



# Offshore Technology, Equipment Exhibition & Conference

## 中国国际海洋工程技术装备展览会

--- Your Gateway to the No.1 Offshore Industry Hub in China

**Date: May 23-25, 2012**

**Venue: Nanjing Int'l Expo Center, China**

### I . ORGANIZATION:

#### Sponsor:

Chinese Ocean Engineering Society (COES)  
 China Shipowner's Association (CSA)  
 Ministry of Industry and Information technology of China (MIIT)  
 Jiangsu Provincial People's Government

#### Co-Sponsor:

China National Offshore Oil Corporation (CNOOC)  
 China National Petroleum Corporation (CNPC)  
 China Petroleum & Chemical Corporation (SINOPEC)  
 China State Shipbuilding Corporation (CSSC)  
 China Classification Society (CCS)  
 State Oceanic Administration People's Republic of China (SOA)  
 China Association of Oceanic Engineering (CAOE)  
 China Petroleum & Petrochemical Equipment Industry Association (CPEIA)  
 Chinese Petroleum Society (CPS)  
 Chinese Wind Energy Association (CWEA)  
 China Chamber of Commerce for Imp. & Exp. of Machinery and Electronic Products (CCCME)  
 China Association of the National Shipbuilding Industry (CANSI)  
 The Chinese Society of Naval Architects and Marine Engineering (CSNAME)  
 Jiangsu Ocean Engineering Association

#### Organizer:

Jiangsu United Asia International Exhibition Co., Ltd (UAEC)

#### Co- Organizer:

Jiangsu Economy and Information Technology Commission  
 Department of Commerce of Jiangsu Province  
 Nanjing Municipal People's Government  
 Trade Development Bureau of Ministry of Commerce

For more organizations, please log into: [www.ote-china.com](http://www.ote-china.com)

### II . Why 2012 OTE?

#### 1. Jiangsu: World industrial base, No. 1 Offshore Industry Hub in China

① Jiangsu is the No.1 offshore industrial base in China, accounting for 45% of the total Chinese offshore industry volume! It is located along the coast of the West Pacific and the East China Sea with abundant offshore resources, and advanced technology in offshore platform, shipbuilding, oil & gas drilling, wind energy, underwater engineering and port construction! From 2011 to 2015, the annual global offshore market will reach 81 billion US dollars on average. The Chinese share will increase from 5%-7% presently to 20% in 2015, and reach 19 billion US dollars, 5 times higher than that in 2010.

② Jiangsu offshore Industry benefits a lot from the shipbuilding! In 2010, its accomplished output (Accounting for 35.1% in China; 15.3% in the world), newly received orders (39.5% in China; 21.6% in the world) and handholding orders (37.8% in China, 15.6% in the world) account for more than 35% of China, most biggest Jiangsu shipyards are involved in offshore!

③ Ch Rongsheng, COSCO Nantong Shipyard, the first Chinese Ocean Equipment Alliance, the first and the only Chinese Offshore Industry Association are all located in Jiangsu.

## **2. Abundant B2B Events--to Enhance a Trade Platform**

① Free match-making among offshore shipyards, platform manufacturers and overseas equipment suppliers, which also attracts many ship designers, shipbrokers to participate.

② Trade missions to Jiangsu shipyards & platform manufacturers

The Organizer will help to arrange trade missions for foreign exhibitors after OTE 2012.

③ Abundant Conference focus on: Offshore Tec, Offshore wind energy, Oil drilling, delivery and storage, etc.

## **3. Biggest Chinese Purchasing Market and Foreign Investment Absorber**

① The Yangtze River Delta area is the most important economy engine in China, with the best foreign investment absorbing environment for foreign offshore-tec to set up joint-venture in China, and strongest purchasing ability.

95% of offshore equipments are imported from abroad!

② The total ship equipment import volume in Jiangsu reached 217 million US Dollars in 2010, accounts for 1/4 of China, largely surpassed other areas.

③ Jiangsu has 954 KM coast line along the Yellow sea, acrossed by the Yangtze River; Jiangsu Coastal Campaign has become China National Strategy, which will largely push the development of its offshore industry with more business opportunity.

## **4. Classified Exhibition Areas, Integration of Resources!**

① 2012 OTE is classified into 11 exhibition districts including "offshore platform", "auxiliary craft", "offshore wind energy", "underwater engineering", "offshore steel structure", "offshore construction", "offshore platform equipment", "oil & gas storage and conveyance", "port construction", "services & certification", "engineering construction" and so on.

② Integrating 8-year-experience of organizing maritime fairs, taking advantage of offshore technology and industry volume in Jiangsu, inviting leading offshore explorers to visit, 2012 "OTE" will be launched and co-located with "2012 CIMPS-Europort" with professional services. "UAEC" has successfully organized "CIMPS--China International Marine Ports & Shipbuilding Fair"! CIMPS 2011 grandly open on April 12-14, attracting 503 exhibitors (438 domestic exhibitors, and 65 overseas exhibitors) from 20 countries and regions, among which Singapore, UK, Korea, Finland, and Denmark exhibit as **National Pavilions**, while Italy, Germany, and Holland as **Lounges**. From 2012, "UAEC" (organizer of CIMPS) and Ahoy (organizer of Europort) will jointly organize the event with a new brand of "CIMPS-Europort", it will attract over 100 overseas exhibitors with a great many of international buyers in 2012.

## **5. Strongest Support from Governments, and Associations**

① Plenty of National Associations, like COES, CSA, etc. as OTE's Sponsors, which will organize to exhibit and visit.

