

Q A T A R



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YOUR GATEWAY TO QATAR LOGISTICS BUSINESS





CHAIRMAN WELCOME MESSAGE

It gives me a great pleasure to invite you to participate in Qatar International Exhibition for Transport and Logistics Trans4, first of its kind event ever held in Qatar. Tran4 is the only Transport and Logistics Expo which will honourably held in Doha *under the patronage of His Excellency Sheikh Hamad Bin Jassim Bin Jabr Al-Thani, Prime Minister and Minister of Foreign Affairs in the State of Qatar*. I hope this international event provides the participants with a perfect networking platform to forge new business opportunities as well as connections and expand strategic alliances. The event will open a new chapter in the transportation and logistics business in Qatar and the region which will be a giant leap forward for our country with delegates coming from all over the world.

Trans4 exhibition brings together innovative technologies, products and services, dedicated to the transport and logistics sector in Qatar. The second edition of Trans4 (Doha - 29 Sep-1 Oct.2013) in Qatar will encompass technology and business in the same place, world-leading speakers, discussion and workshops, therefore it is the perfect media for industry leaders to meet and plan ahead a promising future for the transportation and logistics trends.

I enthusiastically to welcome all of you to our second edition of Trans4 - 2013

Thank you

Eng. Ali Al Misnad

QATAR INTERNATIONAL EXHIBITION FOR TRANSPORT & LOGISTICS SEPTEMBER 2013

EXHIBITION OVERVIEW

Trans4 exhibition is a major marketplace for transport services, attracting leading professionals from Qatar, MENA and Worldwide. Trans4 is the main event in the segment and one of the biggest worldwide in the area of implements, products and services intended to Railways, shipping and logistics.

Trans4 brings together innovative technologies, products and services dedicated to the transport and logistics sector in Qatar. Trans4 Expo is the hub of the transportation technology and logistics where Transport and Logistics industry leaders can network with local policy and decision makers to get a comprehensive overview about the importance of this sector and explore new business opportunities in Qatar. The Expo will give exhibitors and visitors a focused look at the entire industry of Transport and Logistics, i.e. Railways, Shipping, Freight, at a single state-of-the-art venue.

- Trans4 is the key international transport & logistics event in Qatar and the GCC – over 350 companies from 32 countries.
- Trans4 is an ideal marketing place for companies shipping to/ from/ through Qatar and its neighbouring countries, as well as for companies wishing to launch into the Qatari market or reinforce their market position.
- Trans4 has compiled an extensive visitor database and a massive targeted promotion campaign is undertaken to ensure the highest quality trade visitors – 6,450 professionals visited Trans4 2011.

WHY EXHIBIT?

- **Meet decision makers:** It is the ideal opportunity to meet key decision-makers including manufacturers, exporters and importers, as well as support existing business relationships.
- **Gulf Opportunities:** It is the perfect platform from which to promote your services to a large number of potential clients from Qatar, GCC and MENA and International Regions.
- **Networking:** It is the ideal place to keep up to date with market news, the latest technological advances and monitor competitor activities.
- **Invest in Qatar:** Qatar Transport related projects occupy a pre-eminent position in Qatar's infrastructure plans. Explore business opportunities and get an insight to the Qatari investment in the transportation and logistics related projects.
- **Key Speakers:** renowned speakers as well as keynote global figures who will contribute to lively discussions and business issues.
- **Business matchmaking:** Exhibitors can take advantage of real time appointment setting with potential business partners, chairmen and CEO's from Qatar's largest enterprises.
- **Business opportunities:** Open the doors to countries' business partnership opportunities for you and your business members, network with high profile figures.



- **Exhibition:** A unique platform to network and showcase your organization's production and services to global decision-makers from the corporate, public and private sectors. The Expo will give visitors a closer look at the entire value chain in Transport and Logistics, i.e. Railways, Shipping, Freight, at a single location. Exhibitors from different countries will showcase their latest products and technologies to highly qualified trade visitors; interact with Qatari decision-makers in all sectors of the Transport and Logistics industry.





