



22 - 25 FEBRUARY 2018

## THAILAND YACHT SHOW

22 - 25 FEBRUARY 2018 / AO PO GRAND MARINA, PHUKET

The third edition of the Thailand Yacht Show returns to Ao Po Grand Marina, Phuket between 22–25 February 2018 and is expected to attract some 5,000 visitors and over 100 exhibitors.

The Thailand Yacht Show shines the spotlight on Phuket as one of the Asia's premier cruising destinations, bringing together industry and consumers alike in a relaxed environment with a programme packed with seminars, social events, demonstrations, regattas and familiarisation excursions.

Exhibitors include not only the best in yachting and boating, but also a range of luxury products and lifestyle brands, including supercars, watches and jewelry as well as luxury waterside properties.

The Thailand Yacht Show 2018 will be bigger and better with more sea-trials and equipment demonstrations in the marina, together with various ancillary events running alongside, turning the Show into a major festival of yachting and boating that is not to be missed!

The December slot puts the Show at the beginning of the international winter charter season and attracts the Mediterranean based charter yachts considering a visit to Asia, as well as the all important Ultra High Net Worth Individuals (UHNWIs) and High Net Worth Individuals (HNWIs) visitors from around the region who want to come and try out the lifestyle.

The Thailand Yacht Show combines the best aspects of yacht charter, boating industry and luxury lifestyle events. It is organised by Verventia Pte. Ltd. The event is supported by the Thai government and is a partnership with the Ministry of Tourism, the Tourism Authority of Thailand, and the Marine Department of the Ministry of Transport.

Integrate the Thailand Yacht Show in your marketing platform...



ORGANISED BY VERVENTIA PTE. LTD. MARKETING SUPPORT BY PAUL POOLE (SOUTH EAST ASIA) CO., LTD. – THE SPONSORSHIP EXPERTS





22 - 25 FEBRUARY 2018

## 2017 SHOW FACTS & FIGURES

The December 2016 show boasted an impressive line-up of 55 boats on display, showcased by well-known local dealers and international brokerage houses including Lee Marine, Boat Lagoon Yachting, Simpson Marine, Burgess and Northrop & Johnson Asia.

A true consumer-facing boat show and charter show, the four-day event features on-water demonstrations and trials of a number of exciting, adrenaline-fuelled water sports, allowing the many affluent visitors to enjoy a taste for the lifestyle that chartering or owning a yacht or a boat could bring to them and their families.

Ashore, the Thailand Yacht Show hosts a varied group of exhibitors within an air-conditioned pavilion. Over 75 companies - ranging from high-end residential resort developments and luxury car dealers to s hip's chandlers and furniture makers.

18 SUPER YACHTS









OVER 1,000 METRES OF YACHTS ON DISPLAY



FIGURES: DECEMBER 2017 SHOW

At previous shows, the cool of the early evening, parties onboard M/Y Ocean Emerald, M/Y Titania, M/Y Azul A and the floating Lounge flowed out onto the dock, making for a wonderfully vibrant atmosphere all along the moorings.







22 - 25 FEBRUARY 2018



We have developed sponsorship packages to suit differing levels of budget and branding needs

### **TIER 1: TITLE & PRESENTING SPONSORS**

One title and one presenting sponsor with naming rights to the event

### **TIER 2: CO-SPONSORS**

Up to six co-sponsors from non-competing categories

### TIER 3: LOCAL PARTNERS & MARINE INDUSTRY SUPPORTERS

Packages for Phuket and marine industry businesses

#### **EXHIBITION ONLY PACKAGES**

Packages to exhibit at the Thailand Yacht Show 2018

## WHO SHOULD SPONSOR?

The Thailand Yacht Show 2018 is a great opportunity for brands in the following sectors:

- · Airlines, luxury travel, hotels, golf
- Exotic cars, motorbikes
- Fashion and cosmetics
- · Fine wine, whisky and other spirits, cigars
- Luxury property and resorts
- Luxury watches and jewelry
- Private banks and financial services
- Up-market collectables









22 - 25 FEBRUARY 2018



The Thailand Yacht Show 2018 has a comprehensive Commercial Sponsorship and Partnership Program that enables corporate Asia to get involved with this high-end luxury lifestyle event.

