Car carriers
- 1.1.3 Container ships
- 1.1.4 Cruise ships
- 1.1.5 Ferries, Ropax
- 1.1.6 Fishing vessels
- 1.1.7 General cargo vessel
- 1.1.8 Heavy lift vessels
- 1.1.9 LNG and LPG carriers
- 1.1.10 Luxury & mega yachts
- 1.1.11 Multipurpose vessels
- 1.1.12 Oil tankers
- 1.1.13 Other special vessels
- 1.1.14 Product and chemicals carriers
- 1.1.15 RoRo ships

1.2 Inland waterway crafts

- 1.2.1 Barges
- 1.2.2 Dry cargo vessels
- 1.2.3 Ferries
- 1.2.4 Passenger vessels
- 1.2.5 Tankers

1.3 Naval vessels

- 1.3.1 OPV/IPV offshore and inshore patrol vessels
- 1.3.2 Special purpose and auxiliary naval vessels
- 1.3.3 Submarines
- 1.3.4 Surface warships

1.4 Offshore vessels

- 1.4.1 AHTS (anchor-handling tug supplies)
- 1.4.2 Crew transfer vessels
- 1.4.3 Drill ships
- 1.4.4 FPSO/FSO/FSU/FSRU...
- 1.4.5 Offshore supply vessels
- 1.4.6 Seismic research vessels
- 1.4.7 Wind turbine installation vessels

1.5 Special purpose ships

- 1.5.1 Barges
- 1.5.2 Crafts for authorities and special-purpose ships
- 1.5.3 Dredgers
- 1.5.4 Icebreakers
- 1.5.5 Other special purpose vessels
- 1.5.6 Research vessels (fishery and scientific)
- 1.5.7 Tugs/push boats

1.6 Ship sections, superstructures and deckhouses

2 Shipyard installations and equipment

2.1 Accessories

2.2 Docks and pontoons

2.3 EDP technology

2.4 Lifting and transport technology

2.5 Measuring technology

2.6 Metal processing and metalworking

2.7 Paint spraying equipment

2.8 Scaffolding and racking

2.9 Ship cleaning

2.10 Storage technology

3 Ship fittings and equipment

3.1 Shipbuilding materials and semi-finished goods

- 3.1.1 Non-ferrous metal
- 3.1.2 Other shipbuilding materials
- 3.1.3 Plastic material
- 3.1.4 Shipbuilding steel

3.2 Canals and cable channel

3.3 Doors and windows

- 3.3.1 Doors
- 3.3.2 Locks and hinges
- 3.3.3 Windows and portholes

3.4 Heat, noise and fire insulation

3.5 Lifts and escalators

- 3.5.1 Passenger lifts and escalators
- 3.5.2 Other lifts

3.6 Pipes and hoses

3.7 Room layout including ventilation and air-conditioning plants

- 3.7.1 for corridors, lobbies, accommodation, dining rooms, lounges and shops
- 3.7.2 for operational and catering areas, nautical rooms, workshops and stores
- 3.7.3 for recreation areas, hospital and sanitary facilities

3.8 Galley, laundry and provision storage

- 3.8.1 Galley equipment
- 3.8.2 Laundry equipment
- 3.8.3 Provision stores and cold stores

3.9 Ship, deck and safety equipment

- 3.9.1 Anchors, anchor chains, fittings and accessories
- 3.9.2 Deck coverings
- 3.9.3 Deck machinery and accessories
- 3.9.4 Hatch covers and fittings
- 3.9.5 Insulation
- 3.9.6 Marine coatings, anti-corrosion materials
- 3.9.7 NBC – protection
- 3.9.8 Safety and rescue equipment

3.10 Stairways, rails, top rails

3.11 Stock and decoration, lighting, interior fittings

- 3.11.1 Furniture, soft furnishings, covers, floor coverings

- 3.11.2 Interior decoration, colour schemes, paints for interior use
- 3.11.3 Light fittings

3.12 Walls, ceilings, furniture systems and modules

- 3.12.1 Cabins and cabin modules
- 3.12.2 Furniture systems and modules
- 3.12.3 Walls and ceilings

