

DIMDEX

2012

Doha International Maritime
Defence Exhibition & Conference
26-28 MARCH

معرض ومؤتمر الدوحة
الدولي للدفاع البحري
٢٦ - ٢٨ مارس

The Anchor of Maritime Defence in the Middle East and North Africa Region

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Welcome to DIMDEX - Qatar



Welcome to DIMDEX 2012

DIMDEX is a biennial event held under the patronage of His Highness Sheikh Tamim Bin Hamad Al Thani, Heir Apparent of The State of Qatar. Supported by the Qatar Armed Forces, DIMDEX is hosted by Qatar Emiri Naval Forces and will take place in Doha from 26th to 28th March 2012.

Firmly established within the defence industry calendar, DIMDEX is the only integrated maritime defence exhibition and conference in the Middle East, playing a critical role in assuring maritime security and protection of the region.

Featuring surface, undersea and coastal defence systems and patrol aircraft plus equipment and electronic solutions, DIMDEX is the gateway to the lucrative Middle East and North African market which anticipates significantly high spend on naval ship acquisitions in the next 5 years.

Providing much more than just an exhibition, this three day event also features the international strategic Middle East Naval Commanders (MENC) Conference, warship display and elite VIP Delegation visits. DIMDEX offers defence industry manufacturers optimum exposure for their products and services amongst senior influential naval representatives who make significant naval procurement decisions now and in the future.

نرحب بكم في ديمدكس ٢٠١٢

يقام معرض ومؤتمر الدوحة الدولي للدفاع البحري "ديمدكس" في دولة قطر مرة كل سنتين تحت الرعاية الكريمة لصاحب السمو الشيخ تميم بن حمد آل ثاني ولي عهد قطر وبدعم من القوات المسلحة القطرية وإستضافة القوات الأميرية البحرية القطرية وسوف تعقد الدورة الثالثة لهذا المعرض والمتخصص والوحيد في منطقة الشرق الأوسط وشمال أفريقيا في الفترة ما بين ٢٨-٣٠ مارس ٢٠١٢.

لقد أصبح معرض ديمدكس محطة أساسية لكل المهتمين والعاملين وكبار رجال الأعمال المنحصرين في الصناعة العسكرية عامة والبحرية خاصة، كما يعتبر المعرض الوحيد الرائد والمتكامل المختص بشؤون الدفاع البحري والساحلي في المنطقة الذي لعب دورا حاسما في عرض الأنظمة الدفاعية والأمنية التي تساهم في ضمان الأمن البحري والحماية في المنطقة.

ويتميز المعرض بالإضافة إلى الأنظمة والمعدات الدفاعية البحرية والساحلية بعرض الغواصات والفرقاطات وسفن الإمداد ومسح وكسح الألغام والطائرات الدورية بالإضافة إلى المعدات والحلول الإلكترونية المعقدة، كما ويعتبر معرض ديمدكس البوابة الرئيسية إلى السوق المربحة في الشرق الأوسط وشمال أفريقيا والتي يتوقع إرتفاع حاجاتها في الإنفاق على إقتناء تلك السفن والمعدات التابعة للقوات البحرية خلال السنوات القليلة المقبلة وفرصة لمقابلة كبار الممثلين للبحرية المؤثرين في صنع قرارات الشراء الكبيرة في الحاضر والمستقبل..

كما يعقد على هامش معرض ديمدكس حدث هام آخر هو مؤتمر قادة البحرية في الشرق الأوسط (منك) الذي يوفر بيئة مهنية حميمة لمناقشة الإستراتيجيات الدولية والخبرات المتنوعة لهؤلاء القادة والمتحدثين الرسميين والتفاعل مع نخب عالية من كبار الشخصيات والوفود الرسمية الدولية ضيوف دولة قطر الزائرين.

يمثل معرض ديمدكس الفرصة الأمثل للمصنعين والمنتجين والمطورين لعرض منتجاتهم وخدماتهم المختلفة لتلبية حاجات القوات المسلحة والأمنية في عالم تتغير فيه التهديدات والمهارات العملية باستمرار.