QATAR.. RIGHT PLACE AND RIGHT TIME

Qatar is one of the richest countries in the world with one of the highest GDP per capita. Backed by a robust base of hydrocarbon resources, the economy has grown at a CAGR of 16% from 2007 to 2010 and it is expected to grow with the same rate over the upcoming 8 to 10 years.

Even before the awarding of the right to host FIFA World Cup 2022, the Qatari government's commitment to build a world-class infrastructure, resulted in a robust growth of infrastructure projects. Over the next decade, Qatar will invest billions in various infrastructure projects relating to the development of its road and rail networks and football stadiums to host the FIFA World Cup 2022 as well as Qatar's global infrastructure including hotels, car parks, buildings, safety systems, and all other urban infrastructures. The Gulf area boom and projects related to electricity interconnection, railway, roads and harmonisation of the regional infrastructures will provide exhibitors with a unique opportunity to share their offers with GCC representatives and decision-makers participating in the Doha's economy is built on the revenue the country has made from its oil and natural gas industries, and the Qatari government is rapidly trying to diversify the Qatari economy in order to move away from this dependence on oil entering new industries such as infrastructure, finance and technology. As a result, Qatar is currently experiencing a boom, with the city developing rapidly.

BE A PART OF THE REGION'S MOST IMPORTANT TRANSPORTATION AND LOGISTICS EVENT

TRANS4 2013 VISITORS PROFILE:

- Local, regional, national and international transportation and logistics related groups
- Federations of transportation, businesses, associations and their members
- Logistics companies
- Rail industry and management companies
- Maritime sector
- Government agencies
- Importers and exporters looking for new business opportunities
- Financial institutions and professional service providers
- Local, regional and international decision-makers, purchasers, company owners and managers
- Directors, ambassadors, ministers, chairmen and CEO's will also be present



IS EXHIBITING EFFECTIVE?

YES! BOOK YOUR SPACE NOW TO:

- Explore the fastest growing market in the world
- Extend your international, regional and local network
- Promote opportunities of trade and investment for your country
- Present your products and services and your latest initiatives

TOP 5 REASONS WHY TRANSPORTATION AND LOGISTICS INDUSTRY LEADERS EXHIBIT AT TRANS4

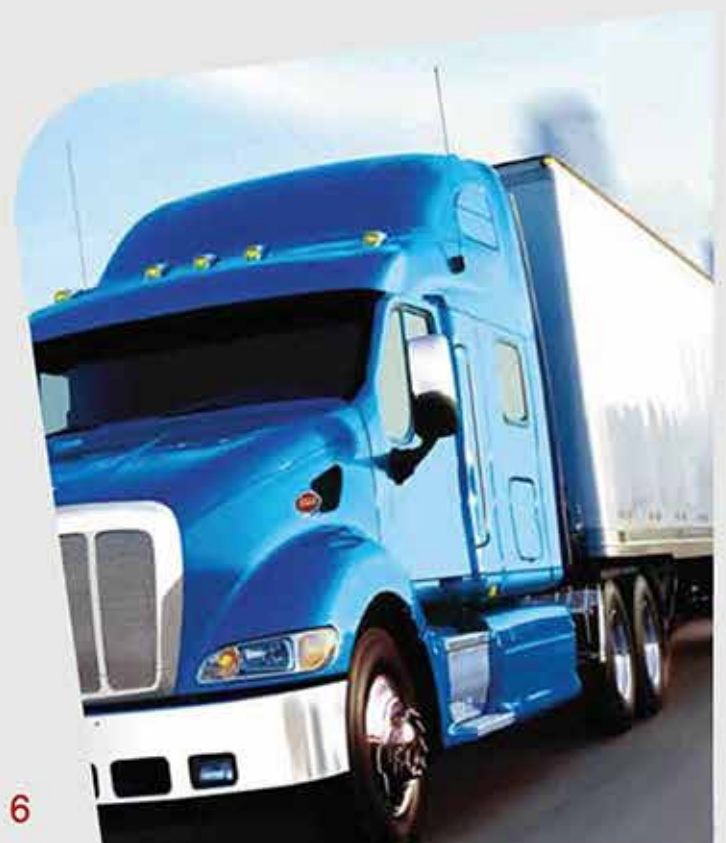
- 1 Trans4 focuses on generating a true return on investment, premium quality sales leads that drive new business. No other event attracts the quality and quantity of business visitors in the Region.
- 2 Trans4 offers exhibitors unparalleled brand recognition. It is the transportation and logistics event of the year attended by senior executives seeking the latest trends and solutions.
- 3 Trans4 has 4 focused sectors in one show. Gain the benefits of 4 niche shows aimed at your dedicated target market plus the quantity of visitors that only an event the size of Trans4 can deliver.
- 4 Trans4 is marketed to the complete range of industry segments, so whatever your target industries, Trans4 has them covered.
- 5 Trans4 draws the highest attendance of government - the biggest buyer segment in the country.