3.13 Ship hull protection

- 3.13.1 Electric cathodic protection, ICCP
- 3.13.2 Galvanic cathodic protection
- 3.13.3 Hull & propeller coating

4 Prime movers, gears and drive systems

4.1 Bearings

4.2 Brakes

4.3 Combustion engines

- 4.3.1 <1 MW
- 4.3.2 1–30 MW
- 4.3.3 >30 MW

4.4 Couplings

4.5 Engine components

4.6 Engine maintenance

4.7 Exhaust gas systems/ exhaust gas treatment

4.8 Fuel cell drives

4.9 Gears

4.10 Drive shaft units

4.11 Hybrid drives

4.12 Injection systems

4.13 Other drive systems

4.14 Tools and accessories

4.15 Turbines

4.16 Turbochargers

5 Auxiliary systems for prime movers

5.1 Compressed air systems

5.2 Cooling water systems

5.3 Diesel generators

5.4 Fuel systems

- 5.4.1 Dual-fuel
- 5.4.2 Electric storage systems
- 5.4.3 LNG
- 5.4.4 Methanol/Biofuels
- 5.4.5 MFO/MDO

5.5 Engine room hoists

5.6 Fuels, coolants and lubricants

5.7 Lubricating oil systems

5.8	Shaft-driven generators	8.7	Cranes (heavy lift)	10.7	Systems and equipment for the control of marine pollution
5.9	Sludge and dirty oil systems	8.8	Cargo-handling systems for liquid cargo	11	Ports and port technology
6	Propulsors, manoeuvring devices, stabilisers and energy-saving devices	8.9	Cryogenic, storage and handling systems for LPG/LNG Cargo	11.1	Cargo handling and transport systems
6.1	Propellers	8.10	Cargo-handling systems for other cargo	11.2	External power supply systems
6.2	Propeller nozzles	8.11	Dredging equipment	11.3	Gas storage, supply and transfer systems
6.3	Water-jet drives	9	Electrical engineering/electronics	11.4	Port construction and infrastructure
6.4	Vertical axis propellers	9.1	EDP technology	11.5	Port logistics
6.5	Rudder units	9.2	Electric energy generation and conversion	11.6	Port security systems
6.6	Steering gears	9.2.1	Converters	11.7	Supply and disposal systems
6.7	Fin stabiliser units	9.2.2	Electric motors	11.8	Vessel traffic
6.8	Podded drives & rudder propellers	9.2.3	Generators, Gensets	12	Maritime services
6.9	Thrusters & pump jets	9.2.4	Outside lighting systems	12.1	Classification
6.10	Energy-saving devices (ESD)	9.2.5	Power take-off generators	12.2	Consulting
7	Ship operation equipment	9.2.6	Shore power intake systems	12.3	Design
7.1	Air-conditioning and ventilation systems	9.2.7	Transformers	12.4	Documentation
7.2	Cooling systems	9.2.8	Transverters	12.5	Education and research
7.3	Environmental protection technology and products	9.3	Monitoring systems	12.6	Financing
7.4	Fire detecting and alarm systems	9.4	Navigation and communication systems	12.7	Hydrography
7.5	Fire extinguishing systems	9.4.1	Autopilot and trackpilot systems	12.8	Institutions, organisations and associations
7.6	Fresh water systems	9.4.2	Dynamic positioning systems	12.9	Insurance
7.7	Heating systems	9.4.3	Electronic chart display and information systems (ECDIS)	12.10	Logistics services
7.8	Heel compensation units	9.4.4	Engine control room equipment, design and manufacturing	12.11	Offshore structure decommissioning
7.9	Pump and ballast systems	9.4.5	External communication	12.12	Ship recycling
7.10	Ship safety equipment	9.4.6	Gyrocompasses	12.13	Ship suppliers/ship chandlers
7.11	Tank cleaning systems	9.4.7	Integrated Bridge	12.14	Training and simulation
7.12	Tank filling systems	9.4.8	Intra-ship communications	12.15	Vessel protection teams
7.13	Tank heating systems	9.4.9	Navigation bridge equipment, design and manufacturing	13	Naval weapon systems
7.14	Waste systems	9.4.10	Radars	13.1	Counter-piracy systems
7.15	Waste water systems	9.4.11	Steering control systems	13.2	Diving and underwater equipment
7.16	Ballast water treatment systems	9.5	Shipboard networks, switchgear, installation	13.3	Missiles, artillery, torpedoes
7.17	Special purpose cranes and hoists	9.6	Ship management systems	13.4	Naval aviation
8	Cargo handling systems and special vessel equipment	9.7	Ship operation and automation equipment	13.5	Unmanned vehicles
8.1	Cranes	9.8	Warning and safety equipment	14	Shipbrokers and charterers
8.2	Lashing material and systems	10	Marine technology	15	Shipowners
8.3	Conveyor systems	10.1	Fixed and floating marine structures/platforms	16	Media
8.4	Pneumatic transfer systems	10.2	Marine data, measurement and seismic research technology		
8.5	Other mechanical loading and unloading systems	10.3	Offshore technology for exploitation of natural resources		
8.6	Cranes (container, bulk and other)	10.4	Polar technology		
		10.5	Subsea technology		
		10.6	Systems and equipment for marine research		



