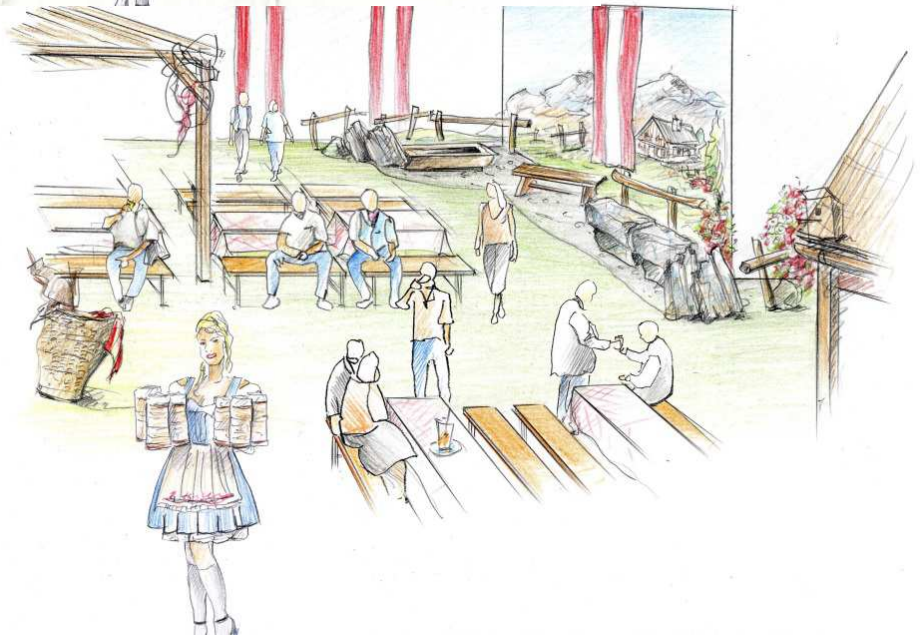
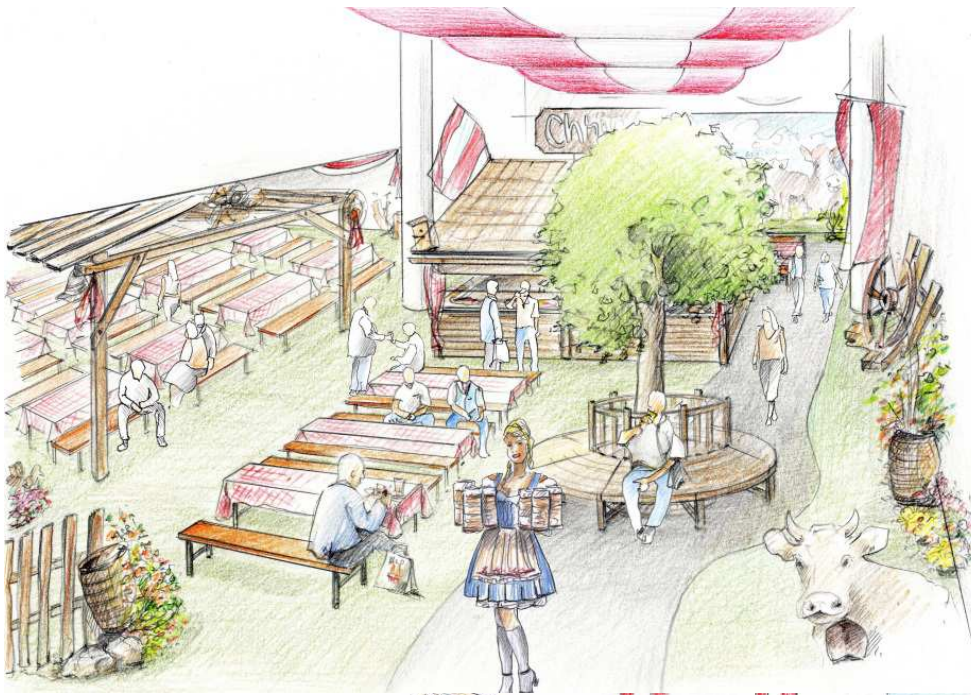


