



Offshore, Oil & Gas Technology, Equipment Exhibition  
中国国际海洋工程与石油天然气技术装备展览会

May **15-17**, 2013

Nanjing, China

OTE



Co-located:



China International Marine, Port & Shipbuilding Fair

中国国际船舶工业博览会



[www.ote-china.com](http://www.ote-china.com)



# Offshore, Oil & Gas Technology, Equipment Exhibition 中国国际海洋工程与石油天然气技术装备展览会

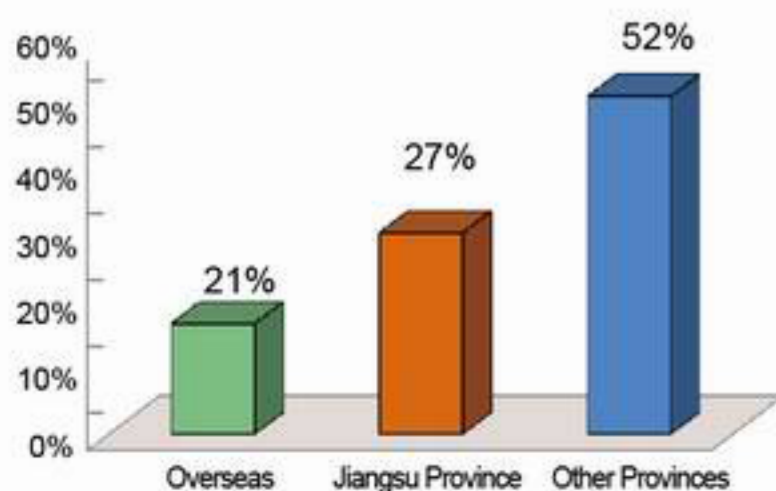
On May 15-17, 2013 OTE will again build a bridge between the Chinese offshore industry and international offshore-tech suppliers. In the modern and high-tech Nanjing International Expo Center, the offshore world will come together to meet with the possibly largest representation of the Chinese offshore industry during 3 exhibition days. The exhibition program includes dynamic conferences, forum and matchmaking sessions, etc. Alongside OTE 2013, CIMPS-Europort - China International Marine, Port & Shipbuilding Fair will be held. By organizing both exhibitions simultaneously, a large portion of visitors with an equal interest in both offshore industry as well as maritime technology will be drawn to visit each show, as the need for advanced technologies is equally large in both sectors.