EXHIBITORS' BENEFITS

- 1 Your booth/stand at the exhibition provides the ideal place to arrange meetings with clients and decision makers.
- 2 Presentation areas will be dedicated for exhibitors to give presentations for 15 minutes in the presentation areas with booked space above 72 square meters.
- 3 Trans4 data services will provide exhibitors with booked spaces above 48 square meters, 25 free contacts from same industry/business sector in the Mena and GCC regions:
 - To get more than 25 free contacts, each extra company contact will be provided at a rate of 10 QAR (3 USDs).



- 4 Trans4 business matchmaking support can arrange B2B specific meetings to your company with other exhibitors or attendees for 180 QAR (50 USDs) per appointment.
 - o Meetings' schedules will be subject to exhibitors/attendees approvals and agendas.
- 5 In addition, the visibility that comes with exhibiting enables you to build awareness of your company and attract potential new partners and clients that are vital to your company's development in Qatar.
- 6 The fact that your company's details and logo will appear in the show catalogue (100 words short profile) means that potential clients can contact you long after the Exhibition is finished.
- 7 Your logo as an exhibitor will be highlighted on Trans4 website, and as a sponsor your profile and logo will be highlighted for 2 years, till the next version of Trans4.





EXHIBITION PROFILE

RAILWAYS

- Total Rail Systems
- Exhaust Systems
- Geotechnical Engineering Equipment / Services
- Bogies, Axles, Wheel Sets, Wagons / Suspension Components
- Locks and Locking Systems
- Emergency Equipment
- Gears / Gearboxes
- Platform Doors
- Industrial Locomotives
- Track Main tenance Equipment / Services
- Engineering Tools and Equipment
- Cables / Cable Accessories
- Brake Equipment
- Diesel Engines for Rail Traction
- Freight Vehicle Equipment and Components
- Passenger Vehicle Equipment / Components
- Signalling Main tenance / Renewal
- Heating, Ventilation and Air-Conditioning (HVAC) Equipment
- Rail Lubricators
- Hydraulic / Pneumatic Equipment / Components
- Security Equipment / Services
- Pipeline Transport Systems and Components
- Subassemblies and Components (Drives, Gearings, Couplings, Brakes etc.)
- Communication Systems and Equipment
- Cleaning Systems
- Express, Parcel, and Courier Services

AIR CARGO

- Airlines
- Airport Facilities
- Airport Management & Operation
- Equipment & Services for Air Cargo

STORAGE AND WAREHOUSING

- Racks, Rack Systems, Rack Operation Systems

- Ladder Systems
- Order-Picking Equipment
- Refrigeration Systems
- Cleaning Equipment for Ware houses and Storage Facilities
- Automation/Software for Storage Systems

CARGO/MATERIAL HANDLING AND OPERATIONAL EQUIPMENT

- Lifts, Cranes, Lifting Gear, Conveyors
- Dock Levelers, Dock Pads, Doors
- Forklift Trucks, Racks
- Flooring , Forklift Attachments, Hoists, Below/Hook Lifting Devices
- Automation and Control Systems
- Continuous Handling Equipment
- Cargo Handling Equipment
- Attachments-Overhead & Lifting Equipment