»It's important to be a part of 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.«

Atrey Sawant
Business Head, Mandovi Drydocks

INMEX SMM India south asia's largest maritime event

3 – 5 October 2017



INMEX



SMM

INDIA

After a successful premiere of INMEX SMM India, the global fair organisers Hamburg Messe und Congress GmbH and Informa Exhibitions will be combining forces again for South Asia's largest maritime exhibition and conference from 3–5 October 2017 in Mumbai. The show includes a congress outlining current and future trends in the maritime sector, as well as an international B2B Buyer Programme and the renowned CIMAC Circle.

Attracting over 600 participating companies from more than 30 countries around the world, INMEX SMM India will host international pavilions from countries such as China, Denmark, Germany, the United States and many more. In addition, there will be a compelling conference programme presenting high-level industry representatives discussing current developments in the region.

INMEX SMM India features:

- 600+ participating companies from 30 countries
- 8,000+ business visitors
- Numerous country pavilions from all over the world
- 300+ specialised business meetings through B2B buyer programme

Grow your international network and showcase your products and services to a captive regional audience by securing your stand at the fair today. Registration is now open at inmex-smm-india.com

Contact: Mr Christoph Lücke | +49 40 35 69-21 35 | christoph.luecke@hamburg-messe.de



»Hamburg has fully delivered on its claim to be the world's leading wind energy expo.«

Matthias Zelinger
CEO, VDMA Power Systems

25 – 28 September 2018



WindEnergy Hamburg **the global on- and offshore expo**

The power of wind has traditionally been very important to the maritime industry. That's why the world's leading expo for wind energy perfectly complements SMM.

The two industries have strong ties, and Hamburg is the global capital of the wind industry with its many international corporations, start-ups and deep offshore wind energy experts. Make the most of your trip by extending your stay and exhibiting at WindEnergy Hamburg, which takes place shortly after SMM. Two exhibitions back to back represent a great opportunity to maximise your investment and develop business in two different, yet closely related industries.

WindEnergy Hamburg features:

- more than 1,400 exhibitors showcasing products and services along the entire value chain of wind energy – onshore and offshore.
- more than 500 of the exhibitors are representing offshore wind.
- some 35,000 visitors from all over the world who specialise in wind energy and in the energy sector.
- teaming up with the leading conference – the WindEurope Summit – taking place parallel to WindEnergy Hamburg 2018 and creating a unique global gathering of the industry.

Secure your stand at windenergyhamburg.com

Teaming up with
the conference of

Wind*
EUROPE

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6–8 September 2017



Seatrade Europe the ultimate gathering of Europe's cruise and river cruise industries

From 6–8 September 2017, Seatrade Europe will return to bring together key stakeholders of the cruise and river cruise communities to meet, discuss and innovate for the future of the industry. The three-day event will take place in the hub of the European cruise industry, Hamburg; Germany's highest-ranking cruise port, with 342 ship arrivals and 1,109,000 passengers over the past two years alone.

