OPENING CEREMONY
- Mr. Drs. Buralimar, M.Si - Head of Tourism Office of Riau Islands Province
- Mr. Edy Putra Irawady - Chairman of Investment Board Batam (BP Batam)
- Mr. Barlet Silalahi, M.M. - Chairman of Port Behavior and Authority Class I (KSOP Batam)
- Mr. Jadi Rajagukguk - Chairman of Batam Chamber of Commerce and Industry (Kadin Kota Batam)
- Mrs. Ressa - Head of Licensing of Capital Investment (DPMPTSP Batam)
- Mr. Samuel Woon - Embassy of The Republic of Indonesia in Singapore
- Mrs. Harlinda, S.Kom - Session Head On Facilities and Industry of Industry and Trade Office Batam
- Mr. Frans Imanuel Depari - Session Head On Information and Escort Service of Customs and Excise Type B Batam
- Mr. Rafky Rasid - Chairman of Indonesian Employers Association (APINDO KEPRI)
- Member of Indonesian Port Business Association (ABUPI KEPRI)
- Member of Batam Shipyard & Offshore Association (BSOA)
- Member of Indonesian National Shipowners Association (DPP & DPC INSA)
- Member of Indonesian Shipbuilding & Offshore Industries Association (DPC IPERINDO)
- Member of Indonesian Ship Components Industry Association (PIKKI - ISCIA)

ORGANIZER
PT Fireworks Indonesia

EXHIBIT PROFILES
Marine & Offshore Machineries
Marine & Offshore Equipment
Marine & Offshore Engines
Marine & Offshore Supplies

EXHIBITION AREA
2000 sqm

TOTAL NUMBER OF EXHIBITING BRANDS
120

ORIGIN OF EXHIBITORS (INCLUDING PRINCIPALS)
China
France
Germany
Indonesia
Korea
Malaysia
Norway
Singapore
UK
Vietnam

TOTAL NUMBER OF VISITORS
3003

ORIGIN OF VISITORS
China
France
Germany
India
Italy
Indonesia
Korea
Malaysia
Norway
Philippines
Singapore
Taiwan
USA
UK
Vietnam
### Show Facts

**Visitor Breakdown**
- CEO: 41%
- Purchasers: 31%
- Engineering: 22%
- Sales & Marketing: 6%

### Major Visitors
- Amnor Shipyard, PT
- Asianfast Marine Industries, PT
- ASL Shipyard, PT
- Bahtera Bahari Shipyard, PT
- Bandar Abadi, PT
- Batam Samudra, PT
- Batamec, PT
- BI Logam Batam, PT
- Bintan Shipping Bioteknik, PT
- Bintang Inti Persada, PT
- Cahaya Samudra Shipyard, PT
- Citra Tubindo Engineering, PT
- Government Officials
- Idros Services, PT
- Karya Teknik Utama, PT
- Kumala Indonesia Shipyard, PT
- Lautan Lestari Shipyard, PT
- Marina Teknik Abadi, PT
- McDermott Indonesia, PT
- MMA Offshore (PT. Jaya Asiatic Shipyard)
- Multi Ocean Shipyard, PT
- Palindo Marine, PT
- Patria Maritim Perkasa, PT
- PaxOcean Engineering Pte Ltd
- Pertama Pasific Shipyard, PT
- Seloko Batam Shipyard, PT
- SMOE Indonesia, PT
- Sumber Marine Shipyard, PT
- Tiger Trans International, PT
- Usda Seroja Jaya, PT

### Trade Magazines
- Allianz Communication
- Bandar Media Magazine
- Batam Pos
- Batam TV
- Borneo Talk
- DEW Magazine
- Maps & Globe Specialist (M&GS)
- Marine & Industrial Report
- Media Comz
- Mudrock Media
- Project Cargo Weekly
- Sailor Today Magazine
- Supply Chain Indonesia
- Ship2Shore
- The Maritime Standard
- World Oils

### Banners

**35 Petrol Stations In The Whole Of Batam**
- Outdoor Banners
  - Banner at Tanjung Uncang Shipbuilding Area
DIRECT MAILERS & EMAIL BLASTS

23,000 Circulated to Marine & Offshore related companies all around the region including Malaysia, Singapore, Indonesia, Thailand and Philippines

DIRECT SHOW PREVIEW INVITATION CARDS

By Organizer :
20,000 pcs
Sent out by organizer to Marine & Offshore related companies in Malaysia, Singapore, Indonesia, Thailand and Philippines

By Exhibitor :
7,000 pcs
Exhibitor’s own distributions

HIGHLIGHTS OF THE EVENT

1. Opening ceremony was presided over by :
   - Mr Drs. Buralimar, M.Si - Head of Tourism Office of Riau Islands Province
   - Mr Edy Putra Irawady - Chairman of Investment Board Batam (BP Batam)
   - Mr Barlet Silalahi, M.M. - Chairman of Port Behavior and Authority Class I (KSOP Batam)
   - Mr Jadi Rajagukguk - Chairman of Batam Chamber of Commerce and Industry (Kadin Kota Batam)

2. Visited by more than 3000 visitors

3. Panel Discussion by maritime associations (ABUPI, BSOA, INSA, IPERINDO, KADIN, PIKKI) with topic “The Future of Batam’s Shipbuilding Industry: Threats and Opportunities”

4. Technology Presentation by PT. Pertamina (PERSERO), PT. Trakindo Utama and Kodi Engineering Pte Ltd

5. Shipbuilders Networking Lunch Sponsored by Baudouin

6. A Shipbuilder Pavilion featuring more than 15 Indonesian shipbuilders

EVENT PHOTOS
MEDIA COVERAGE BEFORE EVENT

Marine & Industrial Report (Mar-Apr 2019)

Marine & Industrial Report (May-Jun 2019)
In a world first, Siemens Gamesa Renewable Energy (SGRE) has begun operation of its electric thermal energy storage system (ETES). During the opening ceremony, Energy State Secretary Andreas Feicht, Hamburg’s First Mayor Peter Tschentscher, Siemens Gamesa CEO Markus Tacke and project partners Hamburg Energie GmbH and Hamburg University of Technology (TUHH) welcomed the achievement of this milestone. The innovative storage technology makes it possible to store large quantities of energy cost-effectively and thus decouple electricity generation and use.