Qatar Armed Forces



العميد الركن (بحري)
محمد بن ناصر المهندي
رئيس اللجنة الدائمة لمعرض ديمدكس ٢٠١٢

Staff Brigadier (SEA)
Mohammed Bin Nasser Al-Mohannadi
Chairman of the DIMDEX Steering Committee

راشد النعيمي

رئيس مجلس إدارة معهد قطر لتطوير المعارض والمؤتمرات



Rashid Al Naimi
QMDI Chairman

تحت الرعاية الكريمة لصاحب السمو الشيخ تميم بن حمد آل ثاني ولي عهد دولة قطر يسعدني أن أرحب بكم في الدورة الثالثة من معرض ومؤتمر الدوحة الدولي البحري "ديمدكس ٢٠١٢".

في رد فعل على تزايد المخاوف الأمنية، تستمر القوات البحرية الإقليمية في تعزيز الإستثمارات المخطط لها بحيث أصبحت الحاجة إلى التفوق التكنولوجي ضرورة استراتيجية أساسية لضمان الإستعداد الدائم لحماية الأمن القومي للدول.

معرض ديمدكس هو حدث فريد لتلبية الحاجة المتزايدة للمعدات البحرية المتطورة للسيطرة على المياه البحرية الإقليمية في الشرق الأوسط و شمال أفريقيا، مع إتاحة الفرصة للشركات العالمية المنتجة للتكنولوجيا العالية للترويج لمنتجاتها وخدماتها.

مؤتمر قادة البحرية في الشرق الأوسط يسلط الضوء على علامات أحرى لمعرض ديمدكس ٢٠١٢ و سوف يوفر نظرة شاملة في العوامل الرئيسية المؤثرة في صناعة وتطوير معدات وانظمة الدفاع البحري في المنطقة.

لقد أصبح معرض ديمدكس محطة أساسية لجميع المهتمين و العاملين في صناعة الدفاع البحري و الساحلي في العالم و يسرني هنا أن أؤكد لكم بصفتي كرئيس اللجنة الدائمة المنظمة للمعرض وجميع اعضائها و العاملين على تنظيم هذا الحدث العالمي العملاق بأننا سنبذل كافة الجهود لإنجاح الدورة الثالثة ديمدكس ٢٠١٢.

Under the auspices of His Highness Sheikh Tamim Bin Hamad Al Thani, Heir Apparent of The State of Qatar, it is an honourable pleasure to host the 3rd Doha International Maritime Defence Exhibition and Conference, DIMDEX 2012.

In reaction to growing security concerns, regional navies continue to step up planned investments to remain technologically advanced and prepared to safeguard national security. DIMDEX is a unique event addressing the growing need for sophisticated naval equipment to control Middle East and North African offshore waters, providing the opportunity for international companies producing high-end maritime technology to promote their products and services.

The Middle East Naval Commanders (MENC) Conference marks another highlight of DIMDEX 2012 and will provide a comprehensive insight into the key factors influencing the maritime defence industry in the region.

As the anchor of maritime defence in the Middle East and North Africa DIMEX 2012 is a must attend event for the industry. On behalf of the DIMDEX 2012 Steering Committee I offer my commitment to delivering the third successful edition in 2012.

كمنظمين لمعرض ومؤتمر الدوحة الدولي للدفاع البحري وضعنا في معهد قطر لتطوير المعارض والمؤتمرات نصب أعيننا هدفا أساسيا وهو أن نصل بدولة قطر إلى مرتبة الريادة في مجال صناعة المعارض والمؤتمرات العالمية من خلال إتزامنا بأرقم معايير الجودة والتميز. ومن خلال إستضافتنا لمعرض ديمدكس ٢٠١٢ نحن لا نعطي الشركات المشاركة فرصة لعرض منتجاتها وخبراتها وحسب ولكن أيضا إلى تعزيز موقف دولة قطر كمركز إقليمي للأعمال التجارية والصناعة والتكنولوجيا الحديثة.

سوف يبنى معرض ديمدكس ٢٠١٢ على النجاح الباهر للنسخة الثانية في عام ٢٠١٠ من خلال توفير منصة للمصنعين الدوليين لإستغلال الأعمال التي لا تظاههم، وفرص التنمية المهنية في التوسع السريع في سوق الشرق الأوسط و شمال أفريقيا للدفاع البحري.

بالنيابة عن معهد قطر لتطوير المعارض والمؤتمرات أؤكد إتزامنا وتصميمنا على إنجاح الدورة الثالثة من معرض ومؤتمر الدوحة الدولي "ديمدكس ٢٠١٢" نجاهنا باهرا على كافة الأصعدة.