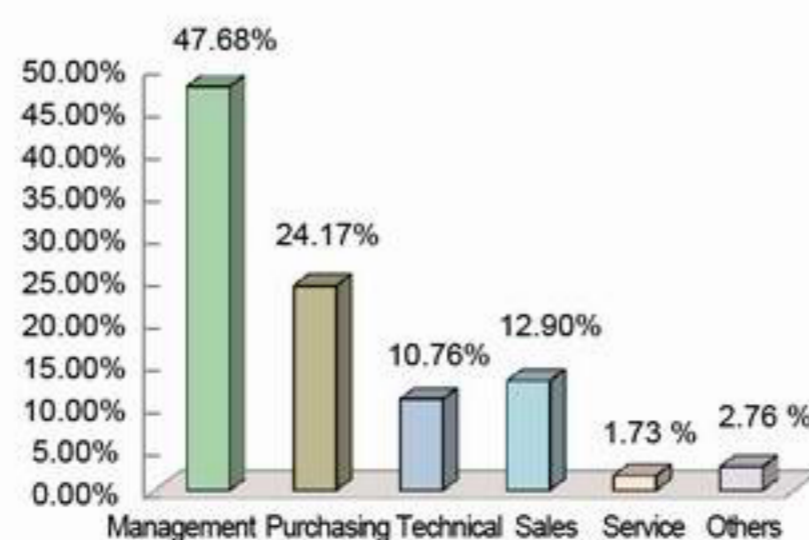
## Facts & figures 2012

- ★ 617 exhibitors from 18 countries and regions, including national pavilions from the Netherlands and Singapore.
- ★ 8367 professional visitors from 24 countries and regions.
- ★ 60 participating shipyards from Jiangsu, Shanghai, Zhejiang, Shandong and Liaoning Provinces, etc.
- ★ Organized buyers groups by Indonesian National Ship owners Association and China National Offshore Oil Corporation (CNOOC), etc.
- ★ Strong support and participation of China National Offshore Oil Corporation (CNOOC), China State Shipbuilding Corporation (CSSC) and China Shipbuilding Industry Corporation (CSIC) with their pavilions.
- ★ Ocean Exploration Technology & Equipment Pavilion, Taizhou Offshore Pavilion, Zhoushan Offshore Pavilion, Jiangsu Offshore Technology & Equipment Alliance Pavilion, Jiangsu Shipyards Pavilion, etc.
- ★ The 3<sup>rd</sup> Matchmaking with Chinese Offshore & Shipbuilding Industry, which attracted some 200 ship owners, shipyards and equipment suppliers.

## Visitors by nation and region



## Visitors by job function



## Quotes OTE 2012

The Offshore Technology, Equipment Exhibition & Conference (OTE) is a professional exhibition. As a Co-organizer and exhibitor, we also organized our subsidiaries to visit. At the exhibition we communicated with all kinds of visitors, discussed business cooperation and achieved satisfied effects. OTE is a platform for communication between us and overseas companies in offshore industry. We wish OTE better and better.

**Mr. Liang Feng**

**Senior Executive of China National Offshore Oil Corporation, China**

Jiangsu Offshore Technology & Equipment Alliance exhibited in OTE 2012, with a pavilion which is more than 500 sqm with more than 30 member companies. Some of our members obtain contracts during exhibition days. Via OTE 2012, we showed our powerful offshore equipment industry, raised up our influence and extended the market channels. We believe OTE is an important platform for offshore industry. We will attend future OTE so as to strengthen our competitiveness and contribute to the development of offshore industry.

**Mr. Wang Wei**

**General Secretary of Jiangsu Offshore Technology & Equipment Alliance, China**

This is the first time for Van der Leun to participate in OTE. The Organization Committee supplies high-quality services. Everything is orderly arranged. We received a lot of inquires during the 3-day exhibition and reached our goal of promotion. We believe OTE 2013 will be even better.

**Mr. Martijn Houweling**

**Sales Manager of Van der Leun, the Netherlands**

OTE has succeeded in establishing direct contact between shipbuilders, platform manufacturers, suppliers and ship owners from Indonesia. No less than 43 delegates from INSA visited OTE 2012. This is the largest group of Indonesian ship owners to visit an offshore trade fair outside Indonesia. We hope to have even more success in the near future and we will visit OTE with our delegation again next year.

**Mr. Djoni Sutji**

**Head of Overseas and Cooperation of INSA, Indonesia**



## OTE 2012 survey

- 83% of exhibitors are satisfied with the quality of trade visitors;
- 85% of exhibitors regard OTE as their indispensable trade platform;
- 87% of exhibitors show as interest in participating the next OTE!

### Strong support from government and the industry

- ★ The leading Chinese offshore oil & gas explorers such as CNOOC, CNPC and SINOPEC are co-sponsoring OTE 2013!
- ★ Famous offshore entities like CSSC, CSIC, Ch Rongsheng and COSCO Nantong are all supporting OTE 2013!
- ★ Government departments and associations, like SOA and CSA, which will organize to exhibit and visit.
- ★ Well-known international ship-owners associations, like Indonesian National Ship Owner's Association (INSA), will organize offshore ship owner members to visit. INSA will bring more than 40 members to visit OTE 2013.

### Abundant networking programs

- ★ Free match-making with Chinese offshore manufacturers.
- ★ Trade mission to Jiangsu offshore shipyards.
- ★ E-docking platform will be introduced to OTE 2013. The exhibitors can overview the list of pre-registered visitors on the internet, and engage meeting agendas in advance.
- ★ Attractive conferences & forums focused on offshore tech, wind energy, oil & gas.



### Attending Chinese buyers

- ★ CNOOC and CNPC will again organize to attend OTE 2013 for purchasing opportunities.
- ★ Oceanic Administrations Bureaus of Chinese Coastal Provinces and Cities will organize professional visitors to attend OTE 2013.
- ★ Buyer groups organized by Chinese Ocean Engineering Society, China Petroleum and Petrochemical Equipment Industry Association, the Office of the Coastal Development of Jiangsu Province, China Ship Owners Association and China Association of the National Shipbuilding Industry.
- ★ Manufacturing enterprises of offshore platform, maritime vessels, auxiliary ships, and maritime industrial parks to visit.