Sponsoring opportunities

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SMM Oktoberfest



SMM Oktoberfest

The SMM Oktoberfest-Sponsoring package includes:

Presence at Oktoberfest area, September 6-9

(opening hours 6-8 September 9:30 am – 8 pm; 9 September 9:30 am – 6 pm)

- Logo branding on welcome banner, 7 m x 2,5 m (see sample image below)
- Logo branding on archway into Oktoberfest area
- 30 table tents, DIN A4, to spread your message to the visitor (the Oktoberfest provides seats for about 250 people at once)
- 12,000 napkins displaying your company logo
- DIN A4-posters on restroom mirrors (sponsor provides layout)

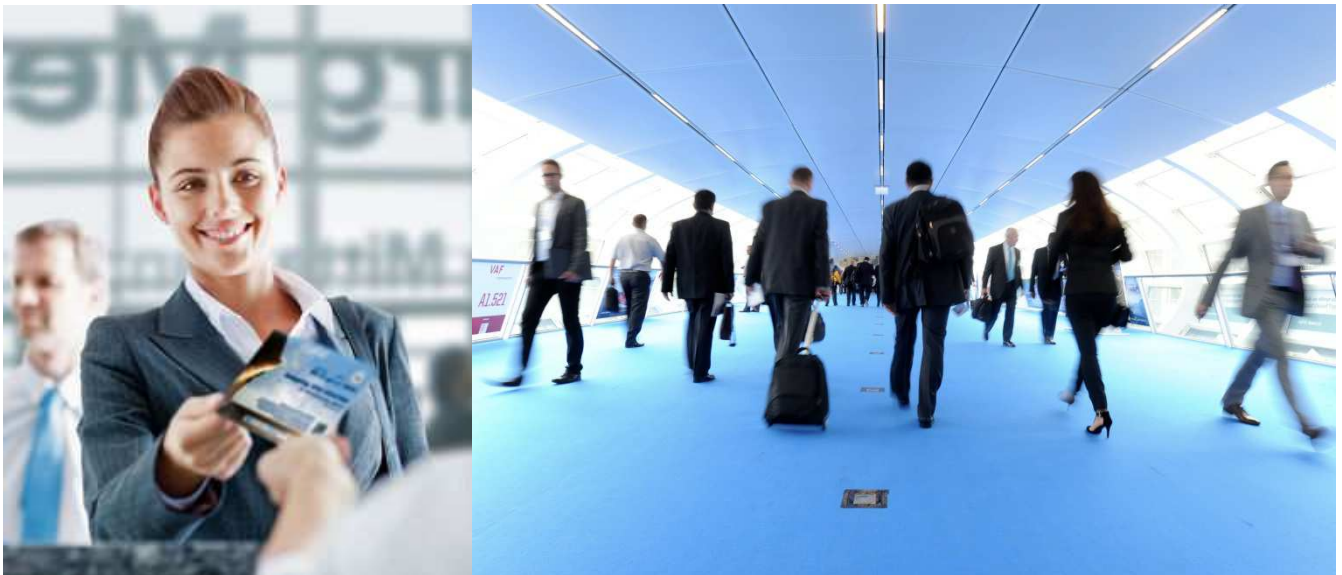
Logo branding on the following marketing areas:

- SMM homepage (sponsors section) with direct link to company's webpage
- SMM exhibitor catalogue (sponsors section)
- SMM Visitor Guide
- SMM App (sponsors section)

Price: 13,500 € + VAT



SMM GUIDES



Sponsorship includes:

Approximately 15 SMM guides will be deployed around the exhibition and the most frequented underground stations close to the exhibition. They will help visitors with ticket purchases and how to best navigate around the event. The guides will wear SMM and sponsor branded clothing.