As the organisers of the Doha International Maritime Defence Exhibition and Conference it is QMDI's goal to develop world class events reputed for quality and excellence. By hosting DIMDEX 2012 we not only give participating companies the chance to show their products and expertise, but also enhance the position of Qatar as a regional hub for business, industry and new technologies

DIMDEX 2012 will build on the tremendous success of the second edition in 2010 by offering a platform for international manufacturers to exploit unrivalled business and professional development opportunities in the rapidly expanding MENA maritime defence market.

On behalf of the Qatar M.I.C.E Development Institute (QMDI) I pledge our commitment to delivering a world class show to make the 2012 edition another unrivalled success.



Qatar Emiri Naval Forces

QMDI

معهد قطر لتطوير المعارض والمؤتمرات
Qatar MICE Development Institute

A Qatar Foundation JV



Why Exhibit?

- DIMDEX is a growing event with an excellent reputation, the 2010 exhibition was 100% larger than the first edition in 2008
- DIMDEX is supported by high profile stakeholders, Qatar Emiri Naval Forces and Qatar Armed Forces
- DIMDEX provides face to face business opportunities with VIP Navy, Coast Guard and Ministry of Defence Delegations and naval procurement decision makers
- DIMDEX provides an arena for launching new products to the industry
- DIMDEX is located in Qatar - a platform for new technologies as well as a regional hub for business and industry
- DIMDEX provides a focal point for defence procurement in the Middle East and North Africa enabling exhibitors to raise their profile and develop brand awareness in this lucrative region
- DIMDEX is positioned at the heart of the growing MENA region with considerable maritime security procurement prospects



Visitor Statistics:

Business Objectives achieved from attending DIMDEX 2010

- Establishing new distribution channels / agents – 13%
- Gathering market information / technology update – 37%
- Meeting new suppliers / buyers – 16%
- Evaluating the show for future participation – 12%
- Meeting existing suppliers / buyers – 13%
- Sourcing for new / alternative products – 9%

MENA Maritime Security Market Outlook (source: AMI International)

- AMI continues to forecast strong growth for the MENA naval market over the next 20 years, with growth rates a strong contrast to naval market slowdowns in Europe and the US
- Since the opening DIMDEX in 2008, the 20 year market value forecast for new ships and related systems awards in the region had jumped from 25B USD to 35B USD...a 40% increase well above inflation, exchange rate changes and other external factors
- The MENA naval market is a balanced one, with projected naval acquisition spending of USD 18B expected in the Mid East region through 2030, and USD 16B from North Africa navies
- This growth reflects a broad-based market as many regional countries remain firmly committed to upgrading their navies and related capabilities to the highest standards
- AMI forecasts that 2/3 of the future naval market in the region can still be addressed by naval suppliers. Several countries in both North African and Gulf states are projected to make major naval program awards in the next 5 years
- The regional market forecast is (continues to be) led by corvette and frigate sales, in both the ME and NA. Offshore and larger patrol craft will also remain valuable market segments



What the exhibitors say!

"This is our second time at DIMDEX and we are very happy with it. We feel that it's extremely important for companies like ours to be present. We hope to be here again in two years time and for now compliments to the organizers."

Marina Magnani, Oto Melara, Italy

"This is my first DIMDEX and it's been very beneficial for me. We've had the opportunity to meet with a lot of very important customers and make many new important contacts. I'm looking forward to coming back in 2012."

William L. Sheppard, Raytheon Integrated Defense Systems, USA

"DIMDEX 2012 was a good experience for Polytronic to meet our existing customers and as well to meet many of the international delegations. It was a good exhibition and well organized."

Beat Corno, Polytronic AG, Switzerland

What is DIMDEX?

The Doha International Maritime Defence Exhibition and Conference continues to go from strength to strength in shaping the region's maritime defence capabilities and strategies far into the future. The 2010 event demonstrated this exceptional growth with an exhibition area more than double the size of the launch event in 2008. Compelling evidence of the growing importance of DIMDEX on the global naval and maritime scene.



DIMDEX 2010 Key facts:

- 143 international exhibitors from 26 countries
- 15,000 sqm gross exhibition area
- 9,050 attendees
- 79 VIP Delegations from 52 countries
- 13 visiting warships from 9 nations

This all encompassing event features four key areas providing maximum return on investment opportunities for all attendees.