PACKAGING, LABELING AND WEIGHING

- Packaging Materials
- Packaging Machinery
- Weighing and Metering Equipment
- Franking Systems

PORTS AND PORT TECHNOLOGY

- Port and Terminal Equipments and Services
- Port Authorities and Terminal Operators
- Port Construction
- Specialized Cargo Handling Equipment
- Heavy Load Lifting Equipment
- Liquid & Dry Cargo Handling Systems
- Bulk Cargo Handling, Barges
- Terminal Tractors
- Propulsion Systems / Pumps and Valves
- Safety / Rescue and Survival / Security Equipment



- Harbor and Dock Services
- Vessel Traffic
- Repair Yards
- Stowage and Safety Equipment
- Loading Technology and Systems
- Shipping Companies
- Inland Shipping
- Information & Communication Technology
- Accessories

ROAD TRANSPORTATION

- Trucks, Trailers, Tractors, Tankers and Trolleys
- Containers
- Cargo Vehicles
- Casters, Wheels, Tires and Tubes
- Vehicle Lifting Equipment / Vehicle Component Maintenance / Repair / Overhaul
- Automatic Guided Vehicle Systems
- Carousels
- Cleaning Systems
- Automation Systems
- Dredging Equipment
- Inventory Products & Services
- Transport Refrigeration
- Rolling-stock and Component Parts
- Road Transport Companies
- Combined Transport Systems
- Forwarding Agents





TRANS4 2011 HIGHLIGHTS

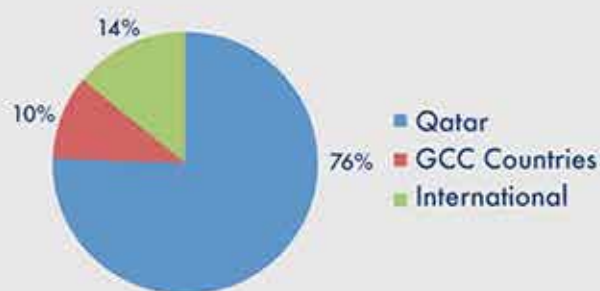
A SUCCESS STORY AND A LANDMARK EVENT

Capitalizing on the prominent success of Trans4 2011, this year's Exhibition scope is taking the international technology approach, gathering a wider group of transportation and logistics technology and business experts globally. Technology, challenges and business opportunities will be the focus of Trans4 2013.

VISITOR PROFILE ACCORDING TO BRANCHES OF INDUSTRY



EXHIBITING COUNTRIES



VISITOR PROFILE ACCORDING TO POSITION





PREVIOUS SPONSORS AND SUPPORTERS TRANS4 2011

TRANS 4 2011

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MEDIA

Trans4 will have vast exposure in magazines, newspapers, radio both regionally and internationally, in addition to wide coverage through social media.

EXHIBITORS ASSISTANCE TIPS

Would you like to request any assistance from Al Baida for:

- 1 Contact public relation agencies to raise your company profile.
- 2 Organizing your forthcoming visit in Qatar.
- 3 Being in contact with concerned authorities and institutions to prepare your investment plan, relocation.
- 4 Finding new suppliers and/or subcontractors for your products or services.
- 5 Find new platforms of distribution, representatives, agents, etc. for your products/services.



VENUE

Trans4 2013 will be held in Doha International Exhibition Center

Exhibition Hours : From 9:00 am – 1:00 pm and from 5:00 pm – 9:00 pm

Exhibition Area: 10,000 sq. meters.

DOHA EXHIBITION CENTER

Completed in 2007, the Doha Exhibition Center has 15,000 sq meters of space and is designed to host six simultaneous exhibitions. The latest in smart technology controls every aspect of operation, from lighting and fire control to wireless internet access.

The Doha Exhibition Center is the venue for more than 30 events during the exhibition season including exhibitions, conferences and festivals. Hallmark events include the Doha Trade Fair in January and June, the annual Doha Jewellery & Watch Exhibition in February and the International Book fair held every December. Conferences held at the Doha Exhibition Center cover all industries from medical to education to gas and petroleum.

