



Expodefensa **IV**

Feria Internacional de Defensa y Seguridad





BACKGROUND EXPODEFENSA 2012

Exhibitors: 100
Trade visitors: 5.800
SQM Sold: 5.126
17 International
Delegations – 55 Official
Delegates



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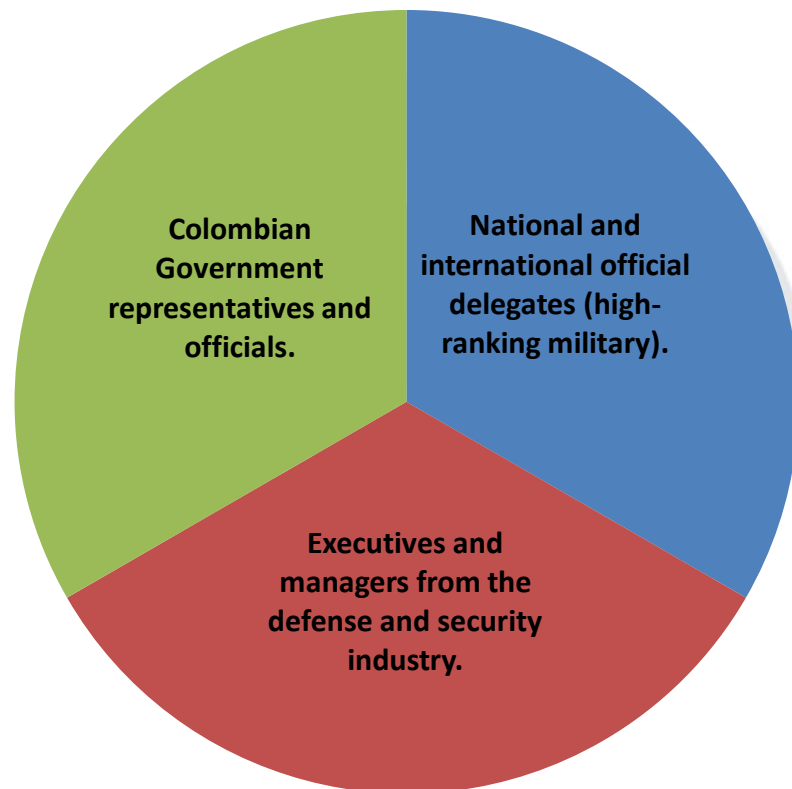
**PROSPERIDAD
PARA TODOS**



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WHO IS VISITING?



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WHY SHOULD YOU EXHIBIT?

- Direct contact between exhibitors and decision makers of national and international military and police forces
- The opportunity to present the latest products and services to visitors
- Strengthen of client network and possibility of making new clients
- Space for exhibitors and visitors to meet and present their products
- Expodefensa is positioning itself as one of the most useful exhibitions of the continent, where close ties of cooperation are strengthened and diverse business opportunities are developed
- Become a part of the event's academic agenda on the subjects of science, technology and innovation with application in the defense and security industry



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TRADE AND INDUSTRY SECTORS

- Individual and collective non-lethal weapons
- **Artillery systems**
- Armor for individual and vehicles protection
- **Military ground vehicles (manned and unmanned)**
- Ships and vessels
- **Aircraft (airplanes and helicopters)**
- UAV (Unmanned Aerial Vehicles)
- **Ammunition of small, medium and large caliber**
- Missiles and rockets
- **Communication, navigation, information, image, sensor and surveillance systems**
- Food service equipment
- **NBQ protection systems**
- Rescue systems (SAR and C-SAR)
- **Land, sea and air motors**
- Day-vision and night-vision systems
- **Explosive detection systems**
- Air defense systems
- **Service providers in: engineering, maintenance, design, training and simulation**
- Personal protection elements
- **Textile and uniforms**
- Enclosures for perimeter protection
- **Parts for military platforms: air, land and sea**



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HOW TO EXHIBIT AT EXPODEFENSA 2014

1. Choose your LOCATION

You may choose a strategic location for your company at the show according to the sector of your interest.

EXPODEFENSA 2014 will have two main pavilions.

- Pavilion 3 will have the Colombian Air Force and the National Police
- Pavilion 6 will have the Colombian Army, the Colombian Navy, the High Tech Corporation and the Ministry of National Defense

2. Choose the TYPE OF BOOTH

You may choose from different types of booths for your participation

- Basic Booth: Customize your booth according to your image
- Shell Scheme: Choose the design you want for your booth and we deliver

3. Complete the PAPERWORK

Once you have chosen your location and type of booth, we will require the following documents to reserve the booth for your company:

- The Stand Application Form dully filled and signed. (view attached)
- A copy of the tax ID certificate of the company in its country of origin.
- A copy of the passport of the person responsible for the participation

4. Make the PAYMENT

The payment must be made via wire transfer to the following account once a participation invoice is generated:

Beneficiary's Bank: DAVIVIENDA INTERNATIONAL

City: MIAMI, FLORIDA

Country: UNITED STATES OF AMERICA

Phone: (305) 3-729909

Aba: 066011389

Swift: CAFEUS3M

Account No: 874504020

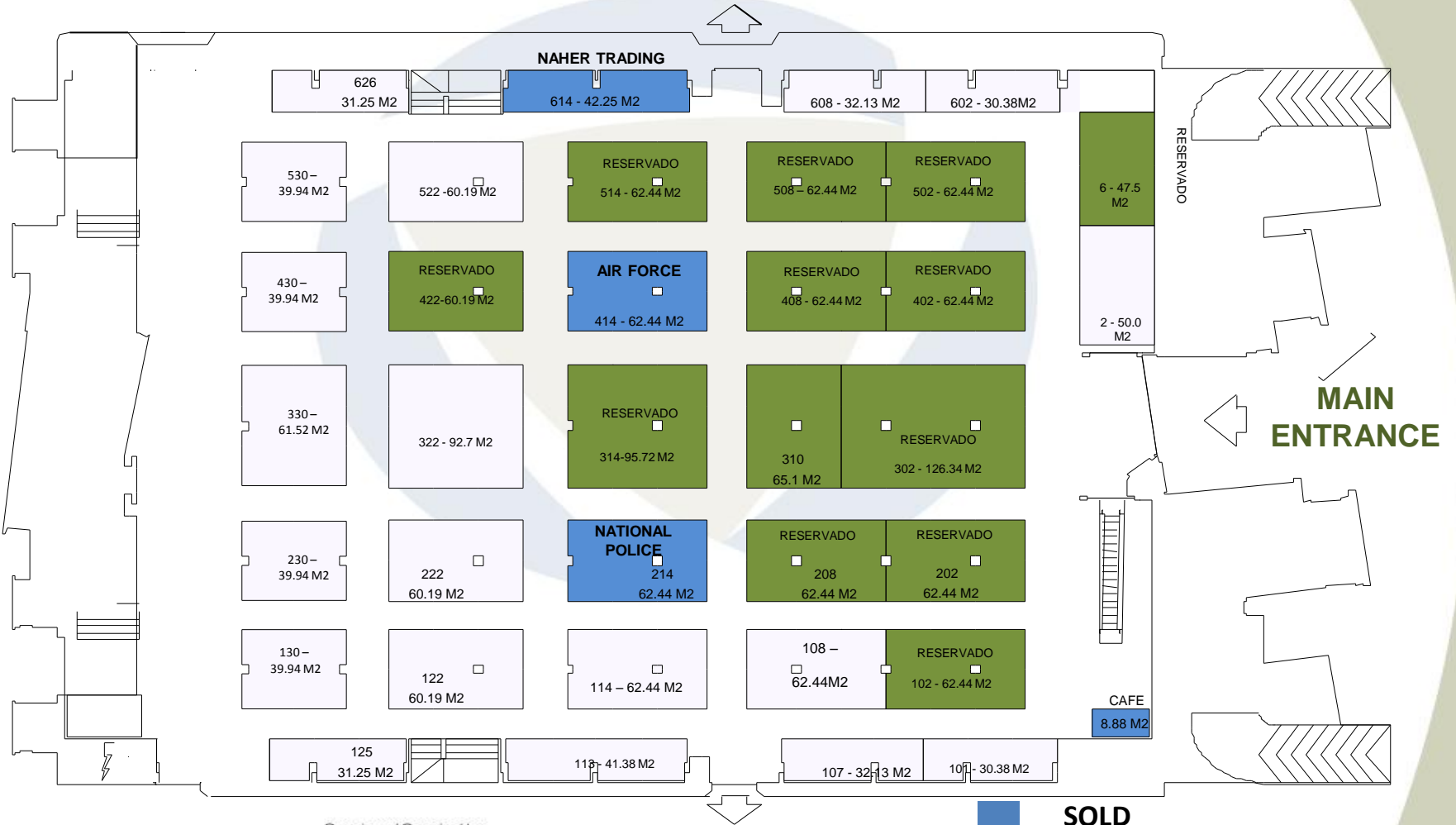
Beneficiary: CORPORACIÓN DE FERIAS Y EXPOSICIONES S.A.

