

VISITORS PROFILE

1. Introduction

The third Edition of the International Exhibition of the Naval Industry wants to count on the presence of the worldwide naval sector. It will be held from 18th to 20th of May 2010, and we are working to achieve a complete success.

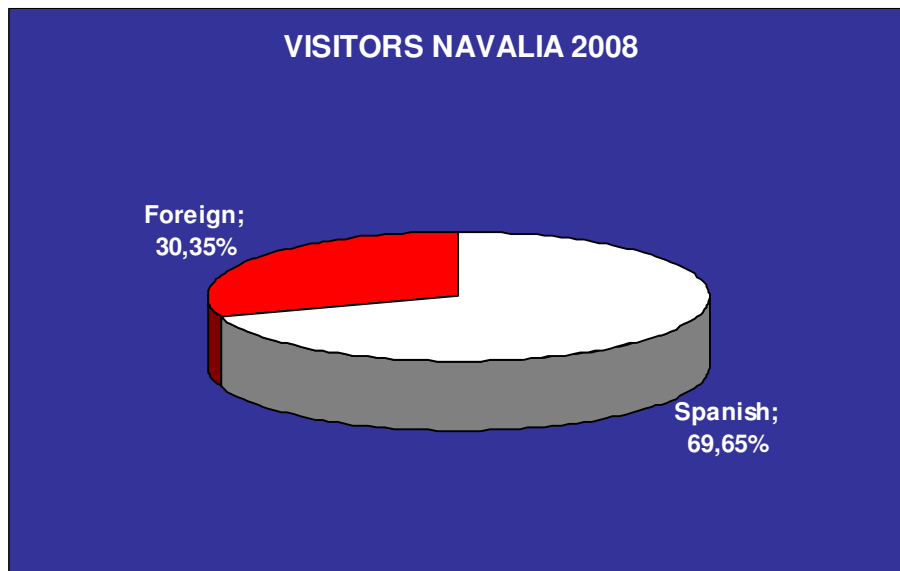
NAVALIA was born in 2006 with the aim of being useful as a promotion tool of a strategic sector for the economy, both the Spanish and the Global. In the 2008 edition NAVALIA was consolidated between the 5 firsts exhibitions all over the World. In this second edition, the participation of International companies, the growth of exhibitors (33%) and visitors (20,000 professionals Worldwide) had motivated us to continue improving in order to offer you a suitable environment for your company.

Vigo is nowadays one of the most important capitals of the naval sector in an international environment, being the mayor builder of TRB European city. Furthermore, the 50% of the Spanish Naval sector is located in Galicia, and the most number of Spanish shipyards have installations in the Ria of Vigo.

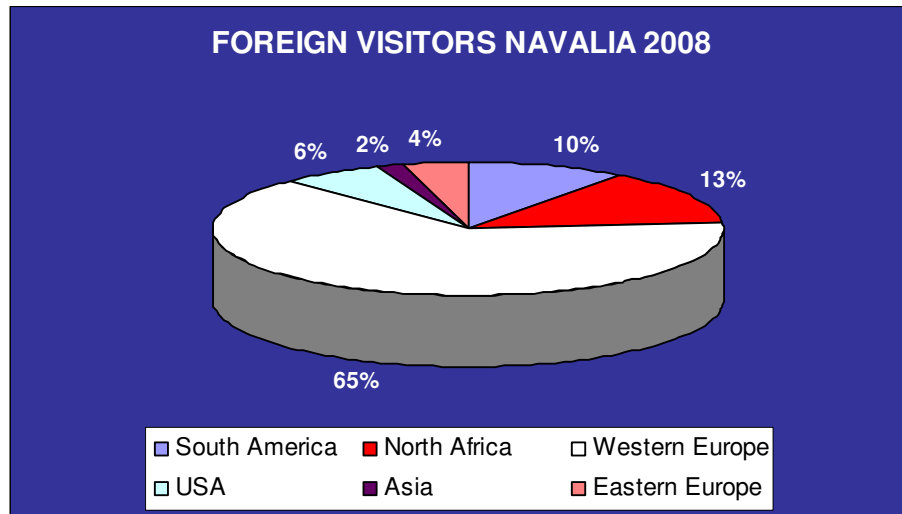
NAVALIA already is an exhibition of importance in number of exhibitors and it has the aim of positioned between the most important 3 events all around the world.

In NAVALIA 2010 you shall contact with more than 500 companies from more than 75 countries, furthermore you shall assist to the congress about the naval sector the same days, sharing your experience with the best professionals of the Naval Sector all over the world.

The aim of becoming one of the firsts 3 exhibitions worldwide means to increase the internationalisation of Navalia. Last edition we counted on the participation of more than 20,000 professional visitors, the 30% of them were foreign people from more than 50 countries



In its third Edition Navalia will have the aim of receive the visit of 25,000 professionals from 75 different countries.



