



MALAYSIA INTERNATIONAL DIVE EXPO 2018

EXHIBITOR SALES KIT

AsiaEvents Exsic Sdn Bhd

50 – 1, Jalan Kuchai Maju 6, Kuchai Business Park, Off Jalan Kuchai Lama, 58200 Kuala Lumpur, Malaysia

Tel: 603 – 7980 9902 | 603 7981 9909 Website: www.mide.com.my E-mail: info@mide.com.my

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FACT SHEET

Event Name

: Malaysia International Dive Expo (MIDE) 2018

Date

: 4 – 6 May 2018

Venue

: Hall 1, Putra World Trade Center (PWTC),

Kuala Lumpur Malaysia

Exhibitor Profile

- Dive Training and Certifications Agencies & Schools
- Diving Equipment Manufacturers/Distributors/Retailers
- Dive Travel Agent/Retailers/ Wholesalers of dive destination
- Charter Boats and Dive Liveaboards
- Tourism Boards
- Sport and Technical Divers
- Military & Scientific Divers
- Dive Centres & Resort Operators
- Commercial Divers
- Free divers
- Cave, Wreck & Exploration Divers
- Photographers, Videographers & Cinematographers
- Underwater Photographic & Videographic Suppliers
- Underwater Camera Companies
- Clubs, Diving and Travel Associations
- Dive Media
- Diver Medical Technicians & Hyperbaric Medicine
- Dive Apparel Suppliers

ABOUT MIDE2018

The Malaysia International Dive Expo (MIDE) and the Asia Dive Conference (ADCON) are scheduled from **4 to 6 May 2018** at Hall 1, Putra World Trade Centre, Kuala Lumpur.

MIDE2017 concluded with attendance of **12,166 visitors from 40 countries** across the world. MIDE 2017 successfully brought together a total of **1100 exhibitors** from all over the world, featuring more than **1000** brands from **133** participating companies who sealed-the-deal at the expo.

MIDE 2018 will set the stage and provide a platform for ardent dive enthusiasts and companies to create awareness for Malaysia as a dive destination. With a bigger hall space catered for MIDE2018, the expo set to welcome business entrepreneurs, tourism boards, dive agencies, brand manufacturers and distributors to utilize the platform that has been created and designed to meet the lucrative business for every organization. MIDE holds a consistent track record of visitors to the expo at approximately **120,000 visitors** from year 2006 till 2017 with an average minimum of **10,000 visitors** yearly.

The expo is known as the hub for purchase of dive equipment, courses and dive travel destination. MIDE 2017 **sales generated** for the 3days event was at approximate of **8.2million**. Anticipated turnover sales for **2018 is projected at 10 million**. The niche market expo continues to deliver a great significant growth of revenue for participating companies and further contributes positively to a healthy economic growth towards the dive tourism.

Asia Dive Conference (ADCON), is a recreational and technical dive conference, catered to give opportunity to delegates to learn the importance of maintenance and service of their dive equipment on technicality, performance, mechanism and function of the equipment. Practical exercises are shared to enhance delegates skills on how to elevate their knowledge and skills to become more proficient in handling, maintaining and when to send it to an authorised service centre. At the conference, delegates also get to learn on how their equipment can be pre-checked before every dive and when it is due for service.

Lens Beyond Ocean (LBO) – an annual underwater photography competition held yearly. Since its beginning in 2011, the competition has received more than 500 participants. Every year new edition are incorporated to entice, encourage and motivate the underwater photographer and videographer to keep the glowing of their passion for the underwater world. Through their amazing works on photographic, these photos have created greater awareness of the beauty of the underwater world to non divers and others as a whole.

Dive Diva Fanclub (DDFC) – is a fanclub for women divers who love to scuba dive. The aim of this fanclub is to encourage more women divers to venture into dive business and also to stand in as an ambassador of the ocean to create awareness to their family and friends who are not divers. The members of the fanclub also get to participate on activities that is organized yearly.