DIMDEX Exhibition

DIMDEX showcases companies presenting the latest technologies to meet the maritime challenges of the 21st Century. 2010 exhibitors included: Aeromaritime, Austal, Boeing, Damen Schelde, DCNS, EADS, Lockheed Martin, MBDA, Fincantieri, Raytheon, and SAAB amongst many others.

Official VIP Delegations

Chief of Staff, Navy, Coast Guard and Ministry of Defence VIP delegations from the MENA region and beyond are invited to DIMDEX, providing face-to-face opportunities to meet with these senior procurement decision makers.

Middle East Naval Commanders (MENC) Conference

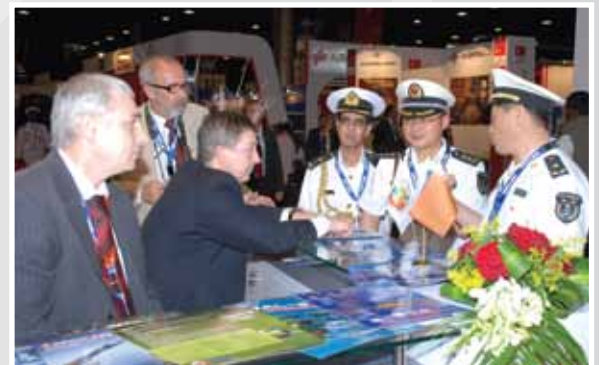
Offering an outstanding educational and networking opportunity at DIMDEX, the one day MENC Conference will provide a unique forum for strategic discussion on the challenges of ensuring maritime security in the Middle East and North Africa.

Visiting Warships

The extensive warship display at Doha Commercial Port is an exciting and popular component of DIMDEX. Regional and overseas navies are invited to send their warships and crews to proudly display today's most modern and capable ships.

Who exhibits at DIMDEX?

- Naval Shipyards
- Warship design, build, modernization and repair suppliers
- Warship contractors (heavily armed fast attack craft, offshore patrol vessels, corvettes, frigates, destroyers, landing platform deck and submarines)
- Manufacturers and suppliers of onboard systems
- Manufacturers and suppliers of ROVs and UAVs
- Manufacturers and suppliers of naval helicopters



Who visits DIMDEX?

- VIP GHQ Armed Forces and Naval Delegations
- Naval Commanders / Senior personnel
- Procurement and Operations officers
- Senior members of defence and research organizations
- Defence contractors, manufacturers and suppliers
- Coast guards, police, customs and immigration officials
- State government organizations and agencies
- Defence equipment – weapon systems specialists
- Maritime business related professionals
- Key defence decision makers



About Qatar

The State of Qatar has experienced rapid economic growth in recent years with a predicted GDP growth of 11.3% in 2010 and 9.6% in 2011. Oil and gas have given Qatar one of the highest per capita incomes in the world and made it one of the fastest-growing economies. However, the country's wealth is being channeled into funding the advancement of culture, science, and education on a strategic path towards a vibrant, knowledge-based society.

There are many reasons why Qatar is ranked as a high quality conference and exhibition destination. The focus on high-end tourism with infrastructure investments geared for the meetings, incentives, conferences, and exhibitions market is supported by a full range of event support services. The thriving hotel industry boasts a full range of accommodation options and room capacity rising to 26,000 by 2012. Qatar is also one of the safest countries in the world and welcomes visitors by blending international standards with traditional hospitality.

Qatar's military spending follows the Middle Eastern trend by investing increasing amounts of GDP to modernize and strengthen military forces. Estimates suggest Qatar will spend 10% of its record QR75 billion (US\$20.5 billion) 2009 GDP on equipping the Qatar Emiri Land Force, Qatar Emiri Naval Forces, and Qatari Emiri Air Force.

Arabic is the official language of Qatar, and English is the widely spoken business language. Qatar's currency is the Qatar Riyal.



The Organisers – Qatar M.I.C.E Development Institute, QMDI

QMDI exists to be the key driver for the Meeting, Incentive, Conference and Exhibition (MICE) sector in Qatar. QMDI's goal is to develop Qatar as a leading world-class events destination reputed for quality and excellence; and guiding the development of sustainable events and supporting infrastructure.

The company's professional event management services deliver international expertise coupled with extensive local market knowledge to produce dynamic and innovative event programs for the government, commercial and public sectors. This includes knowledge-led business events across different industry sectors, corporate events and live events, such as entertainment, festivals and sporting fixtures.

DIMDEX 2012

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