

# Podsumowanie Europort Maritime 2005 Prognoza na Europort Maritime 2007



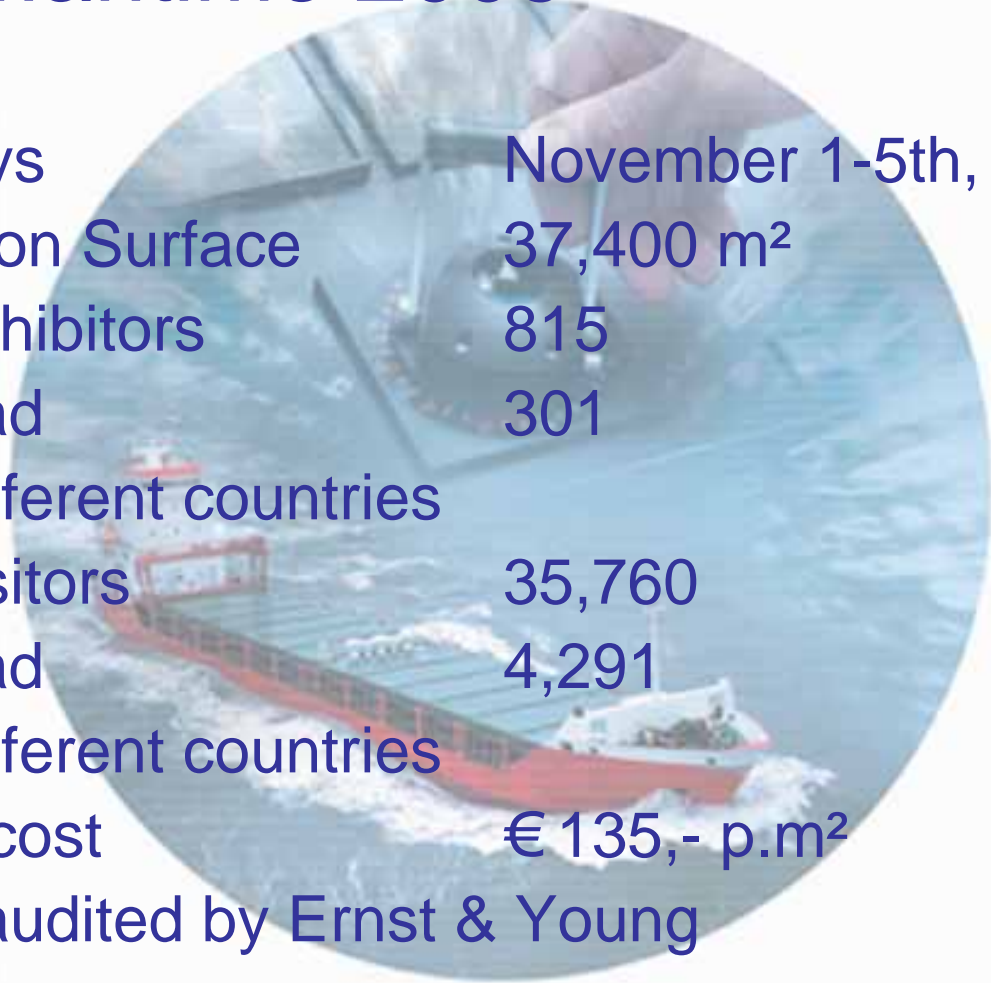
# EUROPORT MARITIME

- 1/1a: propulsion, shipbuilding and repair & equipment
- 1b/1c: equipment, services, auxiliary
- 2/3: electronics, navigation, auxiliary
- 4/5: equipment & services
- 6: international pavilions, dredging





# Europort Maritime 2005



- Exhibiting days November 1-5th, 2005
- Total exposition Surface 37,400 m<sup>2</sup>
- Number of exhibitors 815
  - from abroad 301
  - from 31 different countries
- Number of visitors 35,760
  - from abroad 4,291
  - from 91 different countries
- Participation cost € 135,- p.m<sup>2</sup>
- Exhibition is audited by Ernst & Young

# Ambitions for 2007 edition

- International character
- 30.000 visitors of which 20% foreign visitors, with focus on shipowers (11% foreign visitors in 2005 edition)
- 900 exhibitors, 450 foreign, and 450 local (300/500 in 2005 edition)
- Total exposition space: 23,500m<sup>2</sup> (net)



# EM 2005 summary and EM 2007 forecast

Name event	Europort Maritime 2005	Europort Maritime 2007
Location event	Rotterdam	Rotterdam
Date	1-5 Nov 2005	6-9 Nov 2007
Edition	14th/33rd	15th/34th
Base Rate per sq.m in Euro	135,00	155,00
Visitor number	35750	30000
Number of visiting countries	91	100
Percentage foreign visitors	12%	20%
Nett sq.m	23038,5	23500
Used space in sq m	37400	38200
Total number of exhibitors	815	900
Foreign exhibitors	301	450
National exhibitors	514	450
Exhibitors from countries	31	35
National pavillions	11	15

# Visitors profile Europort Maritime 2005

35,760 visitors

12% international (from 91 countries)  
(14% international excl. Saturday)

Shipbuilders and -owners, nautical inspectors and surveyors, Inland waterway and fishing vessel owners, naval architects, shipyards, ship- and insurance brokers, technical engineering and design, marine trade agencies, crew members(officers), ship-, push boat and barge owners, shipping class organisations, dredging industry, port authorities.