Be A Diver - Be A Diver program created to bring awareness about diving to Non-Divers (not a diver yet). The program teaches easy method on how to learn to dive by giving them a chance to experience scuba diving while using the actual scuba equipment. This has sparked a keen interest in the hearts and minds of young generation and youths by giving them opportunity to learn, know or take up scuba diving as hobby, sport & career. The program also teaches about marine life, conservation efforts and instilled the understanding of the treasure of the underwater world to the non divers.

All dive business entrepreneurs and dive enthusiasts are welcome to be part of the "HOTTEST & COOLEST DIVE EXPO IN ASIA".

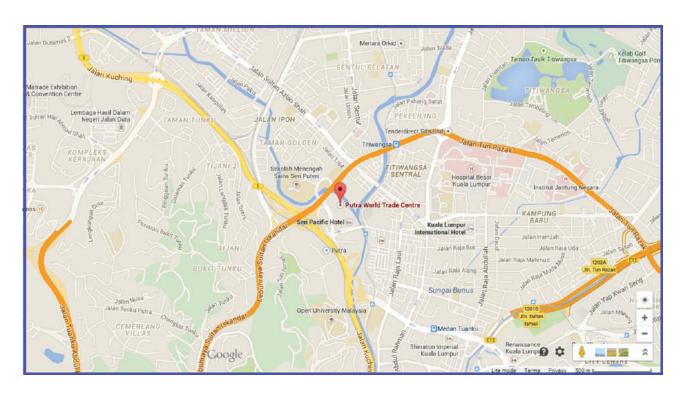
For more information, contact us at info@mide.com.my and visit our website at www.mide.com.my

VENUE

Putra World Trade Centre (PWTC) Kuala Lumpur, Malaysia

Strategically located in the heart of the city, Putra World Trade Centre plays host to over 1,000 events annually. Reputed to be one of the foremost exhibition venues in South-east Asia, the centre is fully equipped with the latest communication facilities, including fiber optics and audiovisual equipment.

Occupying an area of 133,000 square feet, it features a plenary hall, three exhibition halls, a press conference room and VIP suites. The venue hosts major including exhibitions, conferences, trade fairs, concerts and banquets.



EXHIBITION INFO

Exhibition Name : Malaysia International Dive Expo (MIDE) 2018

Venue : Tun Razak Hall 1,

Putra World Trade Center (PWTC)

Kuala Lumpur, Malaysia

Date & Opening Hours : 4 – 6 May 2018 | 10am – 7pm

Admission Fee : Admission RM 5.00

: Free Admission

• Trade Visitor

Media Representatives

• PWD / DDI Members

Dive Diva Members

• Be A Diver Sign Up

Children (below 17 years)

ADCON Delegate

Organizer : AsiaEvents Exsic Sdn Bhd

50 - 1, Jalan KuchaiMaju 6,

Kuchai Business Park Off Jalan Kuchai Lama, 58200 Kuala Lumpur

Tel : 603 – 7980 9902 | 603 – 7981 9909

E-mail : info@mide.com.my Website : www.mide.com.my

SPACE RATES

Туре	Description	Package Cost
Type 1	Bare Space (minimum 18sqm)	RM 550/sqm (Malaysian) USD 200/sqm (International)
Type 2	Basic 1 unit 3m x 3m booth	RM5,000 (Malaysian) USD2,000 (International)
Type 3	Basic 1 unit 3m x 3m booth + Advertisement at X-Ray Magazine + Promotion at MIDE Facebook	RM6,500 (Malaysian) USD2,400 (International)

*Advertisement at X-Ray Magazine:

- a) Quarter page Color Advertisement (Digital Page Version) 2 x issues (100mm width x 128mm height format PDF)
- b) Online banner advertisement for 3 months Feb/March/April 2018 (300x250 pixels or 160x600 pixels Format jpg or Gif)
- c) Special Newsletter promotion prior to expo 100 words plus image
- d) Repost of promotional message at X-ray Magazine Facebook page (A share of webpage link, or post of pic with text and link)
- e) Repost of promotional message at X-Ray Mag Twitter
- f) Design/Artwork/Banner to be provided by Exhibitor
- * Promotion at MIDE Facebook for 2 months March/April 2018
- * Booth Inclusive: 1 Table, 2 Chairs, 2 Fluorescent lights, Power Point, Carpet, Fascia Name and Waste Bin

Branding Option

Increase your corporate visibility by exploring various branding options available at MIDE 2018. For more information, email us at info@mide.com.my

PAYMENT DETAILS

Payment can be made via Cheque/ IBG Transfer/Telegraphic Transfer

BANK DETAILS

RM A/C No : 5144 4010 9366 (Malaysian Exhibitor)
USD A/C No : 7144 4000 1823 (International Exhibitor)

ACCOUNT NAME : ASIAEVENTS EXSIC SDN BHD

SWIFT CODE : MBBEMYKL

BANK NAME : MAYBANK BERHAD

ADDRESS: NO 1-3, JALAN KUCHAI MAJU 1, KUCHAI BUSINESS PARK,

OFF JALAN KUCHAI LAMA 58200 KUALA LUMPUR

TERMS OF PAYMENT

- 1. Upon selection of booth space, a **50% initial deposit** of total space charge must be paid and accompanied with **Application Contract Form**. Application is only considered received and processed upon receipt or clearance of payment via cheque or bank transfer.
- 2. Application Contract Form will not bind the parties until the Exhibitor/Applicant had received the Application Contract Form via email from the Organiser duly signed by an authorised Officer/Organizer of MIDE as an indication that booth space had been allocated to the Exhibitor/Applicant in acceptance of the Application Contract Form.
- 3. The balance 50% payment to be paid two (2) months before event date -
- **4 March 2018**. Tax invoice issued for the payment must be paid on or before 4 March 2018. The Organizer reserves the right to cancel the booth space for unpaid invoice by the due date.

MOVING BOOTH OR CHANGE OF COMPANY NAME

The organizer reserves that to charge admin fee of **USD 100 / RM 300** for any exhibitors request for moving of booth or change of company name due to extra admin work.

APPLICATION & CONTRACT FORM



THE 13[™] Malaysia International Dive Expo

4-6 May 2018 | Putra World Trade Centre (PWTC)



APPLICATION & CONTRACT FORM

Please complete section 1, 2, 3 & 5 only and return to:

AsigEvents Exsic Sdn Bhd (548836.4) Email: info@mide.com.my Website: www.mide.com.my
Please read Section 4 for Terms & Conditions

Booth	No.

1. EXHIBITOR'S DETAILS	Company Name :					-
	Address :					-
	Postcode :	Tel :			Mobile:	-
	Contact Person :				_Designation :	-
	Email :			Website :		_
	Nature Of Business :					
	■ Dive Center / Resort	☐ Camera Equipment	□ Dive Apparel	□ Dive Travel	□ Tourism Board	
	□ Dive Equipment	□ Dive Agencies	□ Dive Media	□ Liveaboard	□ Other	_

Туре	Description	Package Cost	Booth Qty	GST 6%	Amount Due (RM / USD)
Type 1	Bare Space (minimum 18sqm)	RM550/sqm (Malaysian) USD200/sqm (International)			
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3. PAYMENT TERMS & CONDITIONS

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- The balance 50% payment to be paid two (2) months before event date 4 March 2018. Tax invoice issued for the payment must be paid on or before 10 March 2018. The Organizer reserves the right to cancel the booth space for unpaid invoice by the due date.