Sponsorship packages are designed to provide an exceptional combination of networking and corporate branding opportunities, including:

- new client acquisition
- worldwide publicity through a global marketing campaign
- access to a highly exclusive UHNWI/HNWI network
- promoting sponsors as industry leaders
- enhancing corporate image and brand exposure
- adding value to a brand's marketing campaign
- · generating direct access to target markets

The Thailand Yacht Show 2018 is a perfect opportunity to boost a company's profile among the influential decision-makers in both the yachting and supervacht industry.

A company's participation in the Thailand Yacht Show 2018 not only strengthens global awareness of its products and services to an audience of important decision-makers but also more importantly confirms its position as an industry leader.

The Thailand Yacht Show 2018 brings together top yachting professionals and UHNWIs and HNWIs at an event designed to create maximum interaction and meeting opportunities. Leading luxury product companies and service providers have a unique opportunity to promote their brands, meet potential customers and entertain existing clients.

Aligning a brand with such an exceptional and exclusive global event, where it can present in a fun, dynamic and interactive environment, sends a clear message to all of its stakeholders.







22 - 25 FEBRUARY 2018

## **TESTIMONIALS**

"Without a doubt the Thailand Show is the only important marine event in Thailand for us now, where we have had successful results, and as such we will be significantly increasing our display space for TYS 2017."

Virit Yongsakul, Boat Lagoon Yachting

"We see TYS becoming the major large yacht show in the region, and we will be fully supporting the event going forward."

Joshua Lee, Lee Marine

"The Show is professionally organised and the type of customer that comes here is exactly what we're looking for." **Fiona Nel, MontAzur** 

"With good organisation by Thailand Yacht Show team and strong support by the Thailand government, the 2nd edition has resulted in more Thai visitors a yachting event and as a result we had a brand new Lagoon 42 purchased by a Thai buyer." **Sergio Loiacorno, Simpson Marine** 

"The Thailand Yacht Show is a very important show for us. This is the second edition that we've done, we're supporting the show, it's very well organised and it's a big event!"

Kit Chotithamaporn, Leopard Catamarans - Asia

"The Thailand Yacht Show is a great show for us, especially because it is very closely affiliated with the Thai Government, so we're a definite exhibitor here every year."

Andrew de Bruin, Multihull Solutions







22 - 25 FEBRUARY 2018

## LOCATION - PHUKET

Phuket is strategically located for yachts coming from the Mediterranean an to visit South East Asia and the Pacific beyond. It is considered the main infrastructural 'hub' for large yachts cruising the region, with over 100 superyacht berths available between the Ao Po Grand Marina and Phuket Yacht Haven.

Phuket is unquestionably the destination hub for large yachts in Asia. Nowhere else is there such a large capacity to berth them.

In recent years, Phuket has played host to world-leading yachts M/Y A, M/Y Octopus, M/Y VaVa II, M/Y Cloud 9, S/Y Vertigo, S/Y Twizzle, M/Y Exuma, M/Y La Familia and many more.







22 - 25 FEBRUARY 2018

## FACILITIES & EVENTS

The Thailand Yacht Show 2018 has a major focus on superyachts over 30 metres, as well as a full complement of smaller yachts and boats – there is something for everyone and with any budget to enjoy the on-water lifestyle.

The superyacht section concentrates on the charter market with a business-to-business (B2B) focus, attracting charter brokers from around the world and introducing them to the region's enormous potential for cruising.

The Show also has a full programme of social and networking events, bringing together industry and clients to ignite new relationships in a convivial atmosphere.

### **ON-WATER SUPERYACHT SHOW**

The focus of the Thailand Yacht Show 2018 is the in-water display at Ao Po Grand Marina - one of Asia's finest marinas.

Some of the exhibiting superyachts will be available for sea trials, enabling potential buyers to get a feel for the boat and the lifestyle.

### **DOCKSIDE MARINE VILLAGE**

Yacht builders, brokers and designers will join key industry suppliers of engines, electronic equipment, interiors and specialised refit and repair services in the dockside village.

#### **SUPERYACHTS**

Even more so than private jets, superyachts represent the pinnacle of the luxury market, through which UHNWIs confirm their success and demonstrate their taste for the high life.

#### **LUXURY BRANDS**

A dedicated luxury brand section of the Thailand Yacht Show 2018, some of the most exclusive brands in: watches, jewelry, supercars and private jets will be on display in a huge air-conditioned exhibition pavilion in the marina grounds.