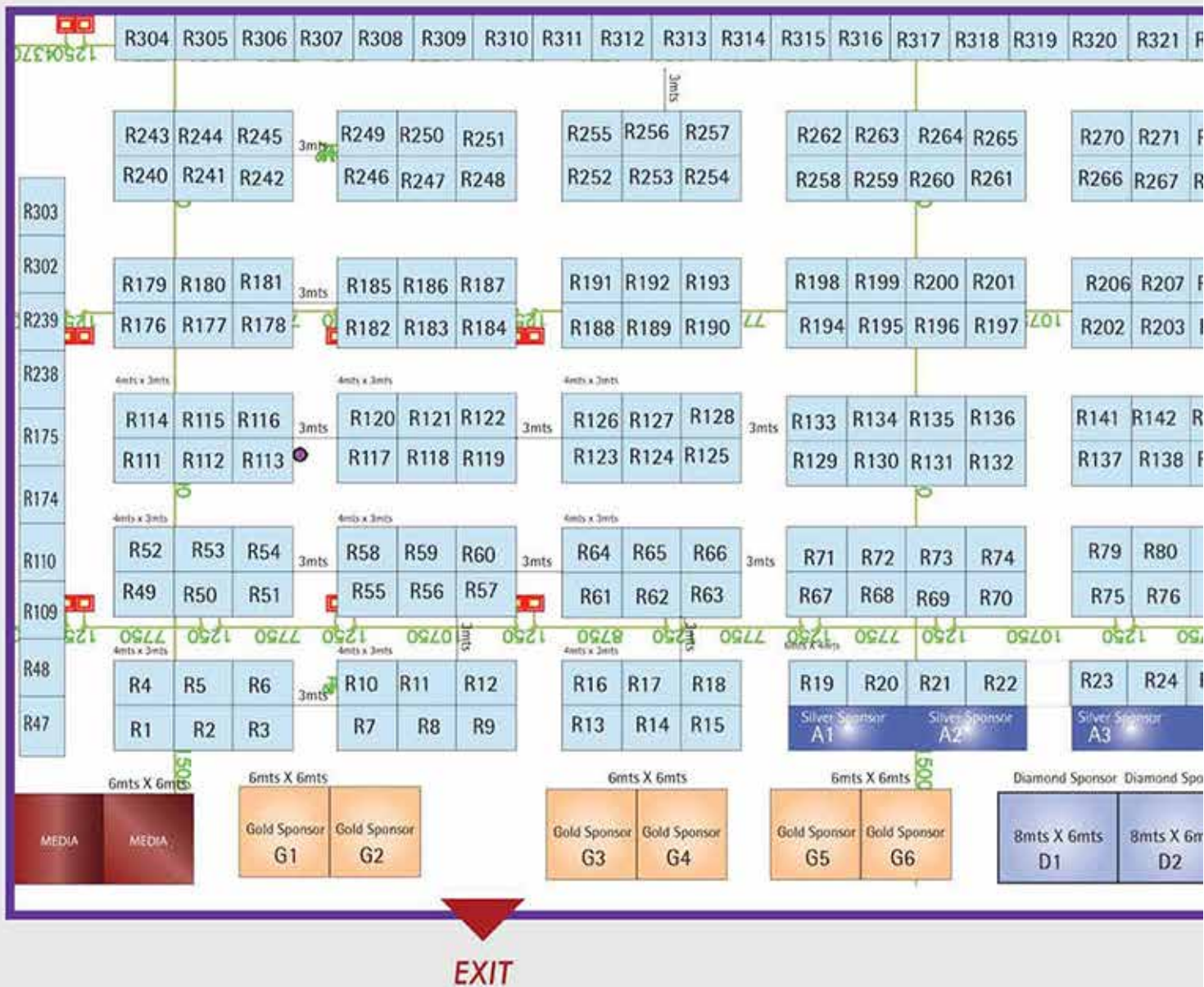
The Doha Exhibition Center is centrally located with easy access to the airport as well as luxury hotels for incoming guests. Facilities include: Storage facilities for exhibitors, VIP room, a VIP meeting room, 4 lounges, 5 meeting offices for organizers, 2 catering rooms, wireless internet connection and ample outdoor parking.