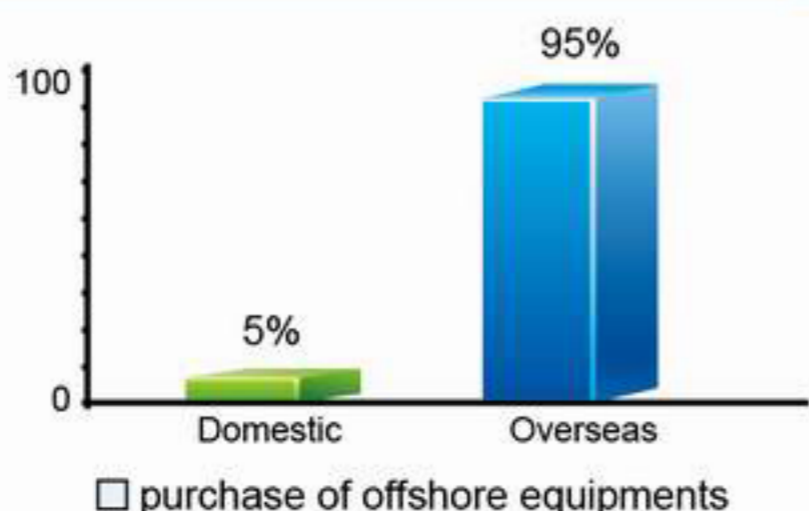


### The mainstream media promotion

- ★ Over 100 domestic media, including China offshore, China Offshore Platform and Ship & Offshore.
- ★ Over 40 foreign media, including Ship & Offshore from Germany, Offshore Visie from the Netherlands and Marine & Offshore from Singapore.

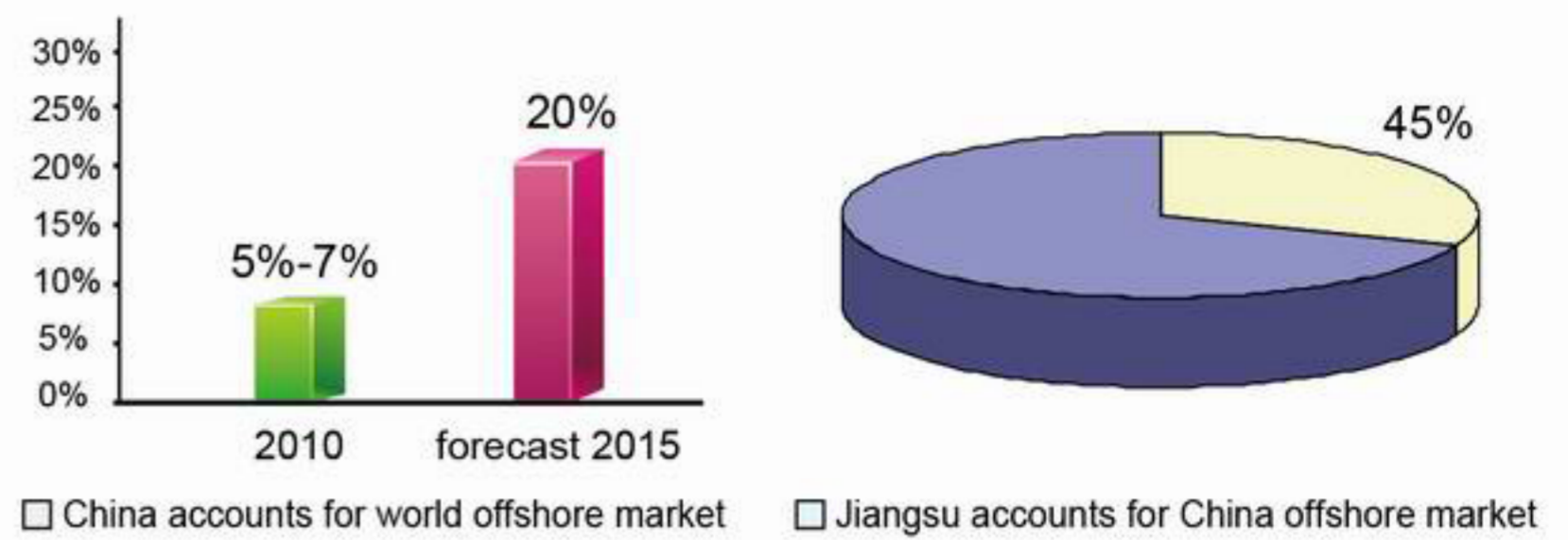
### Golden land absorbing investment

The Yangtze River Delta is the most attractive place to overseas investors. China imports 95% of offshore equipments from abroad. More and more foreign offshore tech enterprises are coming to set up joint venture here.