### **SOCIAL PROGRAMME**

Over the four days, exhibitors and yachts entertain guests at private invitation-only parties, intimate dinners, or gatherings at their stands. The celebratory atmosphere and enthusiastic crowd attending the Show make for some truly enjoyable evenings, all set against the idyllic backdrop of Phuket's Ao Po Grand Marina.

Throughout the four days of the Show the docks are abuzz with a mixture of dock parties, events within the floating VIP Lounge, and exclusive parties onboard some of the biggest and most luxurious yachts at the event.

The diverse mixture and high level of networking opportunities at the Thailand Yacht Show ensures that both exhibitors and visitors make as many valuable business contacts as possible.





COMMERCIAL SPONSORSHIP & PARTNERSHIP OPPORTUNITIES

## INCORPORATING ASIA PACIFIC'S ONLY SUPERYACHT CHARTER SHOW



22 - 25 FEBRUARY 2018

## SPONSORS 2017







Official Partners:































Sponsors:









































22 - 25 FEBRUARY 2018

## PARTICIPANTS 2016

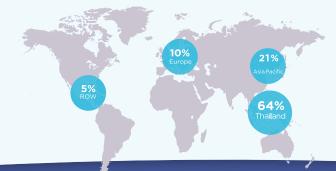
### **VISITORS**

BY GEOGRAPHIC BREAKDOWN



### **EXHIBITORS**

BY GEOGRAPHIC BREAKDOWN



The Thailand Yacht Show welcomes some of the world's leading names in yacht charter, boat sales, luxury lifestyle products and marine accessories. Designed to attract new potential buyers, experienced boaters and people in the business alike, a smorgasbord of entrepreneurs and major corporations supported the first edition of the event as exhibiting partners.

Over 75 brands were on display, from equipment suppliers and charter brokers to resorts and complementary luxury lifestyle brands. The 2,800-odd HNWI and UHNWI visitors had plenty to keep them interested and entertained.

On the water and in the exhibitor's tent, a mixture of the world's leading international brokerage houses and well established local dealers used the event to showcase some of their most impressive and exciting yachts and boats available for sale and charter in the region. Asia Marine, Azimut Yachts, Boat Lagoon Yachting, Burgess, Lee Marine, Northrop & Johnson Asia and Simpson Marine all supported the Show by bringing a very respectable fleet of vessels on display.

Other brands that exhibited at the Show included the Thai silk company, Jim Thompson; the yacht chandlery company, East Marine; luxury residential resort, MontAzure; and contemporary furniture distributor, Quattro. A wide range of other complementary yachting brands also took part over the four-day event, from hosting evening parties to sponsoring the Thailand Yachting Forum.





22 - 25 FEBRUARY 2018

## **EXHIBITORS 2016**

Airship Rib

Andaman Cruises

Asia Marine

Awlgrip & International Paint

Azimut Yachts Thailand

Baba Beach Club by Sri Panwa

Bake Kajonkiet

Banyan Tree Resort

Blu Inc Media

Boat Lagoon Yachting Co., Ltd

BVZ Asia

Delta Properties

DWP | BUZZ

EA Mechanics Co., Ltd

East Marine

Farnova Yachts

Galileo

Harcourt Yachting Crew Management

Hong Seh

Illuzion

Italthai Marine Limited

Java Yachting

Kajonklet International School (KIS)

Kenkoon

Lee Marine

Leopard Catamarans

Livart Marine

Luxberths

Markagain

Mineral Pool Systems

MontAzure

Multihull Solutions Asia

Ocean Fmerald

Ocean Yacht Marina

Phuket Gazette

Phuket Marina Engineering

Phuket Old Town

Poe Ma Insurance

Port Takola Yacht Marina

Pure Latex

RL Magazine

Sansiri

Simpson Marine (Thailand) Limited

Sunbrella

TMBA Lounge

Twin Palms







22 - 25 FEBRUARY 2018

## ULTRA HIGH NET WORTH INDIVIDUALS

The story of the next decade in wealth will most definitely include Indonesia, Thailand, Malaysia and the Philippines – all are populous, have considerable inward investment, and are improving infrastructure. By 2040, Asia will be home to more than 165,000 UHNWIs.

