

Exhibit Options

Book Your Space Now



INSIDE SPACE ONLY (USD 340 per Sqm)

Allows the flexibility to build your own space (minimum 15 sqm).



SPACE WITH ORGANISERS STAND-FITTING SERVICES (USD 400 per Sqm)

Including floor space rental, stand construction, carpet, fascia, fluorescent lighting, stand carpet cleaning, entry in catalogue.



EXHIBITING MADE EASY PACKAGES (USD 410 per Sqm)

Including floor space rental, stand construction, carpet, fascia, fluorescent lighting, stand carpet cleaning, entry in catalogue.

About The Organiser



FHT Bali is brought to you by PT Pamerindo Indonesia, the organisers of Food & Hotel Indonesia in Jakarta. It is affiliated with the well recognised Food & Hotel and Hotelex & Expo Finefood Series of exhibitions which have long been the industry standard for quality food, drinks, hospitality, foodservice and bakery exhibitions across Asia.

PT. Pamerindo Indonesia is the leading trade fair organizer in Indonesia. Since its inception, PT. Pamerindo has organized over 180 international trade exhibitions in Jakarta, Surabaya and Bali. PT. Pamerindo's exhibitions provide the quality platform for buyers and sellers to interact, exchange and trade.

Pamerindo Indonesia is part of UBM Asia, the largest commercial event organizer in Asia, China, India and SE Asia, with a strong presence of 36 offices and over 1,600 staff in 25 major cities, and a combined portfolio of over 290 events, 28 trade publications, and 18 online products covering a wide range of market sectors. UBM provide a one-stop diversified global service for high-value business matching, quality market news and online trading networks.

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World Class Venue

With over 3.4 million tourist visits per year and an estimated figure of 50,000 rooms, Bali is at the heart of Indonesia's tourism and hospitality industry. The stunning Bali Nusa Dua Convention Center offers brand new, world class exhibition facilities. With easy access to Denpasar International airport and Bali's many hotel resorts, it is the premier location for FHT Bali.

A PAMERINDO INDONESIA TRADE EVENT

FHT BALI 2018

FOOD, HOTEL & TOURISM BALI

The 11th International Exhibition for Equipment, Food, Beverages and Services to Support Indonesia's Tourism and Hospitality Industries.

A PAMERINDO INDONESIA TRADE EVENT

RETAIL INDONESIA 2018

The 16th International Retail Technology Equipment, Display and Storage Exhibition.



1-3 March 2018
Bali Nusa Dua Convention Center
Indonesia

Featuring:

Salon Culinaire
Chef's Competition

“**Converging
Leading Industry
Professionals
from Food, Hospitality
and Tourism Sectors**”



Supported by:



Organised by:



www.fhtbali.com

Expand Your Business Outreach with FHT Bali

Recognised as a world-class event for food, hospitality & tourism industry, FHT Bali continues to raise the bar at providing the perfect opportunity to meet face to face with potential clients and reconnect with existing customers.

The premier international food, hospitality and tourism event attracts key trade-only buyers from the region's leading resorts, hotel chains, restaurants and importers providing an undisputed entry point into this thriving and lucrative tourism market.

According to World Economic Forum (WEF) who have issued the World's Travel & Tourism Competitive Index (TTCI) for 2016, Indonesia has jumped a significant 8 rungs from rank no. 50 to no. 42 within one year.

In 2016, Indonesia reached its target in welcoming 12 million international tourists to its shores, an impressive growth of 20% over 2015. In 2017, Indonesia targets 15 million international tourists and still continue to reach its target for 20 million international tourists in 2019.

Indonesia has great potentials in the hospitality industry as the contribution of the world's travel and tourism economy is expected to rise in 2020. The growth in classified hotel room supply in Indonesia, as well as in the number of classified hotels in recent years has been impressive. International hospitality chains are in competition with strong local brands. Hotel is a sector of property industry that has developed aggressively in Indonesia. At present, there are 270,500 = hotel room inventories in Indonesia. This will increase by another 58,000 rooms this year.