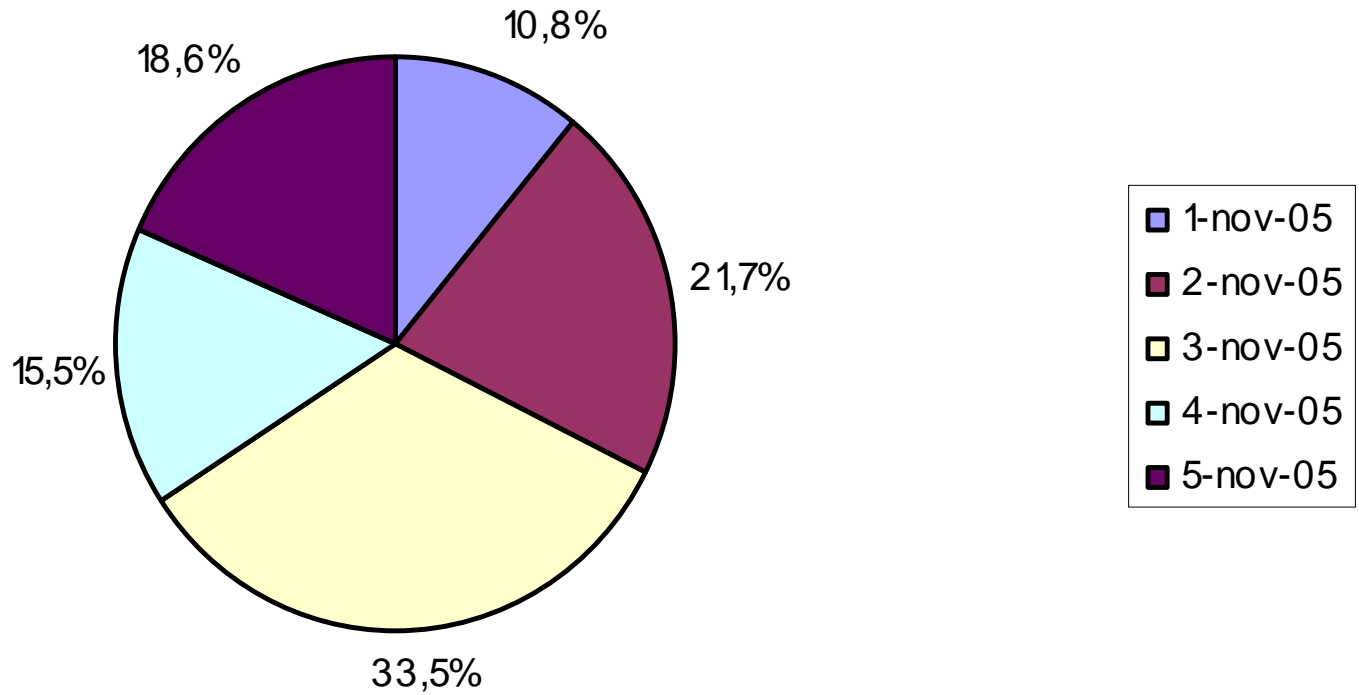


# Highlights visitors



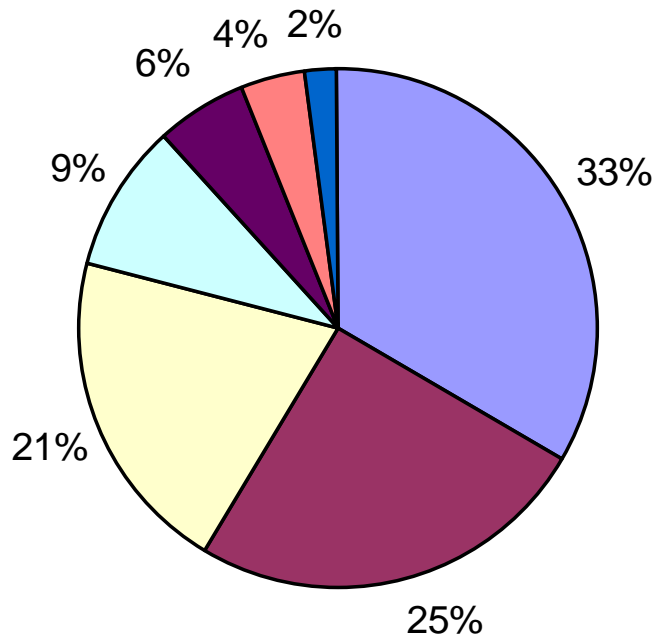
- 88% of the visitors are from the Netherlands (86% excl. Saturday)
- 90% of the foreign visitors are from Europe
- 15,6% of the visitors are director or owner
- 14,1% of the visitors are shipowners
- Management 6,9%, sales 6,8% and consultants 6,0%
- For 41% of the visitors orientation for products and services is the main reason for visiting, 21% come for the exhibiting programm
- 48,8% of the visitors is directly involved in decision making