### Jiangsu offshore industry: No.1 in China!

With abundant resources of offshore oil & gas, Jiangsu is widely prospecting in offshore oil & gas exploring, offshore wind energy, underwater engineering, coastal development and port construction. Jiangsu offshore industry accounts for 45% of whole China, and has enormous potential.



### Jiangsu shipbuilding industry: No.1 in China!

Even under current global economic depression, the shipbuilding industry in Jiangsu Province is making its way against the stream. In 2011, with more than 80 big shipyards, the accomplished total output of Jiangsu shipbuilding industry reached 27.93 million DWT, increasing by 21.4%!

	of China	of World
Accomplished Output	36.4%	16.4%
Newly Received Orders	34.6%	18%
Handholding Orders	38.9%	16.9%

□ Jiangsu shipbuilding industry in 2011

### Offshore wind power yard – Jiangsu new business card

Jiangsu is becoming the biggest offshore wind energy industrial base in China. The output of wind power industry of Jiangsu Province has reached 71.9 billion CNY in 2010.



### Coastal development – the national development strategy

Jiangsu coast area covers 5001.67sqm, which is the dominant reserved land resources in China. The coastal development has been raised up to the national development strategy.



### Large potential of Chinese offshore oil & gas exploring

Chinese offshore oil & gas exploring comes into a high-speed developing period. Under the background of world offshore resource exploring, the need of China offshore engineering industry will reach more than 45 billion US dollars in next ten years.



Co-located: [www.china-ship.com](http://www.china-ship.com)



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

# An offshore event you cannot afford to miss

- Organized in the heart of No. 1 offshore, wind energy & shipbuilding region of China
- 45% of the Chinese offshore industry within your grasps
- Strong support from the government, the associations and the leading companies
- The highest offshore platform & shipyard participation of any exhibition in China
- Trade missions to local offshore shipyards
- Matchmaking with Chinese offshore industry
- Coastal development in Jiangsu, the national strategy
- Simultaneous China International Marine, Port & Shipbuilding Fair

## Exhibition profile

- Offshore Platform & Ship
- Platform Equipment
- Offshore Wind Energy
- Offshore Construction & Underwater Engineering
- Offshore Steel Structure
- Oil & Gas Technology & Equipment
- Coastal Development
- Port Construction
- Services & Certification
- Information & Media

