



INMEX

SMM

INDIA

www.inmex-smm-india.com

23 – 25 September 2015

Bombay Exhibition Centre, Mumbai, India

SOUTH ASIA'S LARGEST MARITIME EVENT

Be part of the **SUCCESS** story

- ☀ **600+** participating companies from 30 countries
- ☀ **7973** Business Visitors
- ☀ **313** specialised business meetings through b2b Buyer Programme
- ☀ **Country pavilions** from Denmark, France, Korea ,Germany, Norway & Taiwan



POST SHOW REPORT

SUPPORTED BY

MINISTRY OF SHIPPING

Government of India

ORGANISED BY

informa

exhibitions



Hamburg Messe

Exhibition | Conference | B2B Forum

Full Steam Ahead



“Good days are here for the shipping industry, as the Union Government has an open door policy for the stakeholders.”

Shri Deepak Shetty, IRS, Director General of Shipping, Govt. of India

The Maritime & Shipping industry was in full attendance at the 9th in series and first unified edition of **INMEX SMM India**.

Indian markets are showing signs of growth, with opportunities for maritime stakeholders. While the country still needs to tap the potential of its inland waterways, the Indian government has additionally targeted to increase the share of coastal shipping in carriage of cargo from 7 to 10 per cent by 2019-20. The Sagar Mala project is another step towards what can define India’s coastal potential.

With an aim to tap this high-growth market, technology leaders from over 30 countries representing over 600 companies traversed the vast stretch of the Indian coastline to demonstrate their new technology developments from 23 – 25 September at INMEX SMM India 2015. Three days of pure b2b networking, numerous business deals and invaluable information exchange at the concurrent Conferences and Technical Seminars reinforced the leading position of this truly international platform for the Indian Maritime & Shipping industry.

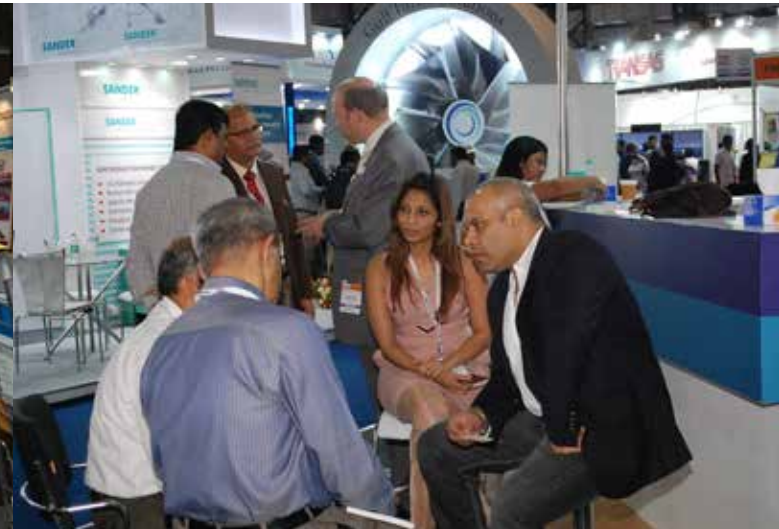
“Danish Marine Group applaud the joining of INMEX and SMM as the right way to gather the maritime India. We believe that India plays a role in the global maritime industry on various levels and this is the place to reach out and gather the relevant actors for a dialogue on the present and future of Indian shipbuilding and global shipping.”

Mr. Mark Lerche, Head of Danish Marine Group



“At INMEX SMM India, the confluence of niche maritime professionals under a single roof will provide the most appropriate platform for discussing the various challenges faced by the Indian maritime sector and also explore ways for path-breaking solutions. Being the net maritime security provider in the region along with the Coast Guard, it is in the Navy’s interest to support this initiative whole-heartedly.”

Vice Admiral SPS Cheema PVSM AVSM, Flag Officer Commanding in Chief, Western Naval Command, Indian Navy



“After the successful merger of SMM India and INMEX India, the 50 German exhibitors appreciated the outstanding quality standard of this new larger show. This is a perfect platform for the leading German maritime industry to get in contact with their Indian partners, experts and customers.”

Mr. Hauke V. Schlegel, Managing Director of the VDMA - German Engineering Federation - Section Marine Equipment and Systems



Riding the Waves of Success

Maximising the reach of the event among the right segment of visitors, INMEX SMM India attracted new business for its diverse mix of exhibitors and ensured that professionals from the top management and decision-making levels who visited the exhibition took advantage of the international platform for their technology needs.