Additionally presentation of company logo on

- SMM Homepage (sponsors' section) with direct link to sponsor's homepage
- SMM Exhibitor Directory (sponsor's section)
- SMM Visitor Guide
- SMM App (sponsor's section)

Price: 15.000 € + VAT, one exclusive SMM Guide sponsor

SMM SHUTTLE BUSES



Sponsorship includes:

- Hotel bus shuttles on 5 different routes, 4 times a day (6-9 September)
- Parking shuttles (continuously from Heiligengeistfeld to the west entrance)
- Ground shuttles (continuously linking A-halls and B-halls)
 - Logo branding on hotel, ground and parking shuttle busses
 - Display of companies own print and promotion material*
 - Play your image movie on the bus (only hotel shuttles)**
 - Logo branding on SMM bus stop signs (22 signs)
 - Logo branding on bus timetables

Logo branding on the following marketing areas:

- SMM homepage (sponsors section) with direct link to company's webpage
- SMM exhibitor catalogue (sponsors section)
- SMM App (sponsors section)

Price: 15.000 € + VAT, one exclusive SMM Shuttle Bus sponsor

*production and delivery by Sponsor

** format to be discussed with Hamburg Messe

SMM VIP SHUTTLES



Sponsorship includes:

VIP shuttle

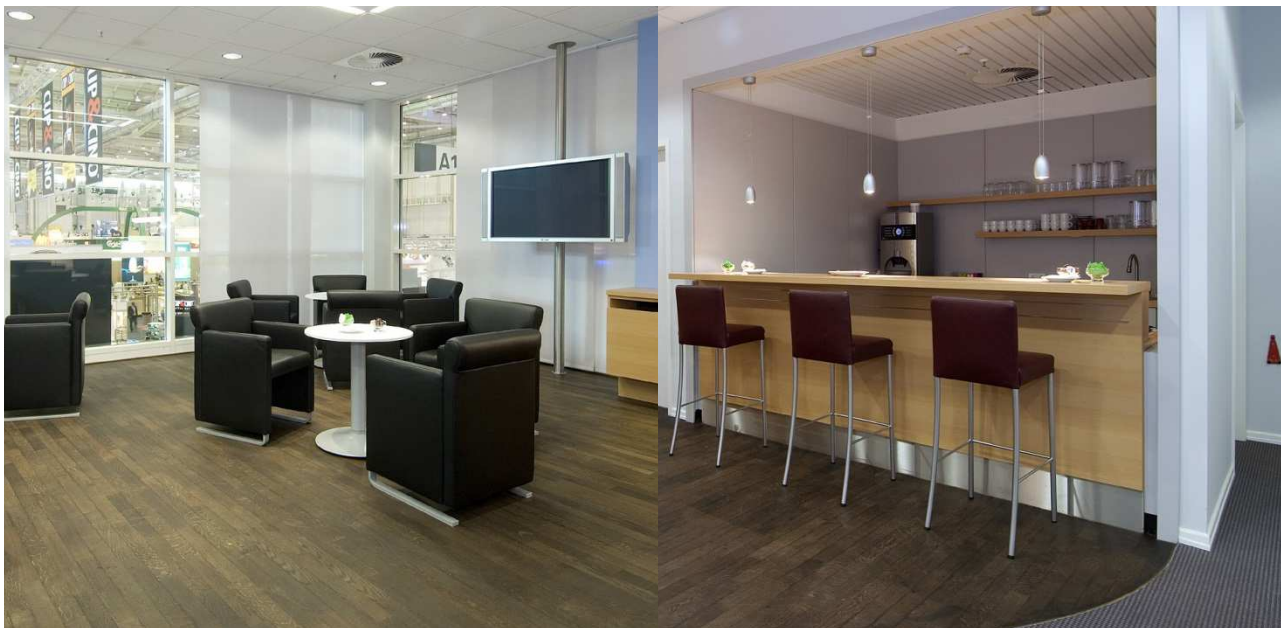
- Logo branding with SMM logo on 7 VIP shuttles (branding on both sides)
 - Daily use of 7 VIP Shuttles for important SMM clients
- ca. 50 sqm space in front of SMM central entrance for sponsor presentation and shuttle operation (parking, departures + arrivals, control room)
- HMC takes care of the smooth arrival and departure of the shuttles

Presentation of company logo on:

- SMM Homepage (sponsors' section) with direct link to sponsor's homepage
- SMM Exhibitor Directory (sponsor's section)
- SMM Visitor Guide
- SMM App (sponsor's section)