"By 2019, we expect tourism to contribute 15% of the total GDP, account for IDR 240trn (\$17.52bn) of foreign exchange, create 13 million jobs, entertain 20 million foreign tourist arrivals and 275 million domestic tourists," Minister of Tourism of Indonesia Arief Yahya stated. (Source: <https://www.oxfordbusinessgroup.com/interview/strong-and-growing-obg-talks-arief-yahya-minister-tourism>)

Exhibit Profile:

FOOD & BEVERAGES:

- Bakery & Patisserie
- Confectionery & Chocolates
- Dairy Products
- Fresh Produce & Ingredients
- Frozen & Chilled Foods
- Meat & Poultry
- Seafood
- Wine, Spirits, Liqueurs, Ciders & Beers

FOOD-SERVICE & RETAIL:

- Catering & Food Preparation
- Hospitality Equipment & Supplies
- Hospitality Technology, Services & Systems
- Interiors, Retail Display & Shop-fitting
- Packaging Equipment & Supplies

"FHT Bali is once again the perfect venue to showcase our product portfolio and wide range of visitor coming from relevant industries helped us to meet the perfect buyer."

*Irwan Santo Widjaja,
Business Development Manager –
PT PRAMBANAN KENCANA*

Facts and Figures from Food, Hotel & Tourism Bali 2016:

11,160
Trade Attendees

777
Exhibiting Companies

36
Exhibiting Countries

11,203
Sq.m Total Area

Destination Bali

Bali has proven to be one of the world's best travel destinations encompassing all kinds of traveller's interests. The island destination attracts almost 5 million foreign visitors from all over the world yearly. With growing number of visitors and sustained consumer spending, domestic arrivals have reached an all-time high.

- As the main entry point for foreign arrivals in Indonesia, Bali continues to show record reaching 4.92 million in 2016, a staggering yearly increase of 23 percent according to Bali Central Bureau of Statistics.
- On the back of the surge in demand from tourist arrivals, the average occupancy rates for Bali hotels has managed to perform above 70 percent.

70% occupancy rates

23% yearly increase in foreign arrivals

VISITOR PROFILE

FHT Bali attracts the regions key buyers and decision makers from the following sectors:

- Distributors & Importers
- Wholesalers & Retailers
- Confectioners
- Chefs
- Food & Beverage Managers
- Hotel Owners
- Owners/Managers of Restaurants/Bars
- Supermarkets, Hypermarkets and Groceries
- Quick Service Restaurants
- Clubs, Restaurants & Resorts
- Government & Trade Associations
- Industrial & Travel Catering
- Industrial, Craft and In-store Bakers
- Franchisers & Franchisees
- Catering Service Consultants & Kitchen Planners
- Tourism Operators

"FHT Bali is a good platform for us to maintain presence of U.S beef & pork, meet up with existing importers & assist them to reach on to their customers."

*Feon Wong,
Regional Admin Manager –
U.S. Meat Export Federation*

"A well – organized show. More visitors this year, looking forward to coming back again."

*Phyllis Yeo,
Marketing Manager –
UBIQ GLOBAL
SOLUTIONS SDN BHD*

"A good and potential opportunity for vendors to meet clients; both new and existing clients where they could see and try the products, as well as build and maintain relationships for both parties."

*Anna Nadia, GM Hospitality Division –
PT DUTA ABADI PRIMANTARA
(KING KOIL & SERTA)*

Meet the Right Buyers:

ATTENDEES BY JOB FUNCTION:

Corporate Management	25.46%
Sales & Marketing	16.36%
F&B Management	15.56%
Chef	14.49%
Purchasing	9.35%
Operations & Maintenances	5.46%
Consultancy & Services	4.77%
Housekeeping & Front Desk	4.53%
Other	1.63%
Food Technologist/Dietician	1.48%

ATTENDEE BY MAIN ACTIVITY:

Hotel & Resort Management	41.27%
Restaurant/Bar/Club/Café	13.34%
Retail & Supermarket	11.42%
Bakery & Confectionery	8.01%
F&B Importer, Distributors & Wholesaler	5.78%
Consultants	5.31%
Food & Beverage Manufacturers	4.59%
Catering	3.6%
Hospitality & Furnishing Manufacturers	3.15%
Travel & Tour Operators	2.09%
Other	1.45%

FHT BALI 2018

FOOD, HOTEL & TOURISM BALI

The 11th International Exhibition for Equipment, Food, Beverages and Services to Support Indonesia's Tourism and Hospitality Industries.