Now approaching its ninth edition, Seatrade Europe will combine a showcase exhibition, innovative conference and unrivalled networking opportunities to bring you one of Europe's most important live events. Set to welcome approximately 5,000 participants from all over the world, including 250 exhibitors from 50 countries, Seatrade Europe is truly a must-attend event for anyone wanting to meet with the European cruise lines, key decision makers and notable figures for the cruise industry.

- 95% of all exhibitors rated Seatrade Europe 2015 as 'good' or 'very good'
- 83% of all exhibitors were able to make contact with either the majority or all of their most important target groups
- 88% of visitors are involved in purchasing decisions

Don't miss this opportunity and book your stand now at seatrade-europe.com/exhibit



»NORTEC has been a gold mine for us, and it has exceeded our expectations. We were able to communicate with many major customers and establish numerous new business contacts.«

Stefan Gromm

Owner of Gustav F.W. Lange oHG and sales partner of SCHUNK GmbH & Co. KG for Hamburg, Schleswig-Holstein and northern Lower Saxony

23–26 January 2018

NORTEC trade fair for production



NORTEC showcases production machinery equipment and solutions for manufacturing processes along the entire value chain of metalworking production. From 23–26 January 2018, NORTEC in Hamburg is the first meeting point of the year for the production technology sector. Here SMEs from the metalworking industry meet to plan investment in machines and equipment in the even years.

NORTEC exhibitors present production technologies and best-practice solutions for SMEs to get ready for Industry 4.0, paving the way for digitalisation in production.

NORTEC features:

- Over 400 exhibitors showcasing machines, tools, handling solutions and expertise along the entire value chain of production
- 12,000 specialist visitors from small and medium-sized companies in the metalworking sector
- 78% of all visitors rated NORTEC 'very good' or 'good'
- 90% of all visitors said their expectations had been met

Be part of it and book your stand today at nortec-hamburg.de

to achieve the best, count on the best **all our experience for your success**

Hamburg Messe and Congress is dedicated to helping our partners and exhibitors boost the impact of their business internationally. We have unrivalled expertise in the field of maritime and technology trade fairs, enabling us to organise delegations, national pavilions and SMM events around the world.

From our headquarters in Hamburg, Germany, and through our international network of SMM representative offices, we can provide you with all the support you need, including personal consultation concerning exhibition stand support, travel information, accommodation services and marketing activities.

contact

If you require more information about SMM 2018, please contact:

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»It was again a great experience to be here. We learnt a lot, and we were able to get plenty of inspiration and establish great new business contacts.«

Nawfal Al-Jourani
Head of Dubai Maritime Cluster Office

»SMM is a very lively trade fair, and the response to our presence here was great.«

Derrick Armstrong Cowan
Marketing Officer, Malaysian national pavilion

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welcome to the home of SMM **a maritime metropolis that connects tradition with innovation**

The "New York Times" raves about Hamburg as a paradise for architecture and design lovers. Locals just call it the world's most beautiful city. Located between the North Sea and the Baltic Sea, Hamburg benefits from a unique geographic position and has a long maritime tradition, which the Hanseatic citizens are proud of.

With Germany's largest seaport and the entire value chain of the shipping industry on-site, Hamburg stands out as the nation's most important hub for global trade, enjoying growth in various business and science sectors. The city brims with open-mindedness and a coexistence of tradition and innovation, which is admired by millions of visitors every year.