② Biggest Chinese offshore oil & gas explorers, e.g. CNOOC, CNPC, SINOPEC will co-sponsor 2012 OTE!

Famous offshore entities like: CH Rongsheng, Shanghai Waigaoqiao Shipbuilding, CIMC Raffles, COSCO Nantong Shipyard, CSSC are all supporting OTE!

③ Well-known int'l ship-owners associations, like Indonesian National Shipowner's Association (INSA), etc. will organize offshore shipowner members to visit, INSA will bring more than 40 shipowner members to visit 2012 OTE.

## **6. Global Promotion, Emphasis on Business**

① UAEC pays close attention to global promotion! Besides special delegations to Germany, USA, Holland, Denmark, Norway, Korea and Japan and other countries to invite offshore shipowners and oil & gas explorers to purchase in 2012 OTE, UAEC will also promote OTE in global offshore fairs including: OTC, ONS, etc.

② Relying on good relationship with special institutions at home and abroad, being the sole representative in China of many international offshore, shipping, and maritime fairs, UAEC will cooperate closely with the well known int'l organizers, like K.Fairs, to invite overseas buyers.

## **7. A Galaxy of Media, In-depth Promotion!**

Taking advantage of more than 40 CIMPS-Europort existing cooperative overseas media, and other 60 domestic media, UAEC will enhance the promotion of "OTE" both at home and abroad. It is expected that more than 120 related media will report and promote 2012 "OTE".

### **III. EXHIBIT CATEGORIES:**

#### **1. Offshore Platform:**

a. Various platforms: the design and construction of submersible unit, semi-submersible unit, self-elevating unit, SPAR platform, tension leg platform, jacket platform, guyed tower platform, compliant tower platform in deep water, concrete gravity platform and so on.

b. Drilling ship: coast drilling ship, offshore drilling rig, production vessel, FPSO, FDPSO, cylinder ocean platform, jack-up drilling rig, semi-submersible drilling unit etc.

c. Platform Construction: the design, construction, management and related service of accommodation unit, drilling unit, and various ship engineering project; the design and construction of electrical and instrumentation engineering; the construction and mechanical installation of offshore drilling platform etc.

**2. Auxiliary Craft:** the design and construction of AHTS, PSV, diving support vessel, semi-submersible carrier, multi-purpose ocean-going ship, cable layer, pipe laying vessel, oceanographic research ship etc.

#### **3. Oil & Gas Exploring:**

a. Exploring equipment: drill collar, spiral drill collar, drill rod, spiral extra-heavy drill rod, drilling tools, well repair tools, well cementing tools, coring operation tools, ocean salvage tools and accessories, hydraulic demountable truss, hydraulic jar tester, PDM drill test-bed, automatic cleaning system of the blowout preventer etc.

b. Subsea wellhead: oil exploration instrument, well control equipment, wellhead equipment, oil analytical instrument etc.

c. Oil & Gas delivery system: heavy rail, large joist steel, seamless pipe, HR sheet, band steel, welded pipe, altitude line and carbon steel wire rods, bar etc.

d. Storage vessel: acid-base tank or dosing tank, oil tank, pressure vessel, liquid ammonia tank, liquid chlorine tank, chlorine buffer tank, resin knockout tower, resin trapper, LPG steel cylinder, liquid ammonia steel bottle, liquid chlorine steel bottle, Freon steel bottle, propane or

propene industry cylinder etc.

**4. Offshore Wind Energy:** wind mechatronics, sealing technology, wind-power tower, electrical system, hydraulic system, jacking system, drive system, brake system, fan blade, anemometer motor, tidal power generation technology and equipment etc.

**5. Underwater Engineering:** diving outfit, manned submersible, sea-bed detection, ocean salvage, underwater inspection, underwater operation etc.

**6. Offshore Steel Structure:** construction, processing technique, pretreatment, anticorrosive coating, cutting and welding equipment, special welding material, NDE(non-destructive examination), transfer facility etc.

**7. Offshore Construction:** ocean bulk shipping, lifting and hoisting, cable laying, tunnel drivage, estuary and coast, marine pipe laying etc.

**8. Platform Equipment:** power equipment, donkey boiler, information system, lighting system, electric control, electric wire and cable, erecting equipment, communication device, explosion-proof electric apparatus, air-conditioning ventilation system, alarm monitoring system, pipe, pump and valve, instrument, life-saving and fire-fighting equipment, MEP(marine environmental protection) etc.

**9. Port Construction;**

**10. Services & Certification;**

**11. Information & Media**

#### IV. PARTICIPATION FEE:

**Booth Cost:**

	Quotation
Standard Package booth	\$ 330 / m <sup>2</sup>
Indoor Space Only	\$ 280/ m <sup>2</sup>

**Sponsoring, ads., Promotion Opportunities:** please log into: [www.ote-china.com](http://www.ote-china.com)

#### V. DYNAMIC EVENTS & CONFERENCES:

Development of Shipbuilding & Offshore Engineering Forum

Offshore Oil & Gas Exploring and Engineering Equipment Forum

Offshore Steel Structure Conference

Series of technical forum ....

Co-Located Exhibition: CIMPS-Europort--China International Marine Ports & Shipbuilding Fair

#### VI. CONTACT US:

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**May 23 –25, OTE 2012 will bring you much excellence!**

For more details of OTE 2012 please log into:  
[www.ote-china.com](http://www.ote-china.com), thank you!

**OTE thanks a lot for your attention!**