QATAR MAP

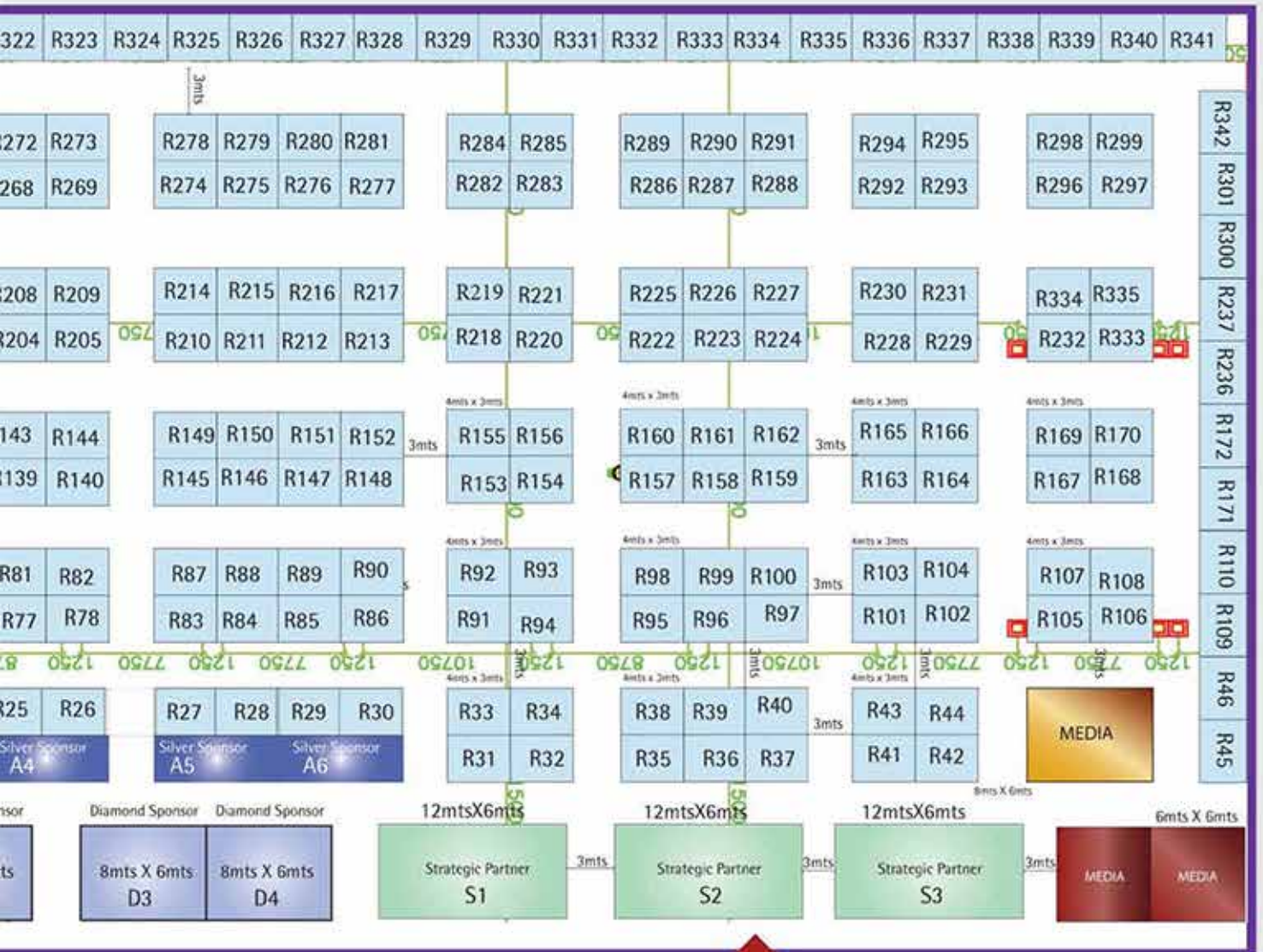


EXHIBITION GROUNDS

FLOOR MAP



FLOOR MAP





WHY QATAR?