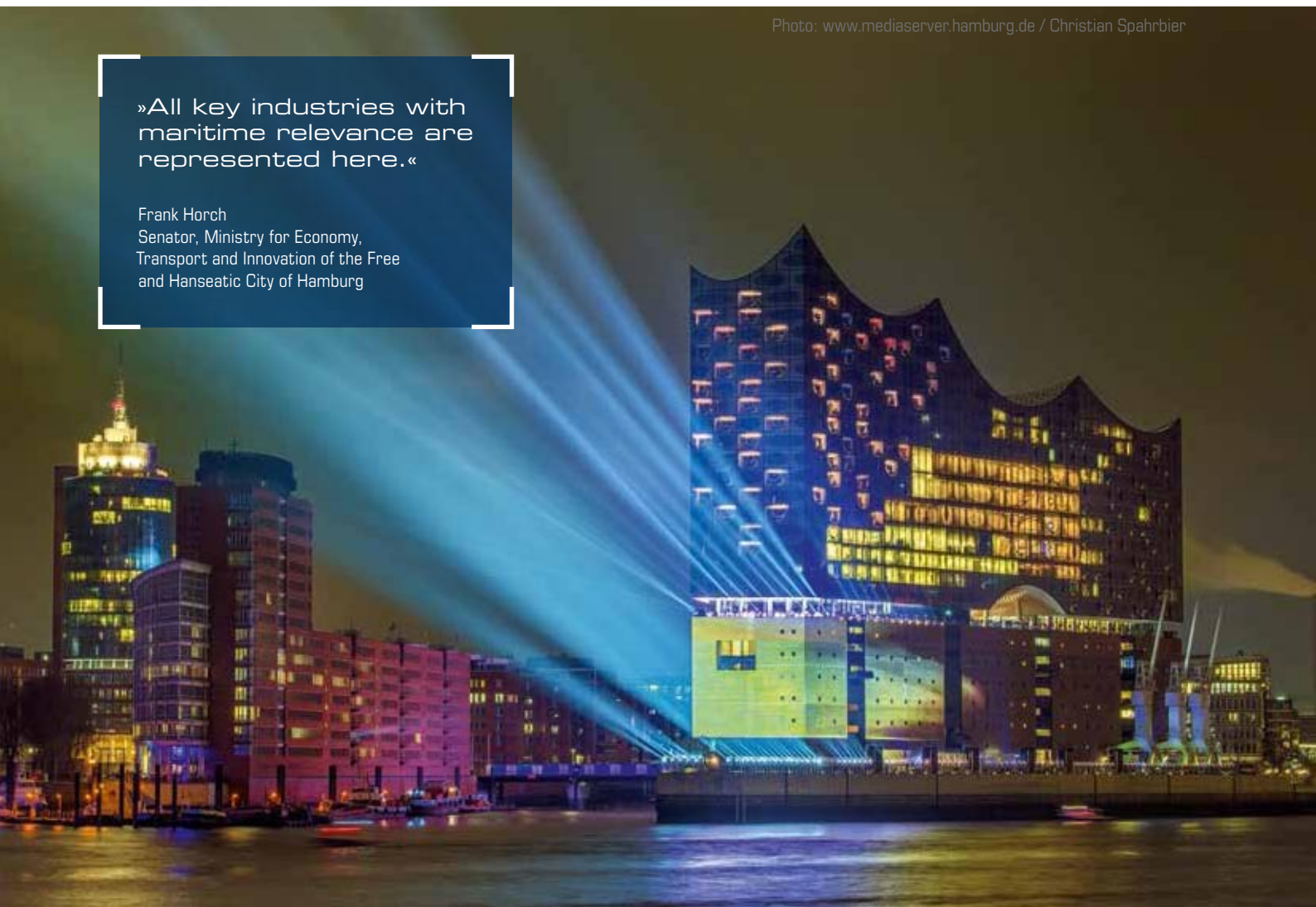
SMM enjoys a prime event location right in the centre of the city, close to excellent hotels, shopping centres, music venues, cinemas, theatres and museums. So when visiting SMM, make sure to have a spare moment. At least for Hamburg's latest attraction. At the top of a pier, the recently opened concert hall Elbphilharmonie shines as the city's new landmark, welcoming visitors from around the world to a visionary metropolis. It's definitely smart to swing by.

To plan your voyage to Hamburg, please visit smm-hamburg.com/travel

Photo: www.mediaserver.hamburg.de / Christian Spahrbier

»All key industries with maritime relevance are represented here.«

Frank Horch
Senator, Ministry for Economy,
Transport and Innovation of the Free
and Hanseatic City of Hamburg



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