90%

Exhibitors ranked INMEX SMM India as the leading trade fair in the country

87%

Exhibitors said that they would definitely participate in 2017

95%

Exhibitors said that the show attracted new business visitors

Overall Exhibitor Assessment



Overall Visitor Assessment

81%



Very Satisfied

15%



Satisfied

Product Launches

- ⚙ Synchronised Shipyard solution for departments to coordinate with each other by SSI
- ⚙ Marine pump solution by DESMI
- ⚙ Digital Control Amplifier (DCA) by Jastaram Engineering Ltd.
- ⚙ Naksh Yajana – GEM, a new plotting table to display the ship track on navigation chart, introduced by ELCOME Integrated Systems
- ⚙ Lavgan Shipyard, a modern ship repair yard with state of the art Rolls Royce Synchronlift Ship Lift system by Chowgule Group
- ⚙ High technology Davits for launching and recovering boats at sea from Vestdavit
- ⚙ Low pressure Water Mist Fire Fighting System, from Water Mist Engineering
- ⚙ Hydraulically-operated Fire / Water proof sliding doors from IMS Group
- ⚙ Ship's stabilizers from MATN'S Stabilizers
- ⚙ Helicopter landing grid meeting Stanag 1276 which can be used in ships and offshore platforms for helicopter operations from CRAMM



One Maritime Voice — for industry to share ideas, discuss solutions & network with peers



More than just an exhibition, INMEX SMM India brings in the right mix of expertise and experiences to facilitate business and promote the development of the Maritime and Shipping Industry through its focused b2b meetings, conferences & technical seminars.

Opening the Seminar was Shri. Deepak Shetty, IRS, Director General of Shipping, Government of India, who discussed the “**Sagar Mala**” project, as well as the potential impact of the **Make in India** campaign by Hon’ble Prime Minister, Shri. Narendra Modi and other government initiatives making this an exciting time for Indian maritime business. Requirements along India’s vast coasts and from global industrial and logistical firms, as well as from the country’s Naval and Coast Guards were also discussed. New funding sources and the impact of depressed oil prices were also covered in some detail.

Exhibitors greatly benefited from the opportunity with one-on-one meetings with serious buyers through Informa’s exclusive Business matchmaking Programme. The expert team of INMEX SMM India scheduled more than 300 specialised meetings between exhibitors and their potential customers.

Speakers

— A big thank you to all

Abdi Syed

Managing Director & CEO, ABG Shipyard Ltd.

Positioning yourself to benefit from the government's new shipping initiatives

Atul Kulkari

Advisor International Projects, Indian Ports Association

How "Make In India" could impact the shipping industry

Capt. Ajay Achuthan

Executive Director, MASSA

Chairman's Welcome

Capt. Anoop Kumar Sharma

Whole Time Director & CEO, Essar Shipping, Vice Chairman, Institute of Chartered Shipbrokers

The path less travelled: Creating new shipping requirements, instead of waiting for them

Capt. Gur-Prasad Kohli

Managing Director, Wallenius Wilhelmsen Logistics (India) Pvt. Ltd.

Positioning yourself to benefit from the government's new shipping initiatives

Capt. Sanjay Prashar

Managing Director, VR Maritime Services Pvt. Ltd.

The path less travelled: Creating new shipping requirements, instead of waiting for them

Capt. SK Patnaik

President Business Development, Pipavav Defence Shipyard

Modular concepts in defence ship building and what that means for the greater industry

Capt. Sudhir V. Subhedar

Past President, ICC Shipping Association

Coastal shipping requirements: The modal shift of cargo, dredging, and logistics

Capt. Sunil Thapar

Director (Bulk Carriers & Tankers), The Shipping Corporation of India Ltd.

Positioning yourself to benefit from the government's new shipping initiatives

David Rasquinha

Managing Director, Export-Import Bank of India

Creating a more financially bankable shipping industry in India

Deepak Shetty

IRS, Director General of Shipping, Government of India

Sagar Mala: India's new strategic, customer-oriented ports initiative

Dharmendra J Solanki

Deputy General Manager – Shipping, Hindustan Petroleum Corp Ltd.

Oil shipping requirements & what to expect going forward logistically as oil prices fluctuate

Gautam Dongrey

Principal Officer, Taurus Maritime

The path less travelled: Creating new shipping requirements, instead of waiting for them

N Girish

Sr. Vice President & Divisional Head – Research & Rule Development

Indian Register of Shipping

New rules for gas fuelled ships and what they mean for the shipping industry

Rear Admiral AK Verma

Chairman & Managing Director, Garden Reach Shipbuilders & Engineers Ltd.