INCORPORATING:

A PAMERINDO INDONESIA TRADE EVENT

RETAIL

INDONESIA 2018

The 16th International Retail Technology, Equipment, Display & Storage Exhibition

1 - 3 MARCH 2018

BALI NUSA DUA
CONVENTION CENTER
NUSA DUA, BALI, INDONESIA

Fax Reply

Fax +62 (0)21 2525 482, 522 9268

I would like to exhibit at:

- ☐ Food, Hotel & Tourism Bali 2018
- ☐ Retail Indonesia 2018

Stand Type

- ☐ Option 1: Space Only - USD 340 per sqm (minimum 15sqm)
- ☐ Option 2: Space Only with Organiser's Standfitting Service - USD 400 per sqm (minimum 9sqm)
- ☐ Option 3: Exhibiting Made Easy Package - USD 410 per sqm (minimum 9sqm)

Stand Size

- ☐ 3m x 3m ☐ 4m x 6m
- ☐ 3m x 6m ☐ 6m x 6m
- ☐ 3m x 9m ☐ Other: m² _____

Your Details

Company: _____

Contact: _____

Position: _____

Address: _____

Postcode: _____

Country: _____

Telephone: _____

Fax: _____

Email: _____

Products: _____

Special Requirements _____

* Please note that completion of this form constitutes no commitment of any kind

STAND PACKAGE OPTIONS

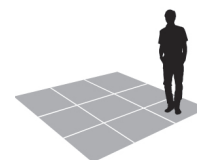
Exhibition space will be allocated on a first come first served basis, with a limited amount of indoor space.

OPTION 1

Space Only

inside air-conditioned exhibition halls
USD 340 per sqm

Floor space rental only. Ideal for exhibitors who want to build their own stand. *(Minimum 15sqm)

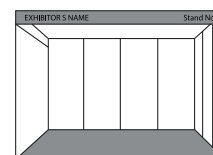


OPTION 2

Space with Organiser's Standfitting Services

USD 400 per sqm

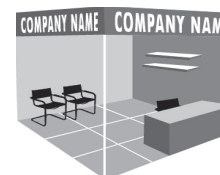
Including floor space rental, stand construction, carpet, fascia, fluorescent lighting. *(Minimum 9 sqm)



OPTION 3

Exhibiting Made Easy Package
USD 410 per sqm

This package offers exhibitors a choice of display aids from which they can choose from, plus carpet, fascia, fluorescent lighting. (Minimum 9 sqm).



