GTDW
Global Trade Development Week

الإمارات العربية المتحدة
وزارة الاقتصاد
UNITED ARAB EMIRATES
MINISTRY OF ECONOMY

Under the Patronage of H.E. Sultan bin Saeed Al Mansoori, Minister of Economy, UAE.

GLOBAL TRADE DEVELOPMENT WEEK 7.0

31st Oct – 2nd Nov 2016 | Le Meridien Conference Centre, Dubai, UAE

www.kwglobaltrade.com

LEAD PARTNER

الهيئة الاتحادية للجمارك
Federal Customs Authority

STRATEGIC PARTNER

KGH BORDER SERVICES

KW GROUP

globaltrade@kwconfex.com | +603 76626888 | www.kwconfex.com

INTRODUCTION

'Made in the World' The future of AEO and borderless trade

The 7th Global Trade Development Week (GTDW) 2016 focuses on Customs & Trade Facilitation with the theme around the new generation of AEO Programmes, borderless trade, mutual recognition between countries, enhancing customs to business dialogue, supply chain security, technologies and customs compliance.

> *Industry leaders need to actively collaborate with governments to balance supply chain security and trade facilitation by implementing common, global security and customs declaration data requirements, and by encouraging their trading partners to participate in AEO programs that provide business benefits.*

CONTENT

The interactive leaders programme is focussed on G2G, G2B and B2B customs, supply chain, trade facilitation and technology issues + networking + exhibition GTDW 7.0 – The AEO Edition will be the largest international Customs & Trade Facilitation programme in the second half of 2016 – the largest in the Middle East and Asia Pacific for 2016.

GTDW 7.0 THE AEO EDITION IS ORGANISED BY

- Organised by KW Group Owner of Global Trade Development Week (GTDW 7th Edition)
- Hosted Under Patronage of Minister of Economy, UAE
- Lead partner Federal Customs Authority, UAE
- Strategic partner KGH Border Services

GTDW 7.0 – THE EXHIBITION

Linking Public and Private sector customs and trade leaders the exhibition is the largest event in The Middle East and Asia Pacific in 2016 for customs and private sector trade leaders – hosted in Dubai, UAE - combined with our business matchmaking service exhibitors have enhanced access to arrange meetings directly with clients across sectors.

Federal Customs Authority, UAE will lead the development of the UAE Pavillion to showcase capabilities of The UAE Customs Agencies as well as support by key local entities such as zones, ports, trade agencies, technologies supply chain, logistics and related trade services.

International exhibitors include Customs & Border Agencies, Suppliers, Technologies, Services, Associations and Consultants.

BUSINESS MATCHMAKING:

82% of our participants actively use our matchmaking system to pre arrange an average of 10-12 meetings at GTDW. The business matchmaking service is complimentary for registered participants allowing you to arrange meetings with Government & Private sector trade customs & trade directly. The service is open to registered participants, speakers, sponsors and exhibitors only and allows you to select meetings by categories of interest maximising your networking.

82% of participants on average actively use the matchmaking service

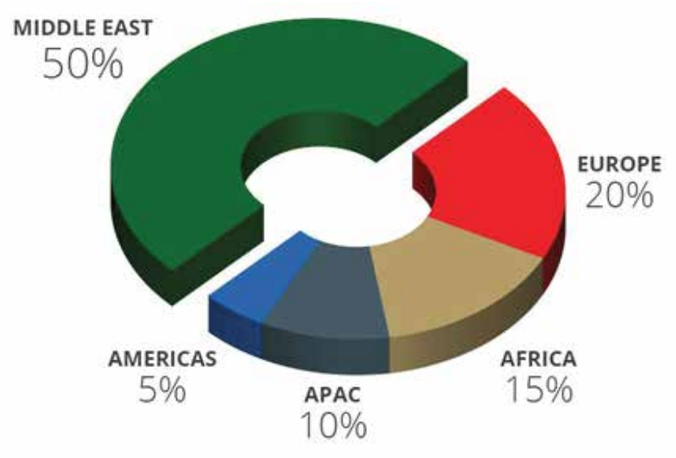
74% of meeting requests are successfully arranged through the service

10-12 number of average meetings arranged by each user during events

GTDW 7.0 PARTICIPANTS

The event welcomes international policy leaders, customs agencies, technologies, private sector trade & customs leaders to the UAE to discuss key aspects of AEO and next generation supply chain and borderless trade combined with an exhibition of leading agencies, suppliers, technologies & consultants. The edition will showcase UAE Customs and trade capabilities across agencies + promote the UAE's position as a hub for global trade as well as international agencies and suppliers.

