



APPLICATION KIT

B **TAIWAN INT'L
BOAT SHOW**

202003 | 12-15
March

Kaohsiung Exhibition Center



www.boatshow.tw



HIGHLIGHTS OF 2018 TIBS



**170 exhibitors from countries & regions,
1,000 booths,
& 7 exhibit areas.**

29,265 square meter of exhibition space, 65 yachts on display, including luxury yachts, motorboats, and sailboats.

" TIBS " Taiwan International Boat Show is the only professional exhibition of yachts, yacht-related equipment and the marine industry in Taiwan; it is the all-in-one indoor and outdoor boat exhibition in Asia that showcases a variety of powerboats, vessels, accessories, maintenance services, water recreational activities, tourism and other related products and services.

To better illustrate Taiwan's image of "Yacht Capital", the show also presents every aspect of Taiwan's yacht industry. Plus, the show is located in the center of the industrial cluster in Taiwan, international visitors could visit the show and the yacht builders factories all at once!

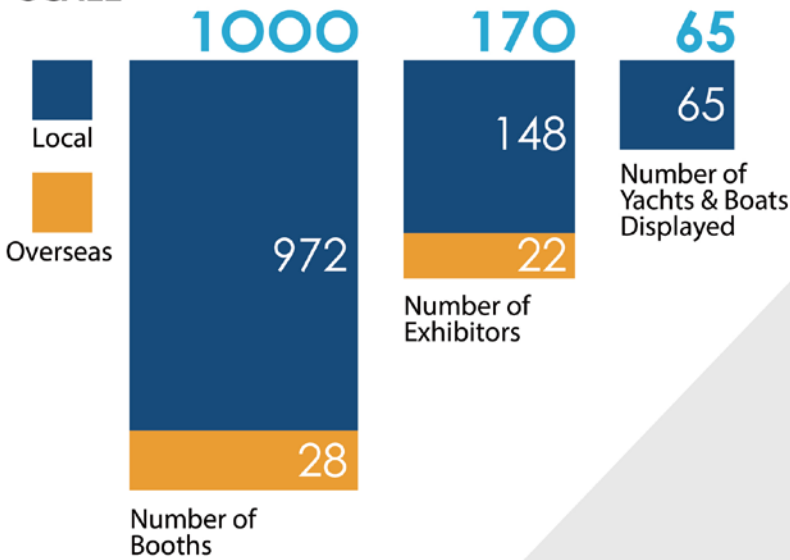


TAIWAN INT'L BOAT SHOW

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SCALE



Number of Total Visitors
20,821
Number of Overseas Visitors
726



Statistics of Overseas Visitors

TIBS 2020 Fact Sheet

WHY TIBS?

THE BIGGEST

2020 Taiwan International Boat Show(TIBS) is the largest indoor boat exhibition、the most professional exhibition of yachts, yacht-related equipment and the marine industry in Asia

THE WIDEST

TIBS is Asia's premier marine event which is a great way to promote your products and services within the marine industry.

THE SUPERIOR

Taiwan ranks fourth in the world and first in Asia for the number of yacht orders in 2018. And yacht supply chain in Taiwan is complete and solid.

THE NEW

The 2020 exhibition not only includes 5 main exhibition areas: Yachts and Boats, Equipment and Accessories, Maritime Service, Luxury Corner and International Pavilion but also a brand new "Diving and Fishing related products" and "Outdoor Leisure products zone".

THE PREMIERE

The exhibition will be the leading indicator of the global boat show, attracting foreign buyers to visit TIBS.

Show Date and Time

- March 12-14, 2020 10am – 6pm
 - March 15, 2020 10am – 5pm
- *This show is open to public by admission ticket on March 13-15

Venue

- Kaohsiung Exhibition Center
- Marina berth(Tentative)

Exhibit Areas

Yachts and Boats

Equipment and Accessories

Maritime Services



Diving and Fishing related Products



Outdoor Leisure Products Zone

International Pavilion

Luxury Corner





Application Information

Booth Rental (US Dollars, 5% VAT included)

The listed prices EXCLUDE tariff, and move-in / move-out handling.

I. Yachts and Boats Area (On land)

Space(54 m ² and above)	Rate
Indoors	200 USD /m ²

1. Rates are based on the amount of space required.
2. Minimum requirement is 54 m².
3. The price includes 500W/110V electrical power supply per day. Additional power supply and drainage will be at the exhibitor's expense.