For further information
please contact your
nearest office



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Jakarta, Indonesia

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Contact: Fiona Murray



FOOD, HOTEL & TOURISM BALI 2016 attracted 777 exhibitors from 36 countries

Argentina Snackrops	PCB Creation Ravifruit Raynaud Revol Porcelaine Robot Coupe Roller Grill Rowenta S.I. Lesaffre Santos SI Lesaffre Tefal Unic Vidal Fleury	Germany ADA Cosmetics International Alpha-Chem Bayerische Glaswerke Blanco Cavendish & Harvey Confectionery Convotherm Davidoff Coffee ECM Emsa ENGEL Enlilch Gelita Giesser Harman Heute Ireks Jansen Jenaer Glas Joanna Levin Hamburg KOLKI Kraenzle Kuppersbusch Langnese Honig Liebherr Meiko MKN Nachtmann Glass Rational Rosenthal Rothenberger Schott Zwiesel Seitenbacher Severin Silix Silikal Villeroy & Boch Winterhalter Gastronom WMF Zieher KG Zwiesel 1872	Commercial Office of Peru (COCEJ Jakarta) Dapur Inspirasi Nusantara Datascrip Datascrip - ViewSonic Davinci Gourmet Deli Food Delisari Nusantara Dewata Prima Lestari Diamond Jack Indonesia Digital Akurasi DINE TA Distinct Spirit Distribution DNS Dsu Textile Group Dua Belibis Duta Abadi Primantara (King Koil) Duta Abadi Primantara (Serta) Duta Indah Abadi Dwimitra Sukses Perkasa Ecopan EL HABRON ELS Indonesia Epson Indonesia Eximergy Indonesia Fasco Sanwira FINNA Fitrafood International (Seafood King) FNG Foodreview Indonesia Foodtec Foreign Agricultural Service (FAS) Formase Fredy Photography Freya Abadi Gandum Mas Kencana Gastro Gizi Sarana Gastronom Bali Gautama Indah Perkasa GIP Representative Global Anugrah Pasifik Glori Mulia Utama Government of Victoria, Australia Greenfields Gunacipta Multirasa Guten Braun H & C Bali Haeng Nam Sejahtera Indonesia Hankook Ceramic Indonesia Hatten Bali (Hatten Wines, Two Islands & Dragonfly Moscato) Health Today Indonesia HIS Homeco Victoria Makmur Hospitality Equip Group Hoteller Indonesia IBAL Indo Atma Sejahtera Indo Golden Standard Indo Porcelain Indoguna Utama Indomo Mulia Indomop Multi Makmur Indonesia Nisshin Technomic Indopangan Sentosa Indospirit Natura Innovasis Sarana Grafindo (Innograph) Interada Prima Lestari Inti Megah Swara Inti Pangan Utama Invicta® Itcomm Japfa Group Javatex Internusa Perkasa Jawa Jernigala Kaercher Kafindo Cita Rasa Kaldera Panen Partwi Kartikawira Adisukses KASS Kavindo Kawan Lama Sejahtera Kaya Tiki Glass Keisi Indonesia Kelloggs Company Kelston Kelston (Feat Basic American Food) Kenari Djaja Kevala Ceramics Manufacture & Wholesale Kinerja Selaras Utama Kirana Kirana Pacific Luas Koeppo Koeppo Kopnando Mitra Servistama Kota Jati Furindo Kristal Bali Kurnia Mitra Duta Sentosa Lady Americana Indonesia Lavui Indonesia Legacy Lenuta (DSU Textile Group) Libra Emas Permata Liebherr Singapore Lotus Food Services Mahayu Raya Sentosa Maiden House Appliances Malaysia External Trade Development Corporation (MATRADE) Mamagreen Pacific Manan Foundation Maslon Maspon - Aluminium Maspon - Stainless Steel Maspon - Ishizuka Mastrada Surya Mastratama Maestro Perkasa Maxim Mc Lewis Megah Food Trading Meisindo Ministry of Tourism, the Republic of Indonesia Mitra Teknika Internasional MODENA Indonesia Moderne Monin Asia K1 Sdn Bhd MTS	Multi Emas Sarana Multi Mayaka Multi Niaga Integra Multifortuna Sinardelta Multifortuna Sinardelta, brand NESCAFE Dolce Gusto Nada Surya Tunggal Narumi Indonesia Nayati Nestle Indonesia Netturul Resources Indonesia NINA MG Hospitality Nippon Foods Indonesia Nirwana Lestari Nuc Electronics Co., Ltd Onity Indonesia Optima Kreasi Utama Orchestrale Espresso Machine Pabenik Tekstil Kasrie Pandurasa Kharisma Pangan Lestari Panja Artha Niaga Pedang Berlian Peka Consult Inc. Pesona Mitra Adiguna Polaris Prambanan Kencana Pratama Graha Semesta Prima Jaya Prochile Prochile - Foods From Chile Puratos Indonesia Putra Surya Internusa Quinos POS Raptor Indonesia Reafo International Rekan Kerja Utama Restomart Cipta Usaha Revor - Pt Matrastama Maestro Perkasa Revor - Pt Matrastama Maestro Perkasa (Bali) Revor - Pt Matrastama Maestro Perkasa (Jabodetabek) Revor - Pt Matrastama Maestro Perkasa (Jawa Barat) Robot Coupe Snc Romance Bedding & Furniture Rotaryana Roxy Prima Indoproducts Royal Sutan Agung Rukuncipta Sukses Sabani Internasional Pt/Scai Saint James Samsung Electronics Indonesia Sango Ceramics Sangra Ratu Boga Sansico Natura Resources Santino Sarana Artha Grahawisesa Sari Keramido International Seafood