How "Make In India" could impact the shipping industry

Sailesh Bhatia

President, AMTOI

How "Make In India" could impact the shipping industry

SM Rai

Director – Technical, Indian National Shipowners Association

How "Make In India" could impact the shipping industry

Suraj Dialani

Business Head, Vijai Marine Shipyards

Positioning yourself to benefit from the government's new shipping initiatives

Vice Admiral S. K. K. Krishnan

Former CMD, Mazagon Dock Ltd.

Closing remarks and end of INMEX SMM India 2015 conference

Vijay Kalantri

Chairman & Managing Director, Dighi Port Ltd.

How "Make In India" could impact the shipping industry

Visitors Demographics



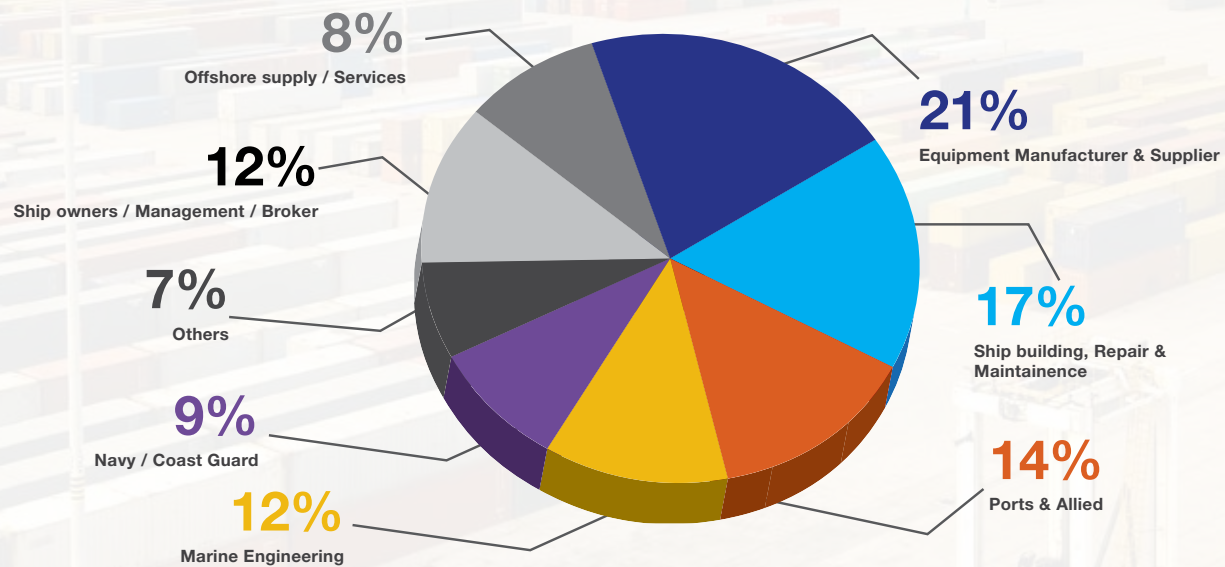
Main Reasons for Visiting



Purchasing Authority



Main Business Activity



Exhibitor Testimonials

“It has been a good experience for Dutch companies who are known to be experts in marine shipping and navigation.”

Ms. Maya Acharya, Senior Policy Advisor, Economic Department,
Embassy of the Kingdom of The Netherlands in New Delhi