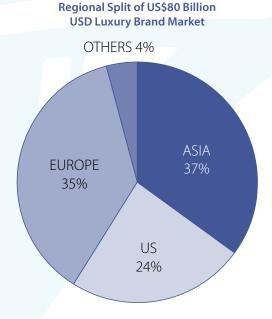
'Decade of Wealth', Wealth-X, 2015.

## LUXURY GOODS MARKET IN ASIA

Asia is the world's largest and fastest growing market for the consumption of luxury products.

The global luxury brand market is approximately US\$80 billion, ofwhich Asia has the largest market share at 37%, followed by Europe at 35%, the US 24%, and the rest of the world at 4%.

Source: The Asia Wealth Report





INVENTORY OF RIGHTS	TITLE SPONSOR & PRESENTING SPONSOR	CO-SPONSORS		
CATEGORY EXCLUSIVITY & TITLE RIGHTS				
Rights to title "[Title Sponsor] Thailand Yacht Show 2018 presented by [Presenting Sponsor Name]" for PR & advertising	Yes			
Rights to title "[Sponsor Name] Official Co-sponsor "[Title Sponsor] Thailand Yacht Show 2018 presented by [Presenting Sponsor Name]" for PR & advertising		Yes		
Company name incorporated in event logo	Yes			
Category Exclusivity	Yes	Yes		
INTELLECTUAL PROPERTY & BRANDING RIGHTS				
At The Event Logo at and around the Show: Roadside bunting in and around Ao Po Grand Marina Hanging banners in and around Phuket Billboard at Ao Po Grand Marina On-Site: Entrance Arch / Directional Signs / Banners / Flags / Directory Board / Stage Backdrop Branding on backdrop at the press event on the Opening Day	Yes (in proportion)	Yes (in proportion)		
Thailand Yacht Show Exclusive Dinner Prominent logo on all marketing and promotional material including: collaterals, adverts, press releases, website, emails	Yes	Yes		
Logo featured on all: screens, stage, signage and banners	Yes	Yes		
Corporate literature / giveaways included in exclusive Dinner gift bag	Yes	Yes		
Marine Festival Logo at and around the following (full details to be announced): Sailing Regatta; Watersports Demonstrations/try-outs; Industry Seminars; Familiarisation Excursions	Yes	Yes		
MEDIA & PROMOTIONAL RIGHTS				
Right to use association in all promotional campaigns covering any PR and advertising	Yes	Yes		
Logo inclusion in any print, radio, online or social media advertisements or PR activity to promote the Show produced by the organisers	Yes	Yes		
Logo inside of Official Invitation	Yes	Yes		
Editorial inclusion in Exclusive Preview Magazine	Yes	Yes		

INVENTORY OF RIGHTS	TITLE SPONSOR & PRESENTING SPONSOR	CO-SPONSORS	
Logo on Sponsor's Page of Exclusive Preview Magazine	Yes Yes		
Logo on cover of Show Catalogue	Yes	Yes	
Full page editorial in Show Catalogue	Yes		
Full page colour advertisement in Show Catalogue	2	1	
Listing in the Show Catalogue	400 words	200 words	
Logo on Sponsor's Page of Show Catalogue	Yes Yes		
Full page colour advertisement in Post Show Report	2	1	
Logo on Sponsor's Page of Post Show Report	Yes	Yes	
Company mention in the official radio adverts produced for the show	Yes		
Logo on all event advertisements	Yes		
Logo in the official show video	Yes	Yes	
Logo on all outdoor media (see above)	Yes	Yes	
Press releases solely dedicated to sponsor	1	Inclusion in a media release	
DIGITAL & SOCIAL PROGRAMME			
Branding on Show emails, website, and all site communications including e newsletters	Yes Prominent	Yes	
Part of digital engagement programme including access to any live video blogging, interviews, Twitter Q&As, Tweets & FB posts	Yes Prominent	Yes	
Logo inclusion in any APP produced by Show	Yes Prominent	Yes	
EXPERIENTIAL/PRESENCE MARKETING PROGRAMME			
Trade Booth on site and promotional staff (size tbc)	Yes	Yes	
Sampling	Yes	Yes	
Promotional in VIP lounge	Yes		
HOSPITALITY & NETWORKING PROGRAMME			
VIP tickets for all official parties	20 per party	10 per party	
Show invitations including exhibition entrance and cocktail receptions	100	30	





22 - 25 FEBRUARY 2018

## ISLAND PARTNER & MARINE INDUSTRY SUPPORTER PACKAGES

We have a limited number of opportunities for our Island (Phuket) based Partners and Marine Industry Supporters at the following levels, which offer branding and hospitality benefits.