King Serena Setai Modern Elektronik Shahinaz Siurezza Solution Indonesia Silikal Gmbh Silikal Indonesia Sinar Continental Sinar Harapan Computer Skyline Jaya Smart Art Indonesia Sollie Cake Specialty Coffee Association Of Indonesia (SCAI) / Asosiasi Kopi Spesial Indonesia (AKSI) Spring Air Shiwijaya Super Horeca Supranusa Sindata (Vhp) Surya Pelangi Nusantara Sejahtera Suryaning Taiwan Trade Center, Jakarta Tecsom Flooring Indonesia Tiang Tunggal Utama Tiffani Casa Moda Tiga Pilar Sejahtera Food Titiyan Nusantara Boga Titiyan Sari Boga Trimatari Bio Persada Recovery Trio Abadi Selaras Tulip Ubiq Global Solutions United States Potato Board Universal Sarana Culinary Unox (Asia) USMEF V2 INDONESIA Vania Bali Vania Center Vania Interior Furnishings VCP Versaguna International VHP Software System (Supranusa Sindata) - ITCOMM Virtuose Virtus Venturama Visi Cakrawala Pratama Vouk Hotel Wahana Boga Nusantara Wahana Satria Abadi Wanner Pumps Winterhalter Indonesia PMA Wonderful Indah Jaya Yuki Water Treatment Zeesindo Internasional ZEN Zenith Kirana Profesional	Carpigiani ChefLux Colavita Comenda Ali Costadoro D.I.D. srl Design Instruments Development Elektra Emmepi Farnese Ferrarelle FoodEast Gruppo Cimbali Hiber IFI IFW Integrated Professional Cleaning (IPC) Irinox ITALESSE KlinMak La Tavola Lainox Ali LF LineMiss LineMissTop MAER Maestrelli Mec 3 Mepra Moretti Forni OMAS One Oven Optima Srl Con U ORANGINA Juice Orchestrale ORION WINES / PAOLOLEO Paololeo Pietro Coricelli Pitero Coriceli Pony PreGel RCH ASIA LIMITED RGS Rheninghaus Rivolta Carminagni Sambonet Paderno Saporito Western Food SIDI SIL FIM Silikomart Sonus Faber SpidoCook STELLA Sterilfont SYNCRO Machine Coffee Technodom Tivoli Audio Tonon TRESECOLI Unigra	Peru Commercial Office of Peru (COCEJ Jakarta)	Philippines Gandum Mas Kencana Lacor Le Frank Dole	Portugal Gallo	Republic of Korea NUC Electronics SK Camel Tiger Company TJ Media UCC Coffee ZEN	Saudi Arabia Al Ansar Dates Al-Karamah Dough Production Food & Fine Pastries Manufacturing Company (Sunbulah)	Singapore Abloy South East Asia AHG Spice Paste Andy Mannhart Asia ANGELO-PO ASSA ABLOY Hospitality BABY Choice Barlwin Enterprise Barry Calebaut Bitzer Refrigeration Asia Pte Limited Chee Seng Oil Factory Chef Work CHUPA PTE LTD Engenius Network F&B Equipments (S) Fieldcrest Enterprise Flomatic Industries Frimont Fujimak Food Service Equipment (S) Gryphon Tea Hobart International Inhesion Asia Ltd Kerry Asia Pacific Komatsu Seisakusho - Singapore Branch Latexco Asia Pacific Pte Ltd Locker & Lock Moderne Mydin Enterprise (Moretti Forni & One Oven) Netturul Resources (S) Pte Ltd NuBrand Inc Orient Food Prima Limited Raptor POS Robot Coupe Snc Safemark San Jamar Seng Hua Hng Foodstuff Sia Huat Skyline Jaya Tai Hua Food Industries Tonon Asia Pacific Treasury Wine Estates TWE U.S. Meat Export Federation UbiQ Global Solutions UNISOY Soya Vivo Westlink	Thailand Chang Awards (1959) Limited Chisko Dancing Chef Fortune Snack GMCW Corporation Lobo MAEPLYO Paste Ocean Glass Public Company Limited Pichai Fish Sauce Sanden Intercool Siam FB Products Supreme Machinery Manufacturing Thai Fishsauce Factory Winterhalter Asia	Turkey Ozti Pasabahce Altat Chocolate & Candy	United Arab Emirates Ozti Pasabahce Altat Chocolate & Candy	United Kingdom Everyware Global / Oneida Athena Tableware Bronnley Le Verre De Vin Lea Perrins LSA MACKIES Snack Marks & Spencer Merrychef Polyflor Skyline Design UK SkyVac Steelite International Studio William Welch Wedgwood Wilmax	USA Sunny Gem A.L. Wilson Chemical Ali Group Allpoints Foodservice Parts & Supplies Altosham Bob's Red Mill Natural Foods Boston Braun Cambro Chilweich Dexter Dorian Drake International Equal Everyware Global / Oneida / Sant. Andrea Food For Friends Frymaster Fulton Garland Ghirardelli Chocolate Greenfield World Trade Hamilton Beach Brands, Inc Hatco Corporation Heritage Food Service Group Ice O Matic Infinity JBL JIF King Koil Kirby KitchenAid Lamb Weston Lapauw Lenox Lincoln McCormick McIntosh Mikasa Morrison Farms MTS Pacific Soya Pepperidge Farm Polyscience Pringles Pros Q Acoustics QED Reeves Rubbermaid Safemark San Jamar Satin Ice Foods SERTA Simplot Skyline Design North America Smuckers Snapple Juice Synesso Tabasco Table Craft Taylor Unimac Vergani Chocolate Vitamix Vollrath Wanner Engineering WESTCO
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... book space now and join them at FOOD, HOTEL & TOURISM BALI 2018 !