Price: 22.500 € + VAT, one exclusive SMM Vip Shuttle sponsor

SMM VIP LOUNGES



Sponsorship includes

- Branding of two VIP lounges with 2 roll-up banners each*
(located at two attractive positions near central entrance and east entrance)
- Display of companies own print and promotion material in the VIP lounges*,**
- 5 Guest Club Cards (each valid for the access of 2 persons)
- Company logo on SMM Guest Club Card
- Company logo on SMM VIP card

Presentation of company logo on:

- SMM Homepage (sponsors' section) with direct link to sponsor's homepage
- SMM Exhibitor Directory (sponsor's section)
- SMM Visitor Guide
- SMM App (sponsor's section)

Price: 22.500 € + VAT, one exclusive SMM Vip Lounge sponsor

*production and delivery by Sponsor

** to be discussed with Hamburg Messe

SMM RICKSHAW SHUTTLES



Sponsorship includes:

Presentation of company logo on

- SMM Homepage (sponsor's section) with direct link to sponsor's homepage
- SMM Exhibitor Directory (sponsor's section)
- SMM Visitor Guide
- SMM App (sponsor's section)

Branding on **SMM Rickshaws**

- Logo branding with SMM logo on 7 rickshaws
- One poster at the back of all 7 rickshaws (79,5 x 120 cm)
- The rickshaws depart daily from two entrances

Price: 10.000 € + VAT, one exclusive rickshaw sponsor

SMM FAIR GROUND CATERING



Sponsorship includes:

Presentation at SMM Fair Ground Catering areas:

- Logo branding of napkins distributed through all snack bars (except Cafetiero) and Restaurants on SMM fairground
- Logo branding on 100% biodegradable coffee-to-go cups, distributed through all snack bars (except Cafetiero) at SMM fair ground
- Logo branding on menu cards of Harbour Light restaurant (SMM main restaurant) and on all pages of the menu
- Logo branding on paper tray sets of Mercadillo restaurant at SMM Fairground

Presentation of company logo on

- SMM Homepage (sponsors' section) with direct link to sponsor's homepage
- SMM Exhibitor Directory (sponsor's section)
- SMM Visitor Guide
- SMM App (sponsor's section)

Price: 15.000 € + VAT, one exclusive SMM Fair Ground Catering sponsor

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CONFERENCE CATERING MS&D, GMEC or MARITIME FUTURE SUMMIT



Sponsorship includes:

Presence during the conference

- Branded area at lunch- and coffee breaks of sponsored conference at SMM*
- Announcemnet of Sponsor before lunch break
- One poster at Poster Show over the entire time of SMM next to the conference rooms
- Display of companies own print material at sponsored conference *

Tickets:

- 2 tickets for the sponsored conference
- 2 tickets for the official Opening Ceremony of SMM Hamburg

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CONFERENCE CATERING MS&D, GMEC or MARITIME FUTURE SUMMIT



Logo branding on

- SMM Homepage (section of sponsored conference) with direct link to sponsor's webpage
- SMM exhibitor directory (section of sponsored conference)
- SMM App (section of sponsored conference)

Branding on the conference information:

- Within the conference brochure – section of specific conference (MS&D, gmec, Maritime Future Summit)

Price: 12.500 € + VAT, one exclusive SMM Conference Catering sponsor at each conference

*production and delivery by Sponsor

CONFERENCE POSTER SHOW



Poster Show includes:

Presence during the conference

- One poster in DIN A1 (59,4 cm large x 84,1 cm high) on a lightened wall (100 cm large x 250 cm high)*
- Description of the company or products on a DIN A4 sign (2.000 characters)
- Brochure Display of companies own information material **
- Presentation over the entire time of SMM Hamburg next to the conference room (5.9-9.9.2016)

Logo branding on the following Marketing areas:

- SMM website (conference section) with direct link to company's webpage
- SMM conference programme

Ticket:

- One ticket for one SMM conference (Maritime Future Summit, gmec or MS&D / Offshore Dialogue is free of charge)

Price 1.750 € + VAT

* Layout by company, production by Hamburg Messe

** Brochure holder provided by Hamburg Messe, filling and re-filling by company