The heat storage facility, which was ceremonially opened today in Hamburg-Altenwerder, contains around 1,000 tonnes of volcanic rock as an energy storage medium. It is fed with electrical energy converted into hot air by means of an electric heater and a blower that heats the rock to 750°C. When demand peaks, ETES uses a steam turbine for the re-electrification of the stored energy. The ETES pilot plant can thus store up to 130 MWh of thermal energy for a week. In addition, the storage capacity of the system remains constant throughout the charging cycles.

The aim of the pilot plant is to deliver system evidence of the storage on the grid and to test the heat storage extensively. In a next step, Siemens Gamesa plans to use its storage technology in commercial projects and scale up the storage capacity and power. The goal is to store energy in the range of several gigawatt hours (GWh) in the near future. One gigawatt hour is the equivalent to the daily electricity consumption of around 50,000 households.

“Decoupling generation and consumption of fluctuating renewable energy via storage is an essential contribution to implementing the energy system transformation. We therefore need cost-effective, efficient and scalable energy storage systems,” demands Andreas Feicht, State Secretary at the Federal Ministry of Economics and Energy. “With the commissioning of our ETES pilot plant, we have reached an important milestone on the way to introducing high-performance energy storage systems. Our technology makes it possible to store electricity for many thousands of households at low cost. We are thus presenting an elementary building block for the further expansion of renewable energy and the success of the energy transition,” says Markus Tacke, CEO of Siemens Gamesa Renewable Energy. The technology reduces costs for larger storage capacities to a fraction of the usual level for battery storage.

The Institute for Engineering Thermodynamics at Hamburg University of Technology and the local utility company Hamburg Energie are partners in the innovative Future Energy Solutions project, which is funded by the German Federal Ministry of Economics and Energy within the “6. Energieforschungsprogramm” research programme. TU Hamburg carries out research into the thermodynamic fundamentals of the solid bulk technology used. By using standard components, it is possible to convert decommissioned conventional power plants into green storage facilities (second-life option).
MEDIA COVERAGE BEFORE EVENT

Majalah Bandar Media (May 2019)

Majalah Bandar Media (June 2019)
MEDIA COVERAGE BEFORE EVENT

Majalah Bandar Media (July 2019)

The 4th Indonesia Marine & Offshore Expo (IMOX) 2019 is an international maritime and offshore event that brings an international congregation of companies together in Indonesia's largest shipbuilding industry, Batam. This unique event which seeks to bring together more than 4,000 industry professionals to tackle the pertinent concerns of the booming shipbuilding, maritime and offshore industries in Indonesia, from its technological front to the changing market trends. The international character of Indonesia Marine & Offshore Expo (IMOX) 2019, presents unparalleled marketing, education and networking opportunities. Indonesia Marine & Offshore Expo (IMOX) 2019, offers you the ideal platform to explore new maritime, offshore, oil & gas and shipbuilding opportunities in Indonesia.

Location: Swissbel Hotel and Convention Centre Harbor Bay Batam, Indonesia
www.batam-marine.com
Sektor Transportasi Diprediksi Tumbuh 11.15% pada 2019

Deni Layanan, Tidak Semua Perusahaan Logistik Menalukkan Tarif

Peluang Selalu Mempertingkatkan Akses Pasar Melalui FTA

Supply Chain Indonesia
Pameran Perkapalan Diikuti 10 Negara

Baca PAMERAN…Hal 14

Pameran Perkapalan Diikuti 10 Negara

Sumber: Batam Pos (23 August 2019)


26-22 Agustus, diikuti 10 negara.

"Peserta pameran kali ini lebih banyak dibandingkan pameran 2015 lalu. Ada 70 peserta yang ikut terdiri dari Singapura, China, Korea, Malaysia, Perancis, Vietnam, UK, Jerman, Norwegia dan Indonesia," ujar Marketing Communication PT Fireworks Indonesia, Dessy Octavianny, Kamis (22/8).

Dessy menjelaskan tujuan diselenggarakannya kegiatan ini untuk meningkatkan penda- patan Batam di bidang industri perkapalan. Sebab Batam memiliki potensi dari pelabuhan (shipyard), marine offshore.

Pengembangan perkapalan, termasuk perkapalan militer, memerlukan berbagai komponen seperti mesin, propeller, peralatan, dan lainnya. Sehingga menarik minat perusahaan dari berbagai negara.

"Supplier yang kualitas dan ketersediaan produknya baik, pasti akan diminati oleh perusahaan," kata Dessy.


Dessy berharap pameran ini akan memberikan peluang bagi perusahaan lokal untuk mengembangkan bidang perkapalan.

"Kami berharap pameran ini dapat memberikan peluang bagi perusahaan lokal untuk mengembangkan bidang perkapalan," kata Dessy.
MEDIA COVERAGE AFTER EVENT

OPENING CEREMONY OF INDONESIA MARINE AND OFFSHORE EXPO 2019
nicks • 22 views • 1 week ago


SUCCESSFULLY HELD BATAM SHIPYARD INDUSTRY BACK ON THE STAGE
Batam TV • 39 views • 6 days ago

RECEIVED POSITIVE RESPONDS FROM EXHIBITORS AND VISITORS
Batam TV • 9 views • 1 week ago