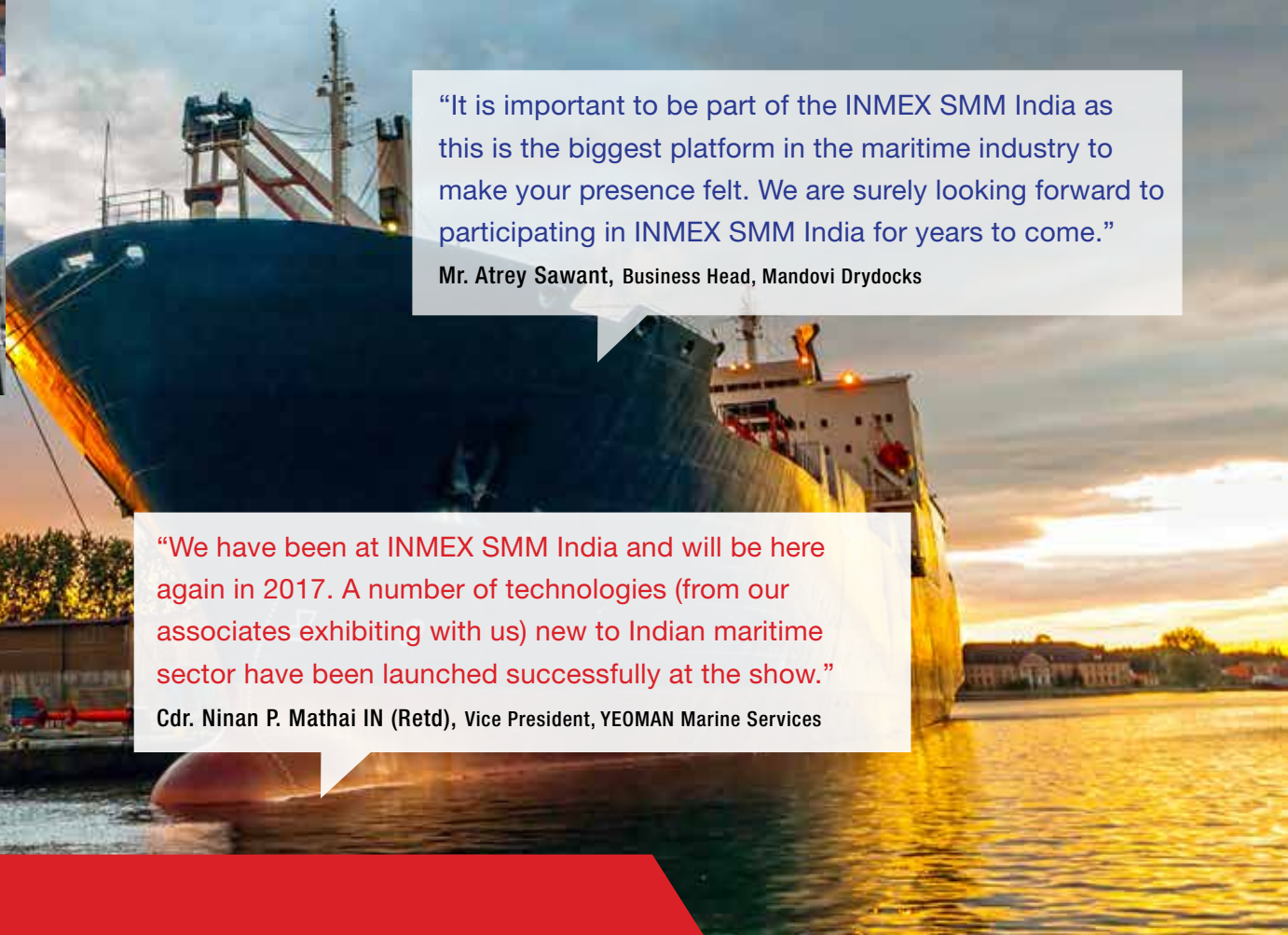


“It is important to be part of the INMEX SMM India as this is the biggest platform in the maritime industry to make your presence felt. We are surely looking forward to participating in INMEX SMM India for years to come.”

Mr. Atrey Sawant, Business Head, Mandovi Drydocks

“We have been at INMEX SMM India and will be here again in 2017. A number of technologies (from our associates exhibiting with us) new to Indian maritime sector have been launched successfully at the show.”

Cdr. Ninan P. Mathai IN (Retd), Vice President, YEOMAN Marine Services



Visitor Testimonials



“Overall the exhibition is good with right mix of exhibitors. INMEX SMM India provided an ideal platform to see new equipment and machinery from competitive supplier.”

Mr. Ashok Khanna, Chief Executive Officer, Shaporji Pallonji Forbes Shipping Ltd.

“It was very good experience. I got an opportunity to see some good innovations in ship building industries.”

Mr. Prashant Sampat Kakade, Sr. Executive Procurement, Pipavav Defence and Offshore Engineering Co. Ltd.

We would like to thank all those who supported INMEX SMM India 2015

SUPPORT & ENDORSEMENTS

MINISTRY OF SHIPPING

Government of India



MEDIA PARTNERS



OUTDOOR PARTNER

SHOW DAILY PARTNER





INMEX

SMM

INDIA

www.inmex-smm-india.com

3 – 5 October 2017

Hall 1, Bombay Exhibition Centre,
Mumbai, India

SOUTH ASIA'S LARGEST MARITIME EVENT

Be part of the SUCCESS story

Ocean of opportunities

Save the date and book for INMEX SMM India 2017

3 – 5 October 2017

To know more about the show and exhibiting, please contact:

India: Tel.: + 91 22 4059 8522 | E-mail: info@inmex-smm-india.com **International:** Tel.: +49 40 3569-2148 | E-mail: info@inmex-smm-india.com