PARTICIPANTS BY REGIONS



WHY EXHIBIT

- **BUSINESS MATCHMAKING** - Pre Arrange meetings with key clients (complimentary)
- **MEET & NETWORK** Government & Private Sector customs & trade clients directly
- **GENERATE** New Business Leads
- **SHOWCASE** New Products & Services
- **INCREASE** Your brand awareness direct to new & existing clients
- **TARGET** Your global clients directly
- **EXHIBIT** Capabilities, Solutions & Opportunities directly to trade decision makers

PARTICIPANTS BY SECTOR

PRIVATE SECTOR

- Manufacturers – Trade Compliance & Supply Chain Heads
- Supply-Chain IT Providers
- Exporters
- International Logistics & Freight forwarders
- Warehousing & Logistics
- Customs agents
- Carriers
- Importers
- Port operators
- Secure freight parking operatives
- Airline loaders
- Technologies
- Suppliers & Consultants
- Legal, Advisory, Academics & Economists

PRIVATE SECTOR - JOB TITLES INCLUDE

- Head of Compliance
- Head of Customs
- Head Taxation & Revenues
- Head Customs Clearance
- Head Trade Facilitation
- Head Supply Chain & Logistics
- Economic Operators
- Head of Shipping & Logistics
- Head customs operations
- Head international trade

GOVERNMENT

- Director Generals / Heads Of Customs Agencies (Federal and Regional)
- Divisional Directors
- Heads International & Government Relations
- Head IT and Technologies
- Border Protection Agencies
- Heads Taxation, Excise Collection & related agencies

VENDORS

- ICT & Technology
- Customs & Trade Technologies & Solutions
- Security & Trade Facilitation Solutions
- Customs & Trade Consulting & Advisory
- Customs Hardware Providers
- Special Trade & Economic Zones
- Logistics & Freight Forwarders

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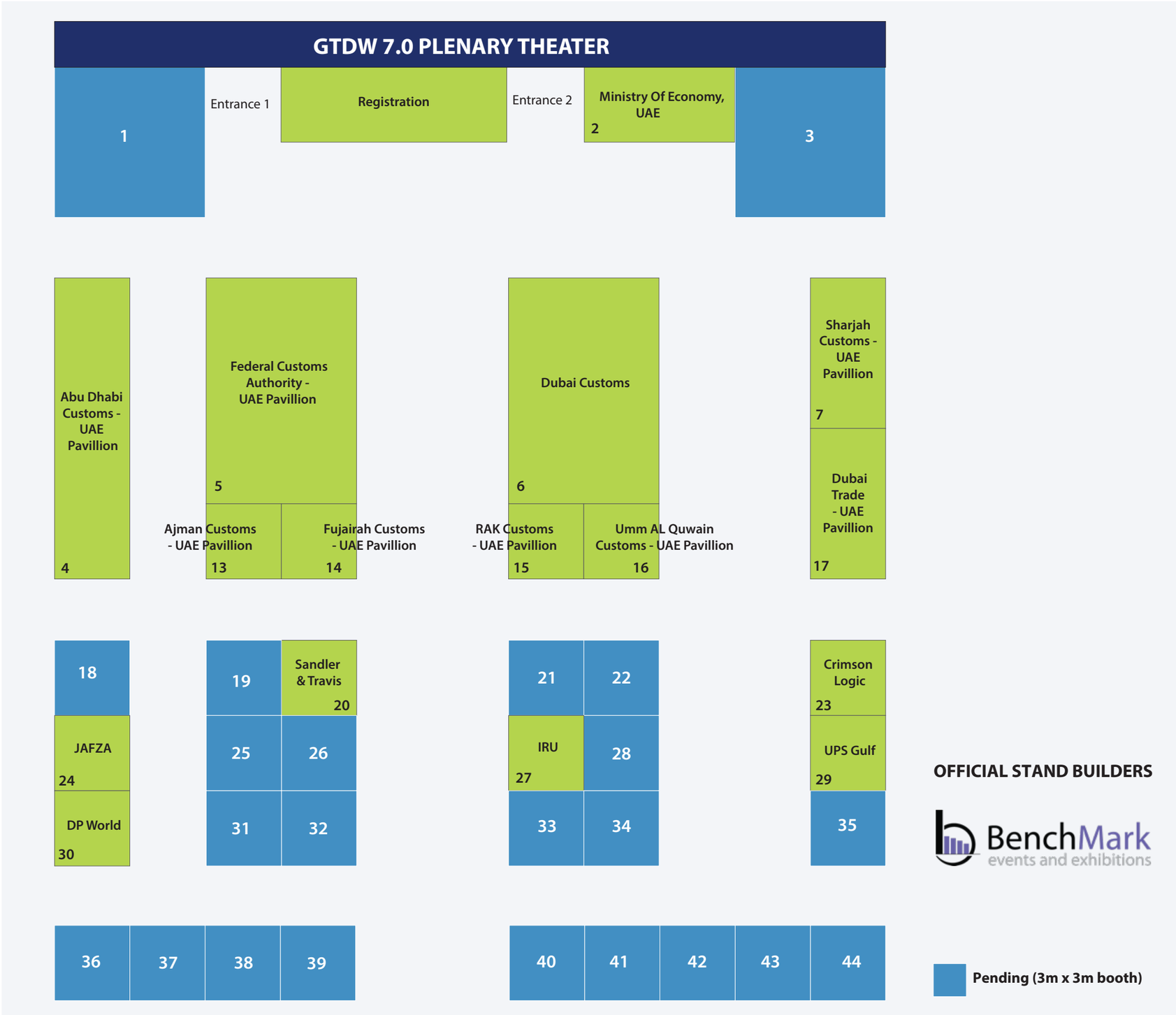
EXHIBITION RATES & FLOOR PLAN