II. Marina Display Area (On water)

Berth Size (Length x width, meters)	Yachts and boats size	Rate
12 x 4.9	39ft. or under	USD 6,580
18 x 5.9	59ft. or under	USD 11,870
20 x 5.9	66ft. or under	USD 13,190
20 x 6.5		USD 14,535
24 x 6.7	79ft. or under	USD 17,980
30 x 7	98ft. or under	USD 23,507
30 x 9		USD 30,223
33 x 15	108ft. or under	USD 55,410
40 x 9	130ft. or under	USD 40,298
40 x 11.5		USD 51,492

1. If the yacht or boat is wider than the width for that berth, the 50% surcharge should be applied.
2. The listed prices EXCLUDE power supply and drainage
3. Staff stays overnight at berth should apply 1 month prior to the show date.



III. Non Yachts and Boats Area

Type	Rate	
	Raw Space	Shell Scheme
Indoors	USD 2,000	USD 2,200
Indoors (Along the Main Aisle)	USD 2,200	USD 2,420

1. Size of each booth is 9 sqm (3m x 3m).
2. The price includes 500W/110V electrical power supply per day. Additional power supply and drainage will be at the exhibitor's expense.
3. Shell scheme includes: partitions, carpet (9 sqm), one company fascia board, one information counter, two chairs, one wastebasket, two 100W spotlights, and one socket (110V).
4. Extra booth facilities are available on a rental basis from the official contractor which will be noticed on official website and Email to exhibitor by organizer .

Application:

1. Deadline: **December 31, 2019**. If booths are fully booked before the deadline, the application will be placed on the waiting list
2. Documents required for applying for exhibition space:
 - (1) One copy of the application form.
 - (2) One copy of company's product catalogue.
 - (3) Agency authorization document (Only for brands agents).

Participation Information:

1. All manufacturers, distributors, traders, service providers, organizations, and institutions are eligible to participate.
2. The date for space / booth allocation meetings is to be confirmed. Space allocation priorities are based on:
 - (1) Number of booth(s) required
 - (2) Years of attendance
 - (3) Date of application
3. The organizer reserves the right to accept / reject any application and to determine the number of booth(s) for each exhibitor.
4. The organizer does NOT act as a sponsor for exhibitors' entry visa applications.



Payment Schedule:

1. Non-refundable down payment of **USD500 per booth** must be made after the application is processed.
2. **After space allocation meeting, TAITRA will notify all applicants of booth number(s), location, and balance due.** An Official Exhibitor Manual, which contains show regulations, detailed information and procedures concerning electricity, rental of facilities, travel, and official forwarding agents for shipment handling, etc. will be delivered to each exhibitor.
3. All payment should be made by telegraphic transfer (T/T). Please inform us immediately after the payment is made.
4. Telegraphic transfer (T/T) should be made to:
 - ✧ Taiwan External Trade Development Council
 - ✧ Account Number: 5056-665-100018
 - ✧ TAIWAN COOPERATIVE BANK WORLD TRADE CENTER BRANCH
 - ✧ Beneficiary Name: "TAITRA (2020 TAIWAN INT'L BOAT SHOW)"
 - ✧ SWIFT code: TACBTWTP505
5. **All extra banking handling charges, if any, are to be borne by the applicant.**
6. Both cancellation on exhibitor's personal difficulties (ie: failure to obtain entry Visa to Taiwan, illness, travel, or shipping problems) or other unexpected reasons, **down payment or booth balance already paid cannot be refunded, transferred to other Shows or participants, or credited to later Taiwan Int'l Boat Show.**

For further information, please contact:

Taiwan External Trade Development Council (TAITRA)

Section 3, Exhibition Department

No.5, Section 5, Hsin-Yi Road, Taipei City, 11011, Taiwan, R.O.C.

Email: boatshow@taitra.org.tw Tel: 886-2-2725-5200 ext. 2671 Fax: 886-2-2723-4374

For local support from TAITRA Overseas Branch Offices, please visit:

<http://en.taitra.org.tw/overseas-offices> for further information and assistance.

Contact:

Exhibition Department, TAITRA
Ms. Andrea Lou
TEL: +886-2-2725-5200 EXT 2671
FAX: +886-2- 2723-4374
Email: boatshow@taitra.org.tw

For TIBS Organizer use only

報名編號: _____
報名時間: _____ 年 _____ 月 _____ 日 _____ 時
實際核配攤位面積/攤位數: _____
訂金: _____ 尾款(含贊助金額): _____

1. Company and address
Applicant is : <input type="checkbox"/> shipyard <input type="checkbox"/> manufacturer <input type="checkbox"/> importer <input type="checkbox"/> exporter <input type="checkbox"/> association <input type="checkbox"/> organization <input type="checkbox"/> media <input type="checkbox"/> other
Company :
Address :
Zip Code :
Country :
TEL:
FAX:
Website :
E-mail :
Owner : Mr./Mrs./Ms.
2. Contact person
Name : Mr./Mrs./Ms.
Mobile :
Email :

3. Application for space
Exhibit area: Please choose ONLY one , no alteration would be allowed after application submitted.
1. <input type="checkbox"/> Yachts and Boats 2. <input type="checkbox"/> Equipment and Accessories 3. <input type="checkbox"/> Outdoor Leisure Products Zone (NEW) 4. <input type="checkbox"/> Diving and Fishing related Products (NEW) 5. <input type="checkbox"/> Maritime Service 6. <input type="checkbox"/> International Pavilion 7. <input type="checkbox"/> Luxury
If tick 1, please continue with 3.1; if tick the rest, please continue with 3.2.