#### **ISLAND PARTNERSHIP**

- Use the event's name / logo in your own publicity (e.g. "Official Island Partner of...")
- Logo / hotlink on event website sponsors' page
- Logo + 1/4 page advertisement in event programme
- Logo on event poster / billboards (Island coverage)
- 5 x VIP passes
- Promotional literature at event
- Logo on stage / interview area backdrop(s)

#### MARINE INDUSTRY SUPPORTERS

- Use the event's name / logo in your own publicity (e.g. "Official Supporter of...")
- Company name / Hotlink on event website sponsors' page
- Logo in event programme sponsors' page
- Company name on event poster / billboards (Island coverage)
- Company name in media partner advertising
- 2 x VIP Passes
- · Promotional literature at event
- Logo on stage / interview area backdrop(s)







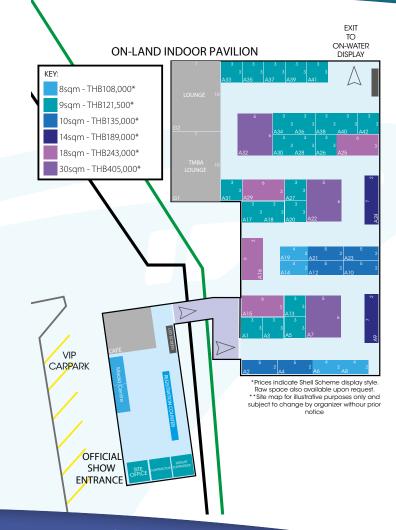
22 - 25 FEBRUARY 2018



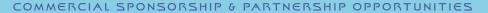
Participating in the Thailand Yacht Show 2018 is the best opportunity to gain access to the fast growing yachting and cruising industry in South East Asia and beyond.

Booking is now open for exhibitors; please refer to the 2018 Plans below. Early booking is recommended to secure your preferred spot.

PAVILION LAYOUT MAP





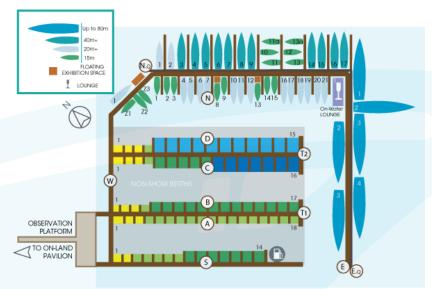






22 - 25 FEBRUARY 2018

# EXHIBITOR OPTIONS MARINA MAP



\*Show layout representative only, and subject to change by the organizer without prior notice

Exhibition Area	Type of Display	Rate (THB) Excluding VAT
Indoor Pavillion	Raw Space	THB12,500 per m <sup>2</sup>
	Shell Scheme	THB13,500 per m²
Marina Exhibition Space	Raw Space	THB12,500 per m²
Yacht	Berth	THB9,500 per linear metre

All exhibition bookings subject to THB9,500 compulsory insurance fee



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22 - 25 FEBRUARY 2018

## MARKETING ACTIVITIES

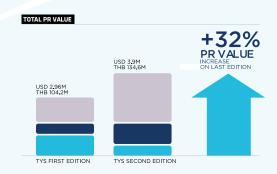
The Thailand Yacht Show is extensively publicised through a varied and diverse mix of marketing methods and print and online outlets. By working with a comprehensive range of media, from advertising in the top yachting publications and international newspapers to gaining extensive press coverage in leading luxury lifestyle titles, the Show is widely promoted across both international and local stages.

Beyond print and online coverage, broadcast reach is also impressive. National and international television and radio interviews are secured, which provides coverage that is key to securing the attendance of UH-NWI and HNWI visitors. Direct mails, e-newsletters and the promotion of the Show's news via social media are all used to deliver the event's message to the target audience.