EXHIBITION RATES

DELUXE SHELL SCHEME
(minimum size of 9SQM)

Shell scheme in white infil panels | Fascia board with Company Name & Stand Number | 1 Lockable Counter | 1 Table | 2 Chairs | 1 Waste Basket | 4 Spotlights13 Amp Power Socket + electricity supply

$745 USD
PER SQM

STANDARD SHELL SCHEME
(minimum size of 9SQM)

Shell scheme in white infil panels | Fascia board with Company Name & Stand Number | 1 Lockable Counter | 1 Table | 2 Chairs | 1 Waste Basket | 3 Spotlights | 13 Amp Power Socket + electricity supply

$680 USD
PER SQM

SPACE ONLY
(minimum size of 36SQM)

$650 USD
PER SQM

GTDW SPONSORSHIP & ADVERTISING PACKAGES

Packages	Inventory	Price (USD)	Exhibition Space	GTDW Topic Sponsor	Corporate Presentation *Limited basis	Welcome Reception Host	Panel Moderator	Panel Participant	Wish List	Conf Tickets	Exhibition Stand Size	Logo on Collateral	Delegate List
Lead Sponsor	1	80,000	42	✓	✓	✓	✓	✗	✓	15	42	✓	✓
Platinum	2	55,000	36	✓	✓	✗	✓	✓	✓	12	36	✓	✓
Gold	6	45,000	18	✓	✓	✗	✗	✓	✓	8	18	✓	✓
Silver	6	25,000	9	✗	✓	✗	✗	✓	✓	4	9	✓	✓
Bronze	8	15,000	9	✗	✓	✗	✗	✓	✓	2	9	✓	✓
Business Breakfast	2	15,000		✗	✗	✗	✗	✗	✓	4		✓	✓
Tech Cube Demo Space	20	10,000		✗	✓ demo	✗	✗	✗	✗	1		✗	✓
Cocktail Reception	2	25,000		✗	✗	✓	✗	✗	✗	2		✓	✓
Lanyard Sponsor	1	3,000		✗	✗	✗	✗	✗	✗			✗	✗
Badge Sponsor	1	3,000		✗	✗	✗	✗	✗	✗			✗	✗
Full Page Advertisement	6	2,500		✗	✗	✗	✗	✗	✗			✗	✗
1/2 Page Advertisement	12	1,560		✗	✗	✗	✗	✗	✗			✗	✗

GTDW TECH CUBE DEMONSTRATION SPACE

The **GTDW Tech Cube** is a dedicated area for live demonstrations direct to buyers and decision makers attending **GTDW**.

The rate is **$10,000USD** for 2x10 minute slots – these are allocated on a first come first served basis.

The demo area includes projector, screen and seating for 20 pax + standing room for additional participants. Participants can be invited by sponsors as part of your participation at **GTDW**.

GTDW PROGRAMME TOPIC SPONSOR

Your organisation can sponsor a specific **GTDW** programme topic - this can include participation either as a panelist or moderator to participate on the official event programme (dependent on level of investment). As programme sponsor the panel will be branded with your organisations logo on collaterals and during the event – please note that the programme is interactive and no corporate presentations are allowed during programme topics.

These are reserved for Lead, Platinum and Gold Sponsors only on first come first served basis.