Qatar is one of the world's most dynamic and fastest growing economies, almost tripling in size from 2005 to achieve a nominal GDP of approximately US\$173.3bn in 2011 (source: Qatar Statistics Authority or QSA). The International Monetary Fund (IMF) has reported that the Qatari economy grew by 18.8% in real terms in 2011 and reached a nominal GDP figure of US\$173.8bn for the year. The IMF also forecasts that the economy is to grow a further 6% in real terms in 2012 to reach a nominal GDP figure of US\$195.6bn (source: IMF Regional Economic Outlook April 2012 update). Qatar was also the second's wealthiest nation by per capita GDP in 2011 after Luxembourg (source: IMF World Economic Outlook Database April 2012).

THE NATIONAL VISION 2030 guides the country's growth. The government is committed to creating a dynamic, competitive and broad-based economy by increasing economic diversification through the reinvestment of Qatar's significant energy wealth. Qatar has over US\$25.4tn in proven hydrocarbon reserves to be monetised over the next 100 years and sustain for long-term growth and development (source: British Petroleum, Statistical Review of World Energy 2011). With a long term sovereign rating of AA and a stable outlook, Qatar is the highest rated GCC state (along with Kuwait) by Standard & Poor's (source: S&P Sovereign Risk Indicators 28 December 2011). Qatar was ranked 14th and the highest in the MENA region in the World Economic Forum competitiveness index (source: World Economic Forum Global Competitiveness Report 2011-2012), and was also placed 38th overall in the Global Financial Centres Index (GFCI) in 2012.

ACCESS

Doha is accessible easily and directly from all the continents of the world. Doha International Airport is served by the national carrier Qatar Airways and 33 other international airlines. The new Doha International Airport will open in December 2012 with a projected capacity of 50 million passengers a year.

VISAS

Nationals of the following countries can apply for a simple 30 day entry visa covering both business and leisure travel upon arrival to Qatar or at their local embassy: Andorra, Australia, Austria, Belgium, Brunei, Canada, Denmark, Finland, France, Germany, Greece, Hong Kong, Iceland, Ireland, Italy, Japan, Liechtenstein, Luxembourg, Malaysia, Monaco, Netherlands, New Zealand, Norway, Portugal, San Marino, Singapore, South Korea, Spain, Sweden, Switzerland, United Kingdom, US, Vatican.

Payment is made upon arrival at the immigration desk. A hotel booking or the presence of relatives in the country is required. All other visas are processed online at the Ministry of Interior's website (www.moi.gov.qa) with payment by credit card.

EXHIBITORS UNABLE TO GET VISA WILL BE ASSISTED BY THE EXHIBITION ORGANISERS.



ORGANISED BY **Al Baida Group**

A WORLD-CLASS EXHIBITIONS ORGANISER...AL BAIDA

The event is professionally organised and hosted by Al Baida which provides more than three decades of experience in delivering world-class events in Qatar, featuring local, regional and international exhibitors with unmatched expertise and in-depth market knowledge.

Among a high profile portfolio of events, Al Baida Group is the creator and event management company of the nationwide exhibition for logistics and transportation in Qatar, who has launched TRANS4 in 2011, a major and unique event which aims at highlighting GCC plans for transportation and railway development plans and projects, as well as assessing their potential impact on the GCC market and regional trade. The event brought in its first year high level participation from policy makers, regulators, operators, manufacturers, contractors, consultants and other players in the transport and railway industry led by GCC ministers of transport, finance and public works in addition to representatives of regional and international organizations, major engineering companies, regional and international banks and financial institutions, and a wide spectrum of stakeholders.

TO REGISTER YOUR STAND SPACE OR FOR ANY FURTHER INFORMATION, PLEASE VISIT OUR WEBSITE: WWW.TRANS4QATAR.COM, OR CONTACT US AT: TEL. NO. +974 4493 0296 / FAX NO. + 974 4412 8989.

WE LOOK FORWARD
TO WELCOME YOU IN
TRANS4 2013 QATAR

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