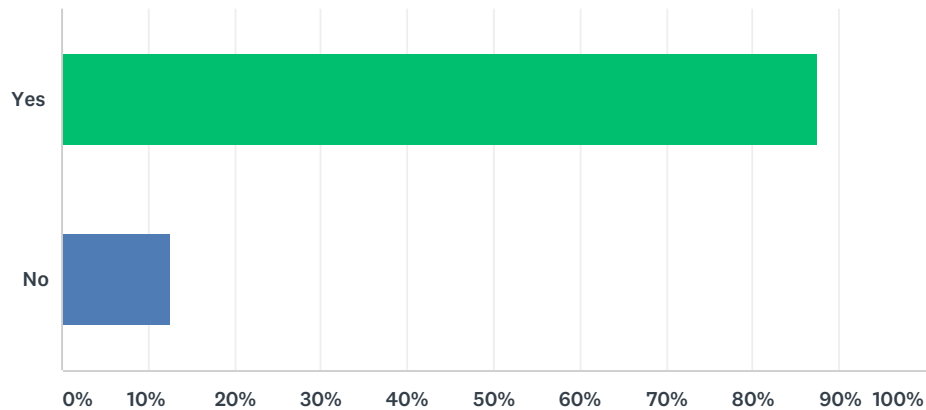


Q1 Did your business exhibit at the IALA conference in May, 2018?

Answered: 24    Skipped: 3



ANSWER CHOICES		RESPONSES	
Yes		87.50%	21
No		12.50%	3
TOTAL			24

## Q2 Please advise below the reason/s why you chose not to exhibit:

Answered: 3   Skipped: 24

#	RESPONSES	DATE
1	Business	1/31/2019 7:51 PM
2	Cost	1/28/2019 2:28 PM
3	We became IALA member in early 2018. It was challenging to set up a booth until May 2018.	1/28/2019 1:57 AM

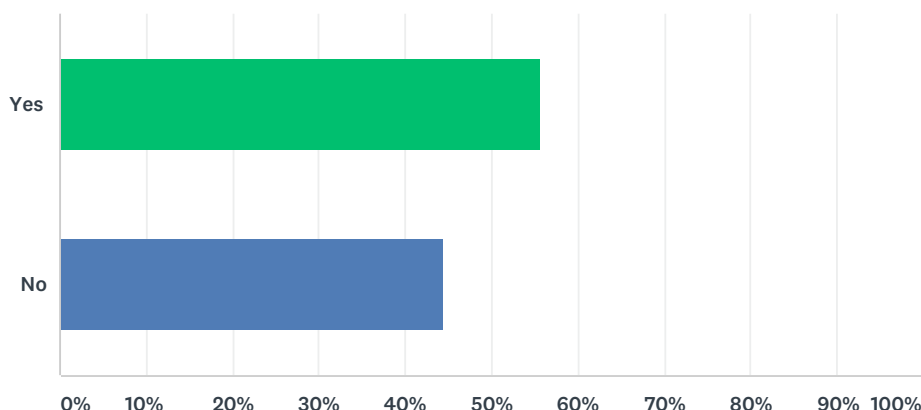
### Q3 Do you see value for your business in attending the IALA conference as an exhibitor? Please comment below:

Answered: 18 Skipped: 9

#	RESPONSES	DATE
1	Yes, we see a high potential value. It's a place for direct global meeting between Authorities and AtoN manufacturers.	2/5/2019 2:14 AM
2	Yes, we do. We can get information on latest trends for AtoN and can meet many people.	2/4/2019 11:15 AM
3	Yes. It is beneficial in that we can obtain gist of what is happening in the industry especially in terms of e-Navigation and associated shore-based infrastructure.	2/1/2019 10:55 AM
4	Yes to increase our global exposure	1/31/2019 10:10 PM
5	You need to be there at least for your existing eco-system (customers, partners, suppliers), however not enough Sales impact.	1/31/2019 6:24 PM
6	yes, very good. many customer know us more and more change for us to do more business.	1/31/2019 5:32 PM
7	Yes.	1/31/2019 5:29 PM
8	Yes as AtoN key players are all attending.	1/30/2019 9:57 PM
9	It is the only real focused international exhibition for IALA AtoN companies	1/30/2019 7:43 PM
10	Yes	1/30/2019 4:33 PM
11	Yes, while there may not be direct sales on the floor, there is a certain advantage in knowing participants, network, and general state of the industry.	1/30/2019 2:49 PM
12	Yes, we see the value	1/30/2019 2:10 PM
13	YES	1/30/2019 2:09 PM
14	Yes. It is almost a must if one wants to be known globally.	1/28/2019 5:34 PM
15	Difficult to judge, overall No	1/26/2019 9:16 AM
16	Yes, it is an excellent way to interact with the maritime community	1/25/2019 8:08 PM
17	Honestly, we had been disappointed. There were not much visitors to enter exhibition hall because conference room is too far away from exhibition hall.	1/25/2019 3:33 PM
18	Yes. It provided us a platform to introduce our products & also getting to know new products from other exhibitors.	1/25/2019 3:28 PM