SPONSORED CORPORATE PRESENTATION

Corporate presentations are reserved for sponsors and are the only corporate presentation slots available through the main **GTDW** programme:

- 10 minute corporate presentation
- Directly to main audience before or after breaks or lunch (limited availability)
- Inclusion on main programme + branding
- Reserved for Lead, Platinum, Gold and Bronze Sponsors Only (limited availability)

BESPOKE GTDW PACKAGES

Each edition of **GTDW** includes privately organised activities and initiatives for our lead partners and sponsors. Previous examples have included:

- **PRIVATE WORKSHOPS:** Rates available on request
- **PRIVATE MEETING ROOMS & NETWORKING:** Rates available on request. Can be on site or off site.
- **PRIVATELY MANAGED CORPORATE EVENTS:** These can be managed on behalf of organisations and can be from 5 to 500+ participants. Previous example Coface Country Risk Conference 2016 managed by **KW Group**, organiser of **GTDW** – details available on request.
- **PRESS LAUNCHES & MOU SIGNING**

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OFFICIAL BOOKING RATES

	Early Bird (Until March 31)	Standard Rates (April 1 – June 10)	Late Booking (June 11 – July 11)
PRIVATE SECTOR RATE			
Conference Only (31 Oct – 1 Nov)	☐ USD 2095	☐ USD 2495	☐ USD 2895
Conference + Workshop (31 Oct – 2 Nov)	☐ USD 2495	☐ USD 2995	☐ USD 3395
PUBLIC SECTOR RATE			
Conference Only (31 Oct – 1 Nov)	☐ USD 1095	☐ USD 1495	☐ USD 1895
Conference + Workshop (31 Oct – 2 Nov)	☐ USD 1495	☐ USD 1995	☐ USD 2395

* For group booking of 5 pax and above from same organisation, please contact globaltrade@kwconfex.com
* Please note all registrations after June 30th will need to be made through our online Paypal portal via credit card
* Please note our policy is 100% pre payment before all KW Group events – No participants will be eligible to access the event without prior payment

REGISTRATION FORM

ATTENDEE DETAILS

Name (Dr/Mr/Mrs/Ms):

Job Title:

Email:

Tel:

Mobile Phone:

Name (Dr/Mr/Mrs/Ms):

Job Title:

Email:

Tel:

Mobile Phone:

Name (Dr/Mr/Mrs/Ms):

Job Title:

Email:

Tel:

Mobile Phone:

COMPANY DETAILS

Company Name:

Address:

Postcode:

Country:

Tel:

Fax:

Nature of Business:

Company Website:

AUTHORISATION

Manager Name:

Job Title:

Email:

Tel:

Fax:

Mobile Phone:

Signature (Mandatory):

Submit your registration by email: globaltrade@kwconfex.com

SPONSORSHIP OPPORTUNITIES

Capitalise on this opportunity to market your products and services and form strategic relationships. For further details, contact **Jack Parry** on **+603 7662 6888** or email **jackp@kwconfex.com**

ACCOMMODATION

A special room rate has been arranged for attendees at this summit. To take advantage of this special rate, please make your bookings directly with the hotel and quote: **'KW GROUP GLOBAL TRADE DEVELOPMENT WEEK'**

Hotel reservations and travel arrangements are the responsibilities of the registrant.

TERMS & CONDITIONS

Upon the completion and receipt of the registration form, payment is required within 5 working days of the issuance of the invoice. Walk-in delegates with payment will only be admitted on the basis of space availability at the conference and with immediate full payment. Full payment prior to the event is mandatory for attendance.

Cancellation must be received in writing at least 14 business days before the start of the event, to receive a refund less 50% processing fee per registration. No refund will be made available for cancellation notifications received less than 14 business days before the event.

KW Group reserves the right to make any amendments and/or changes to the programme, venue, speaker replacements and/or topics if warranted by circumstances beyond its control.

Upon receiving this booking form, you the client hereby consent to KW Group to keep your details for the use of future marketing activities carried out by KW Group and 3rd party organisations and partners.

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PAYMENT METHODS

☐ **BANK / TELEGRAPHIC TRANSFER**

Overseas delegates may pay by telegraphic transfer to KW Group Sdn. Bhd. (in 5 workings day)

Beneficiary Bank:	OCBC Bank
Address:	Menara OCBC 18 Jalan Tun Perak, 50050 Kuala Lumpur
Swift Code:	OCBCMYKL
Account No:	787-102827-9 (For payments in USD)

☐ **CREDIT CARD**

(Please note that a non-refundable 4% credit card administration fee applies.)
Please email to **account@kwconfex.com** for online credit card payment request.

ORGANIZED BY:

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