Payment can be made via: Cheque/ IBG Transfer/Telegraphic Transfer

BANK DETAILS

MAYBANK BERHAD No 1-3, Jalan Kuchai Maju 1, Kuchai Business Park, Off Jalan Kuchai Lama 58200 Kuala Lumpur

Swift Code: MBBEMYKL
RM A/C No : 5144 4010 9366 (Malaysian Exhibitor)
USD A/C No:7144 4000 1823 (International Exhibitor) Account Name: ASIAEVENTS EXSIC SDN BHD

Name of Bank	Cheque No.	Dated	Cheque Amount

TERMS & CONDITIONS

4. CONTRACT TERMS AND CONDITIONS

DEFINITIONS

Exhibitor undertakes to indemnity and keep the Organiser fully indemnified in accordance with clause 7 ow in the event any claims by any third parties against the Organiser for the Exhibitor's breach of any exentations and or warranties made during the Exhibition.

OFFICIAL CONTRACTOR & OFFICIAL FREIGHTFORWARDER The Exhibitor is to erect and decorate its Exhibition Booth in accordance with the schedule as sta

13.3 In the event of cancellation or suspension of part or parts of the Organiser's obligations as afore said, the Organiser shall refund to the Exhibitor that part of the monies which had been paid for the hiring fees in respect of any period or periods affected by such cancellation or supersion apportioned on the basis which half fairly and reasonably be attributable to the part or parts of the Organiser's obligations so suspended.

16. CONCERNING LAW

5. CONTRACT OF ACCEPTANCE

We, ... hereby accept the offer for the Exhibiton Booth above and further agree, covenant and undertake with the Organiser, AsiaEvents Exsic Sdn Bhd, to observe, comply and perform the

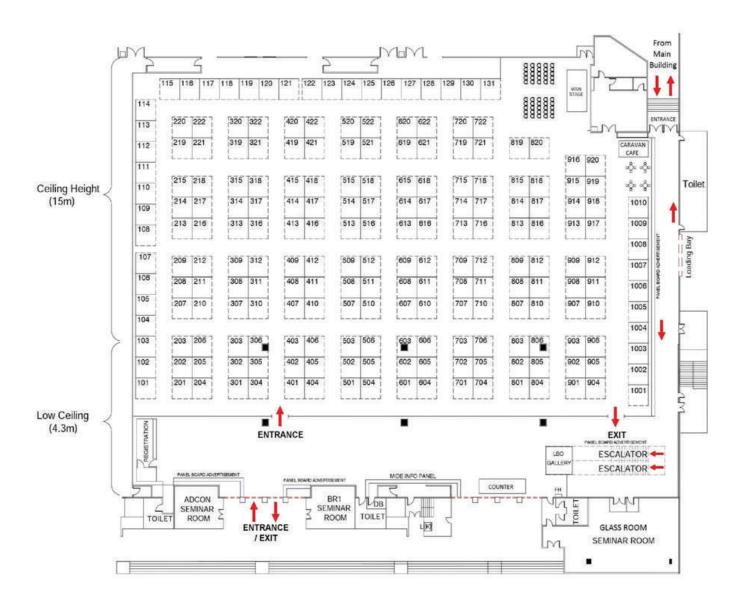
Authorised Signatory / Company	/ Stamp / Name / Date	

FOR OFFICE USE ONLY

6. ACKNOWLEDGMENT & CONFIRMATION

Acknowledged & Confirmed By:	
Date :	

EXHIBITOR FLOOR PLAN



EXHIBITOR MANUAL

The exhibitor manual will be available to all exhibitors. The guide will include all of the information you need to plan your exhibit and the order forms required. The manual will include information on:

- Exhibition Operations Schedule
- Loading Bay Schedule
- Appointed Contractors
- Fascia Name
- Order forms for lighting and furniture
- Exhibitor Passes
- Freight Forwarder
- Audio Visual

Exhibitors manual will be available from October onward and will be notified via email.

EXHIBITOR PASSES FOR CONTRACTED COMPANIES ARE AS FOLLOWS:

- a) Bare Space (6 badges per 18sqm)
- b) 3m booth (3 badges per booth)

^{*} NOTE: Additional badge requested will be charged at RM5.00 per badge