Then you must forward the transaction receipt to
aescandon@corferias.com



Choose your LOCATION FLOOR PLANS

PAVILION 3



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- SOLD**
- RESERVED**
- AVAILABLE**



ARMY

PAVILION 6



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- SOLD**
- RESERVED**
- AVAILABLE**

Choose the TYPE OF BOOTH

BASIC BOOTH

(no minimum space required)

Customize your booth according to your image



INCLUDES

- One basic desk and two chairs
- An entry in the official catalog of the trade show
- Complimentary VIP Invitations for your clients, depending on the contracted area
- Virtual Stand to promote your products and services before, during and after EXPODEFENSA 2014
- 2 Kw of monophasic power
- All benefits that apply from the exhibition package

SHELL SCHEME BOOTHS

(minimum space required)

Choose the design you want for your booth and we deliver



INCLUDES

- CORFERIAS delivers the design you choose from the shell scheme options (please note that Item quantities may vary according to the size of the booth and that the Design is subject to change according to the location of the booth)
- An entry in the official catalog of the trade show
- Complimentary VIP Invitations for your clients, depending on the contracted area
- Virtual Stand to promote your products and services before, during and after EXPODEFENSA 2014
- 2 Kw of monophasic power
- All benefits that apply from the exhibition package

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Choose the TYPE OF BOOTH SHELL SCHEME OPTIONS

BRONZE Shell Scheme USD\$ 400 /m2



Minimum booth: 9m2
Maximum booth: 11,25m2

INCLUDES

- ✓ 3 Chairs
- ✓ 1 Table
- ✓ 1 Counter with logo, storage and keys
- ✓ 1 Waste bin
- ✓ 1 Plant
- ✓ Carpet according to area
- ✓ Printed Logo
- ✓ Walls with image of your company

SILVER Shell Scheme USD\$ 410 /m2



Minimum booth: 18m2
Maximum booth: 27m2

INCLUDES

- ✓ Chairs
- ✓ Tables
- ✓ Double couch
- ✓ Counter with logo, storage and keys
- ✓ Brochure Holders
- ✓ Waste bins
- ✓ Plants
- ✓ Carpet according to area
- ✓ Printed logo
- ✓ Walls with image of the company

GOLD Shell Scheme USD\$ 430 /m2



Minimum booth: 27m2
Maximum booth: 36m2

INCLUDES

- ✓ Chairs
- ✓ Tables
- ✓ Counter with logo, storage and keys
- ✓ Brochure Holders
- ✓ Waste bins
- ✓ Storage room
- ✓ Double Couch
- ✓ Private Office
- ✓ Plants
- ✓ Melaninic floor according to area
- ✓ Printed logo
- ✓ Walls with image of the company

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* Item quantities may vary according to the size of the booth
** Design subject to change according to location of the booth
***all options include 2 Kw of monophasic power

Choose the TYPE OF BOOTH

SHELL SCHEME OPTIONS

PLATINUM Shell Scheme USD\$ 440 /m2



Minimum booth: 36m2

INCLUDES

- ✓ Chairs
- ✓ Tables
- ✓ Counter with logo, storage and keys
- ✓ Brochure Holders
- ✓ Waste bins
- ✓ Storage room
- ✓ Private Office or meeting room
- ✓ Plants
- ✓ Melanmic floor according to area
- ✓ Printed logo
- ✓ Walls with image of the company

TRADE MISSIONS Shell Scheme USD\$ 440 /m2



INCLUDES

- ✓ Chairs
- ✓ Tables
- ✓ Counters with logo
- ✓ Brochure Holders
- ✓ Waste Bins
- ✓ Plants
- ✓ Melanmic floor according to area
- ✓ Printed logo
- ✓ Walls with image of the company

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* Item quantities may vary according to the size of the booth
** Design subject to change according to location of the booth
*** all options include 2 Kw of monophasic power



PARTICIPATION RATES

Basic Booth
USD\$ 280 /m2

Bronze
Shell Scheme
USD\$ 400 /m2

Silver
Shell Scheme
USD\$ 410 /m2

Gold
Shell Scheme
USD\$ 430 /m2

Platinum
Shell Scheme
USD\$ 440 /m2

Trade Missions
Shell Scheme
USD\$ 440 /m2



*all prices include 16% VAT

**promotional rate valid until January 31st, 2014

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EXHIBITION PACKAGE

YOUR PARTICIPATION AS AN EXHIBITOR INCLUDES:

BOOTH DESIGN

Opportunity to choose between our different shell scheme booth options with preferential rates

B2B MEETINGS

EXPODEFENSA 2014 will feature a wide range of business activities for:

- ✓ Exhibitors – Visitors
- ✓ Exhibitors – International Delegates
- ✓ Exhibitors – National delegates

PREFERENTIAL ACCOMMODATION AND AIRFARE RATES

Exhibitors will have better rates in our partner hotels and airlines*

ASSISTANCE IN ADITIONAL SERVICES

If required by the Exhibitor we will provide with a list of options in:

- ✓ Freight forwarding services
- ✓ Translator
- ✓ Catering
- ✓ Cleaning
- ✓ Support staff
- ✓ And more...

WELCOME KIT

Once at the trade fair we will provide you with all the tools required to make your participation a more effective one

BUSINESS CONSULTING SERVICE

Free consulting services for the Exhibitors from industry experts from all Colombian armed forces

EXHIBITOR CONFERENCES

Opportunity to Attend or Speak at the different conferences and academic workshops that EXPODEFENSA 2014 will have



CONTACT INFORMATION

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Bogota - Colombia

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