2. Main Visitors

- Shipyards

Shipyards in Vigo represent the 42.8% of the total Spanish private shipbuilding trading volume. 303.271 tones are builded in Vigo from a total of 707.341 tones in Spain.

Shipyards and auxiliary industry from Vigo employ around 10,000 workers and In Galicia the number increase to 19,000 workers.

Spanish shipyards who participate in Navalia, most of them are also exhibitors:

- A. Armada
- A. Armón
- A. Gondán
- A. Huelva
- M.Cíes
- A. Murueta
- A. Zamacona Pasaia
- Auxinaival
- A. Ría de Avilés
- F. Cardama
- A. Zamacona
- Balenciaga
- C. N. Freire
- F. Vulcano
- F. N. Marín
- H. J. Barreras
- Metalships & Docks
- Naval Gijón
- U.N. Valencia
- Factorias Juliana
- C.N.N. Sestao
- A. Sevilla

Order boock per shipyard in Vigo

ASTILLEROS ARMON VIGO

- MAPA Spain
- MOSS MARITIME Norway
- NEIL MINIHANE Ireland
- 16 MT BALTIC BEEREEDERUNGS-GmbH Germany

ASTILLEROS M. CÍES S.L.

- INSTITUTO ESPAÑOL DE OCEANOGRAFÍA Spain
- SECRETARIA DE PESCA DANESA Denmark
- GOBIERNO SUECO Sweden

F.CARDAMA, S.A. ASTILLEROS Y VARADEROS

- SERTOSA NORTE, S.A. Spain
- EMPRESA PORTUARIA DO LOBITO, E.P. Angola

C.N. FREIRE

- SOCIETE DE REMORQUAGE LOUIS THOMAS France
- SVITZER WIJSMULLER Denmark
- PEGASUS Luxembourg
- VOLSTAD SHIPPING AS Norway
- SEA 4 AS Norway

FACTORIAS VULCANO, S.A.

- ARCTIC SHIPPING LIMITED United Kingdom
- POLYCREST A/S Norway

F.N. MARIN S.A.

- SEA CLOUD CRUISES GmbH Germany
- ESVAGT A/S Denmark

H. J. BARRERAS, S.A.

- EASTERN ECHO HOLDING Chipre
- EUROLINEAS MARITIMAS Spain
- OSTENSJO REDERI A.S. Norway
- NAVIERA ARMAS, S.A. Spain

METALSHIPS & DOCKS

- NORTH SEA COMMANDER SHIPPING AS Norway
- MERMAID OFFSHORE SERVICES LTD Thailand

- [Shipowners](#)

Shipowners worldwide use to visit Navalia in Trade Missions to Spain coming from countries as Vietnam, Argentina, Brazil, Italy, etc.

Furthermore Navalia reach collaboration agreements with shipowners associations who are represented also in the Executive Committee. The agreements includes also fishing shipowners associations.

Spanish shipowners who used to visit Navalia:

- Acciona-Trasmediterránea
- África Affairs, S.A.
- Atlántico Shipping, S.A.
- Beltship Management, A/S
- Biscay Ship Management, S.L.
- Boluda Lines, S.A.
- Boluda Tankers, S.A.
- Brisa Lines, S.A.
- Cemex España, S.A.
- Cia. De Remolcadores Ibaizábal, S.A.
- C.L.H., S.A.
- Cia. Trasatlántica Española
- Container H Lines, S.L.
- Contenemar, S.A.
- Distribuidora Marítima Petrogás
- Eitzen Chemical (Spain), S.A.
- Empresa Naviera Elcano, S.A
- Ership, S.A.
- Europa Ferrys, S.A. (Euroferrys)
- Flota Suardíaz, S.L.
- Fred Olsen, S.A.
- Frs Iberia, S.L.
- Gasnaval, S.A.
- Grupo Baleária
- Ibaizabal Management Services
- Isleña Marítima De Contenedores, S.A.
- J&L Shipping, S.L.
- Knutsen Oas España, S.L.
- Líneas Marítimas Europeas
- Marítima Peregar, S.A.
- Naviera Alvargonzález, S.A.
- Naviera Armas, S.A.
- Naviera Del Cantábrico, S.A.
- Naviera De Galicia, S.A.
- Naviera Lúa, S.A.
- Naviera Murueta, S.A.
- Navinorte, S.A.
- O.P.D.R. Canarias, S.A.
- O.P.D.R Hamburgo
- Pullmantur, S.A.
- Remolques Marítimos, S.A.
- Repsol - Gas Natural Lng
- Repsol Ypf Trading Y Transportes, S.A.
- S.A. Tudela Veguín
- Teekay Shipping Spain, S.A.
- Transportes Marítimos Alcudia, S.A.
- Tyco Marine, S.A.
- United European Car Carriers,
- W. W. Marpetrol, S.A.