## Visits per day



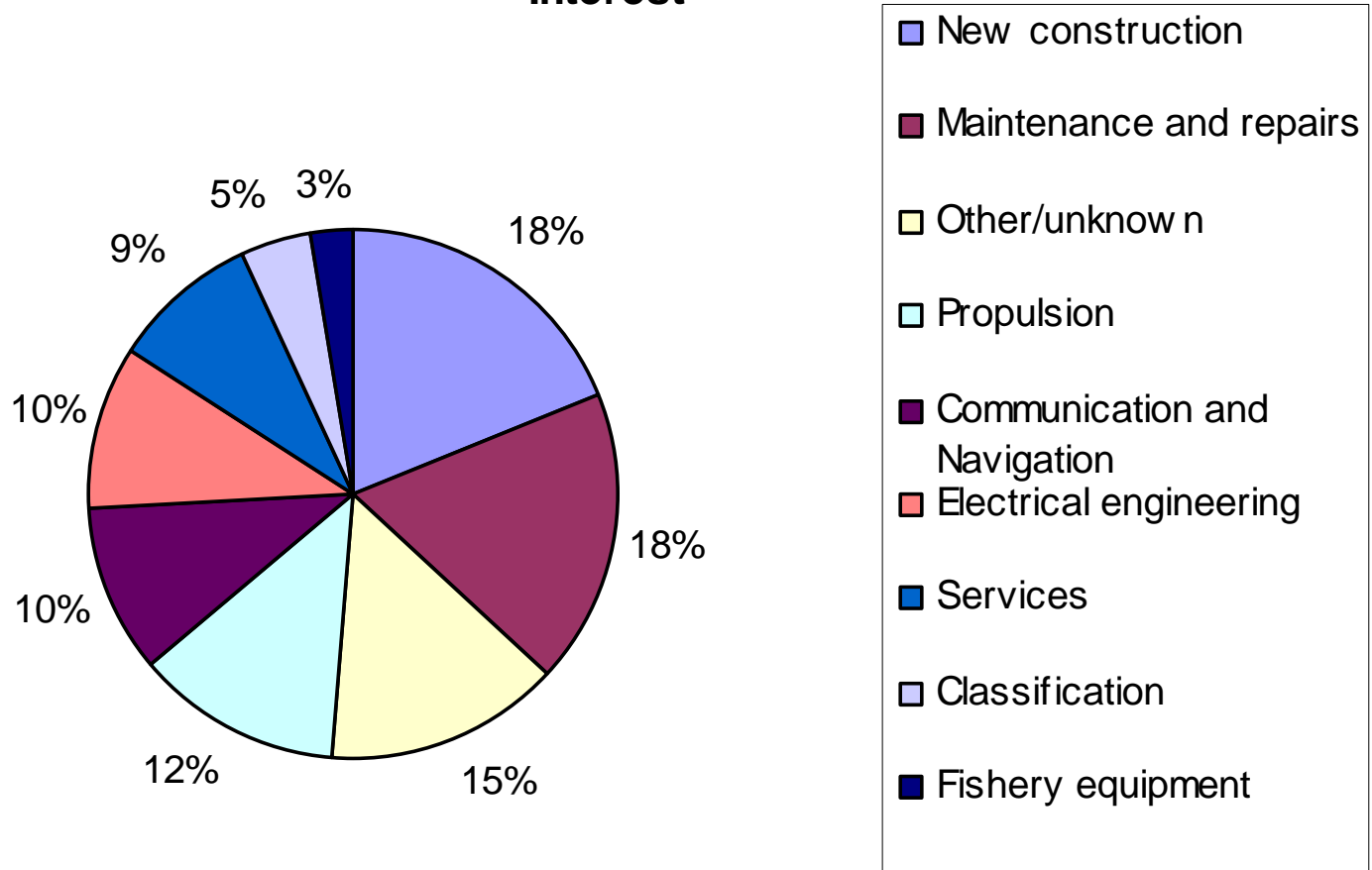


sector



- Other/unknown
- Inland shipping
- Shipbuilding and repair
- Merchant Shipping
- Dredging Industry
- Fishing Industry
- Coastal Shipping

## Interest



# Exhibitors Evaluation

## Highlights

- 82,2% is satisfied by the quality of the visitors
- 92,2% is satisfied by the quantity of the visitors
- 80,6% will participate in the next edition
- 71,4% rates the exhibition with a score higher than 6