## Dynamic order-lead programs

OTE offers a wide range of networking possibilities amongst which

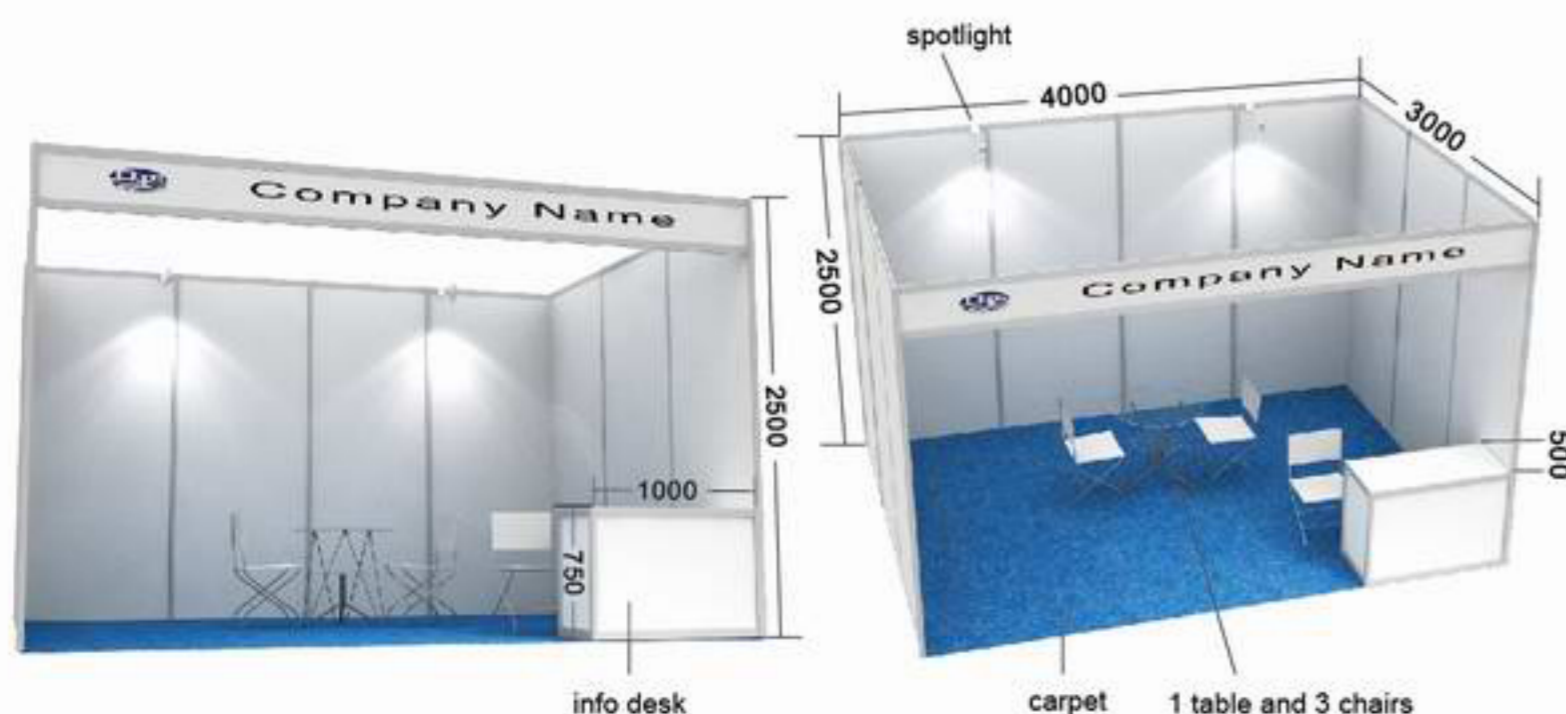
- China costal development strategy summit
- The 4<sup>th</sup> matchmaking with Chinese offshore & shipbuilding industry
- Trade Mission to Jiangsu offshore shipyards

For updated information, pls log into: [www.ote-china.com](http://www.ote-china.com)

## Book your stand space now!

	Price per m <sup>2</sup> *
Stand space only	USD 325/m <sup>2</sup>
Stand space including Shell Scheme	USD 375/m <sup>2</sup>

\* Prices are including 8% VAT



One fascia in English, one table, three chairs, one info desk, two spotlights, one fluorescent, one electrical outlet 50Hz 220V/5A (limited to 500W), partition walls, carpet, one dustbin, basic illumination, safe guard, public cleaning, show management and services on site.

## Date

May 15-17, 2013

## Venue

Nanjing International Expo Center  
(No. 199 Yanshan Road, Nanjing, China)

## Admission

Buyers and professionals only!

## Organization

### Sponsor:

State Oceanic Administration People's Republic of China (SOA)  
Jiangsu Provincial People's Government  
China Chamber of International Commerce (CCOIC)

### Organizer:

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

### Co-sponsor:

China National Offshore Oil Corporation (CNOOC)  
China National Petroleum Corporation (CNPC)  
China State Shipbuilding Corporation (CSSC)  
China Shipbuilding Industry Corporation (CSIC)  
Explosion-Proof Electrical Apparatus Branch of China Electrical Equipment Industrial Association (CEEIA)  
China Renewable Energy Industry Association (CREIA)  
Chinese Ocean Engineering Society (COES)  
China Association of Oceanic Engineering (CAOE)

### Co-organizer:

Jiangsu Economy and Information Technology Commission  
Office of Coastal Region Development of Jiangsu Province  
Nanjing Municipal People's Government

### Official Partner:

Jiangsu Ocean Engineering Association

**For more information, please visit: [www.ote-china.com](http://www.ote-china.com)**



## Contact

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