3.1 Yachts and Boats																						
We require: 3.1.1 On Land <input type="checkbox"/> Indoors <input type="checkbox"/> Outdoors																						
<table border="1"> <thead> <tr> <th>Width in meters</th> <th>Depth in meters</th> <th>Area in m² approx.</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>	Width in meters	Depth in meters	Area in m ² approx.																			
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3.1.2 On Water <input type="checkbox"/> Berth																						
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3.2 Equipment and Accessories, Maritime Service, Water Sports and Recreation, and Luxury																						
1. 3.2.1 <input type="checkbox"/> Indoors <input type="checkbox"/> Outdoors 3.2.2 <input type="checkbox"/> Raw space <input type="checkbox"/> Shell scheme We require _____ booth(s) *Size of each booth is 9 m ² . *Exhibitors who apply for 1 or 2 booths can only choose shell scheme. *Companies exhibiting outdoors will be allocated raw space.																						

Contact:

Exhibition Department, TAITRA
Ms. Andrea Lou
TEL: +886-2-2725-5200 EXT 2671
FAX: +886-2- 2723-4374
Email: boatshow@taitra.org.tw

For TIBS Organizer use only

報名編號: _____
報名時間: _____ 年 _____ 月 _____ 日 _____ 時
實際核配攤位面積/攤位數: _____
訂金: _____ 尾款(含贊助金額): _____

4 Product information	
4.1 Code	
Please refer to the EXHIBITS PROFILE CODES and fill in the codes of your exhibits in the blanks below. For more codes searching, please refer to: https://goo.gl/87TBNY	
1. _____	5. _____
2. _____	6. _____
3. _____	7. _____
4. _____	8. _____
If codes could not be found, please provide the exhibit details below:	
1. _____	
2. _____	
3. _____	
4. _____	
5. _____	
6. _____	

4.2 Details of boats to be displayed (Type/Model/Brand)		
We will exhibit _____ yachts or boats and the details are:		
No	Type, Model, Brand	Size (Length, width, height, weight)

5 Marketing opportunity in TIBS 2020			
5.1 Advertising in Official Directory of TIBS 2020 (USD)			
Tick	Item	Quota	Price
<input type="checkbox"/>	Listing in Official Directory	No limit	Free
<input type="checkbox"/>	Logo at listing & 100 words	No limit	500
<input type="checkbox"/>	Logo on map	No limit	380
<input type="checkbox"/>	Full page	No limit	2,200
<input type="checkbox"/>	Inside front cover	1	6,700
<input type="checkbox"/>	Inside back cover	1	5,000
<input type="checkbox"/>	Double page spread	No limit	4,000
<input type="checkbox"/>	Inside front cover	1	13,400
<input type="checkbox"/>	Inside back cover	1	10,000
<input type="checkbox"/>	Cover wrap band	1	13,400
<input type="checkbox"/>	Outside back Cover	1	10,000

We have read and accept the Terms and Regulations for Participation, and agree to abide by any other terms and regulations made by TAITRA in connection with this show.

Signature: _____ Date: _____ (DD) _____ (MM) _____ (YYYY)

The above personal data will be used by TAITRA only in order to forward the applicant (by phone, mail and other means) information about exhibitions or trade promotion activities in the years 2019-2024. Those who wish to exercise any of the following rights, please contact Taiwan Int' l Boat Show Team (boatshow@taitra.org.tw): 1. Make inquiry and request for a review of personal information; 2. Make request for duplications of personal information; 3. Request supplement or correct personal information; 4. Request stop of collection, processing or use of personal information; 5. Request deletion of personal information.

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ORGANIZED BY:



BUREAU OF FOREIGN TRADE,
MINISTRY OF ECONOMIC AFFAIRS



KAOHSIUNG CITY
GOVERNMENT

IMPLEMENTED BY:



TAIWAN EXTERNAL TRADE
DEVELOPMENT COUNCIL (TAITRA)

SUPPORTED BY:



TAIWAN YACHT INDUSTRY
ASSOCIATION (TYIA)