

# EVENT INTELLIGENCE BRIEF

EXPORT WITH PURPOSE. EXHIBIT WITH CONFIDENCE



December 1-4, 2020 | Valparaiso, Chile

## A GLOBAL SHOWCASE FOR THE NAVAL & MARITIME INDUSTRY

Exponaval 2020, a biennial event since 1998, has established itself as the most important event of its kind in the Latin America region. This event will serve as the meeting point between the Chilean Navy, the Latin American Navies and the worlds' defense industry, shipyards, maritime technology providers, security and telecommunications to name a few.



### WHY EXHIBIT AT EXPONAVAL 2020?

The 12th edition of Exponaval will feature "Shipbuilding and its contribution to the national development". The event will focus on all areas involved in shipbuilding including the applications of new technologies. The core topic for many of the conferences and seminars that are held concurrently at Exponaval will revolve around this theme.

The naval construction industry in Latin America attracts visitors from shipyards, distributors and representatives providing services for both commercial and military vessels. These visitor categories include radar systems, software solutions, maintenance and retro fitting vessels.

Exponaval 2020 has already received indications from Seventy-five Official Naval delegations from throughout the region of their intention to both visit the exposition and participate in the conferences.

[ 160 ]  
EXHIBITING  
COMPANIES

[ 14,500 ]  
SQM  
METERS

[ 8,000 ]  
PROFESSIONAL  
VISITORS

[ 500 ]  
BUSINESS  
MEETINGS

[ 35 ]  
PARTICIPATING  
COUNTRIES

2018 Exponaval numbers



### WHY USA & CANADA PARTNERSHIP PAVILION?

Relying on experience gained from previous Exponaval events, Kallman Worldwide has prepared a full program of support for manufacturers supplying the naval and maritime market. Working closely with the U.S. & Canadian Embassy in Santiago, and the U.S. Commercial Service, our Santiago-based Partnership Pavilion team offers a fully furnished stand supported by onsite networking events that will bring exhibitors together with civil, military and naval decision-makers from around the world.



## THE USA AND CANADA PARTNERSHIP PAVILIONS

Kallman's flagship service always attracts a crowd. The USA and Canada Partnership Pavilions are America's on-site headquarters — a high-profile location for buyers to meet more suppliers, an on-site operations center for our exhibitors to maximize their exposure and impact at the show, and a networking hub for all to share ideas and insights.

### SPEC YOUR SPACE

#### ▶ **TURNKEY PRICE - USD\$1,310/sqm**

Template designs and materials give your booth the uniform "look-and-feel" of the Pavilion while allowing you the flexibility to customize and scale your layout.

#### ▶ **SPACE ONLY PRICE - USD\$1,210/sqm (must be minimum 36 sqm)**

Get in on the ground floor with this raw space option.

#### ▶ **CUSTOM BUILD**

Work with Kallman Creative Services and challenge our award-winning team to turn that raw space into a showplace.

Contact Lorena Troncoso @ LorenaT@kallman.com or call +1 201-251-2600 ext. 165

#### ▶ **EXECUTIVE CLUB MEMBERSHIP**

Preview the show to know how big to go next time.

### PROFESSIONAL STAFF

Every USA and Canada Partnership Pavilion is staffed by an experienced event team dedicated to your success. Whether you need a liaison to the organizers, tech support, a contractor, caterer, translator or help tracking down a shipment, we're all here to help.

### EXHIBITORS LOUNGE

Meet at "The Meeting Point," the gathering place for you and your guests to take a break from the show floor, refresh and recharge. Grab a cup of coffee and a snack from the Café, juice up your phone or just pull up a chair and chill.

### CONFERENCE ROOMS

Do you need private space for confidential team or client/prospect conversations? Pavilion conference rooms may be reserved on a first-come, first-served basis.

### EVENTS

If it's on our schedule, you're invited. As an exhibitor you have exclusive access to USA and Canada Partnership Pavilions events, including our Opening Ceremony and Ribbon-Cutting, business and market insight briefings and special presentations.

### SPONSORSHIP OPPORTUNITIES

Associate your brand with exclusive, high profile USA and Canada Partnership Pavilions features that engage more attendees and VIPs.

#### **Meeting Point**

As an amenity for our exhibitors and their invited guests, the USA and Canada Partnership Pavilion Meeting Point is used as an exhibitors' lounge and VIP area throughout the week.

#### **Opening Ceremony**

Share the spotlight and meet with distinguished visitors (DVs) and VIPs when the Pavilion opens on Day 1.

#### **Networking Event**

USA and Canada Partnership Pavilion Exhibitors are invited to network with private and public sector leaders over hors d'oeuvres and cocktails.

## LEARN MORE. SELL MORE. TAKE OFF.

Contact us today to reserve your space in our place



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The USA and Canada  
Partnership Pavilions  
are organized by



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