Major marketing activities for the Thailand Yacht Show 2016 included:

- Signage in key locations around Phuket
- Bangkok-based PR agency focusing on national-level campaigns, including national press conferences
- Core marketing team working with international media to target the yachting industry, as well as wealthy individuals, boating enthusiasts and lifestyle seekers from across Asia
- Strategic print and digital advertising campaigns
- Cross promotion with luxury and yachting media partners Combined marketing efforts through partners and associations Visitor Invitations circulated to 5-star luxury hotels and inserted in media partner publications
- Social media advertising campaign and targeted content diffusion

### PUBLIC RELATIONS SUCCESS





















22 - 25 FEBRUARY 2018

## MARKETING ACTIVITIES

#### PR

### The PR campaign will feature:

- · Media engagement and editorial in major daily business publications and monthly luxury magazines
- Features on the yachting lifestyle and debuts at the show
- Online campaign of advertising, editorial, blogging and social media
- Creating partnerships with networks of UHNWIs and HNWIs
- The event will be covered by international and local news channels, ensuring wide coverage both during and after the Show
- The Thailand Yacht Show 2018 will link with business radio stations in a radio campaign designed to reach the local target audience

### **MEDIA PARTNERS - 2016**

**National Media Partners** 





### **Industry Media Partners**







#### **Media Partners**





























ORGANISED BY VERVENTIA PTE. LTD.
MARKETING SUPPORT BY PAUL POOLE (SOUTH EAST ASIA) CO., LTD. – THE SPONSORSHIP EXPERTS





22 - 25 FEBRUARY 2018

## MARKETING ACTIVITIES

#### PRINT ADVERTISING

A media-wide advertising campaign will begin months before the show, focusing on key professionals from the industry, news, lifestyle and business publications enhanced with editorial content.

### **ONLINE ADVERTISING**

The Thailand Yacht Show 2018's marketing team will work closely with leading international industry web portals to reach subscribers and visitors through web advertising and targeted email campaigns.

#### **PREVIEW MAGAZINE**

The Thailand Yacht Show 2018's exclusive preview magazine focuses on the latest exhibitor news, targeted interviews and yachts on display at the show. Approximately one month before the Show, the magazine is distributed to a major database of UHNWI and HNWI readers throughout the Asia Pacific region and mailed to a selected group of VIPs.

#### **INVITATIONS**

The Thailand Yacht Show 2018 is an exclusive event. Invitations and personalised access passes will be mailed to qualified VIP guests internationally and regionally, as well as being distributed to Sponsors, Exhibitors and Media Partners.

### **SOCIAL MEDIA**

Communications activities across multiple social media platforms such as Facebook, Twitter, LinkedIn and Instagram reinforce the Show and its partners' exposure.

#### HOSPITALITY

The Thailand Yacht Show 2018 offers fantastic opportunities to entertain customers, clients and executives at one of the world's most beautiful marinas. The show has a plethora of official parties, as well as opportunities to entertain in the show bars and restaurants. Yachts are always available for special exclusive entertainment.

### **EXPERIENTIAL MARKETING**

The second edition of the Thailand Yacht Show in December 2016 attracted 4,700 visitors to meet some 75 exhibiting brands and view 55 boats and yachts in the marina.







12 - 15 APRIL 2018

## SINGAPORE YACHT SHOW

### 12 - 15 April 2018 ONE°15 Marina Club, Sentosa Cove, Singapore

The Singapore Yacht Show is organised by Verventia Pte. Ltd and provides a first-class platform in South East Asia's principal business hub and financial capital for regional guests to meet yachting professionals, boat owners, supercar aficionados and a select group of invited participants keen to explore the luxury yachting scene.

Held at the award-winning ONE°15 Marina Club, the Singapore Yacht Show is an exclusive event epitomising luxury lifestyle.

The show brings together world-class yachts, glamorous parties, high-end entertaining, and an enviable range of prestige products and brands – supercars, fine dining, beautiful timepieces, hand-crafted jewelry and some of the region's most luxurious waterside properties, providing the ultimate luxury experience.

The 2017 edition of the Singapore Yacht Show brought together: over 14,000 visitors including 35% c-suite executives and business owners; 94 yachts, boats and watercraft, including 31 yachts over 20 metres on display in 8,400 square metres of on land and on water exhibition space; and more than 150 brands. It has won praise and unequivocal support from regional and international exhibitors for its continually growing success.

## SPONSORSHIP

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#### **EXHIBITION ONLY PACKAGES**

Packages to exhibit at the Singapore Yacht Show 2018

#### LINKS

Website - www.singaporeyachtshow.com



22 - 25 FEBRUARY 2018



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WELCO