## Q4 Do you think the conference was well planned and organised?

Answered: 18 Skipped: 9

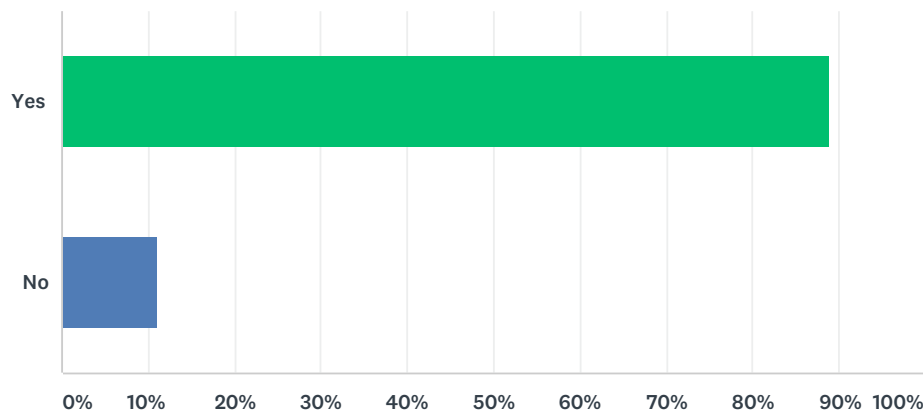


ANSWER CHOICES	RESPONSES	
Yes	55.56%	10
No	44.44%	8
TOTAL		18

#	PLEASE COMMENT HERE	DATE
1	- Communication difficulties in English with the different local service providers (by mail). - Efficiency at place. -Not enough time breaks to visit IM Exhibition. -Heritage Museum exhibition was a distraction to the potential visitors to IM booths. - In order to access lunch, main entrance was through the museum, but not to the booths. - Conference room was far and completely opposite to the access to booths. -Not handy for visitors to reach the IM Exhibition.	2/5/2019 2:14 AM
2	The conference it-self was very well organized and with a good paper selections which gives us a very good understanding on the market trends, etc...	1/31/2019 6:24 PM
3	very nice, we enjoy and like it, tks.	1/31/2019 5:32 PM
4	Sessions were too far from the exhibit halls. needs to be more integrated.	1/31/2019 5:29 PM
5	As it is everytime very little time is given to National members to visit and discuss with Industrial members. The place of conferences being located not so close from the exhibition area a lot of people attending the conferences did not take enough time to visit the exhibition site. Most of the time during the day is spent discussing with other Industrial members which is fine but not enough to make the investment fully profitable	1/30/2019 9:57 PM
6	Mainly good. The walking distance from ballroom to exhibition was a downside, and also some of the cultural events arranged in the exhibition hall (to attract visitors) were a bit too loud and prohibited discussions with customers	1/30/2019 7:43 PM
7	There is room for improvement.	1/30/2019 2:49 PM
8	We think it was 1-2 days too long. A kind of tirement could be observed among the delegates, and especially for the exhibitors the last 1-2 days were not rewarding. Also the purchase of snacks and bewerages was expensive and difficult. "A shop" for the exhibitors migh be a good idea, to have the possibility to get some refreshment when ever needed.	1/28/2019 5:34 PM
9	No connection between conference and exhibition space. Horrendus music during breaks Cost/benefit of the IMC dinner unacceptable	1/26/2019 9:16 AM
10	Although there were some problems in getting the invoicing for delegate passes straight	1/25/2019 8:08 PM
11	The delegates' traffic flow is not much planned. Conference, exhibition and lunch room are separated and not connected.	1/25/2019 3:33 PM
12	less crowd due to location. Should have cater free shuttle bus from Seoul in order to attract more ppl	1/25/2019 3:28 PM

## Q5 Did you have sufficient time to access, set up and pack down your stand? Do you have any further suggestions?

Answered: 18 Skipped: 9

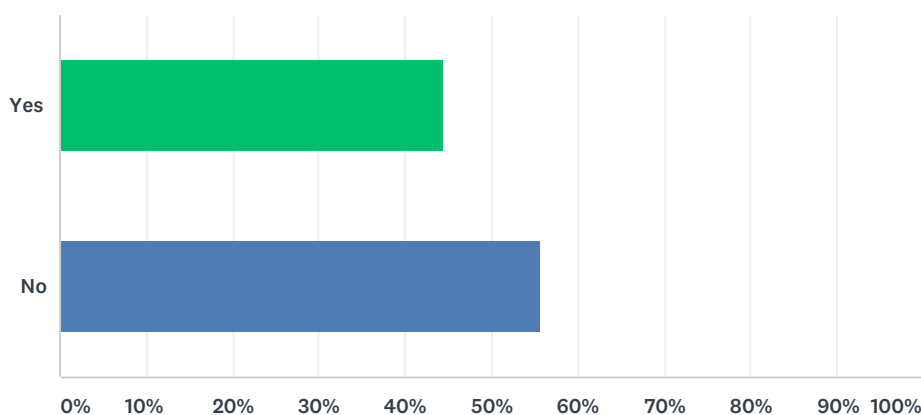


ANSWER CHOICES	RESPONSES	
Yes	88.89%	16
No	11.11%	2
TOTAL		18

#	PLEASE COMMENT HERE	DATE
1	The stand builders had no respect for personnel while dismantling the Stands , and became very dangerous while we were packing our equipment away even allowing vehicles to enter the exhibition area. Exhibitors should have been given 1-2 hours to dismantle / pack the equipment away before the contractors entered the hall	1/31/2019 10:10 PM
2	that's fine, all is ok	1/31/2019 5:32 PM
3	yes everything was ok	1/30/2019 9:57 PM
4	We could have used a few more hours on both ends.	1/30/2019 2:49 PM
5	Yes. Maybe a set of tools and some accessories freely available might be useful.	1/28/2019 5:34 PM
6	Definitely missed carpeting in the exhibition hall gangways, it made it look bare. Also, the bright lighting from the buoy and lighthouse manufacturers was an annoyance. The regulation that no sanding, sawing or painting was allowed in the hall was an excellent idea that prevented dust that inevitably requires cleaning.	1/25/2019 8:08 PM
7	We got good service from organizer when preparing stand.	1/25/2019 3:33 PM

## Q6 Do you feel that the delegates had sufficient time to access your stand?

Answered: 18 Skipped: 9

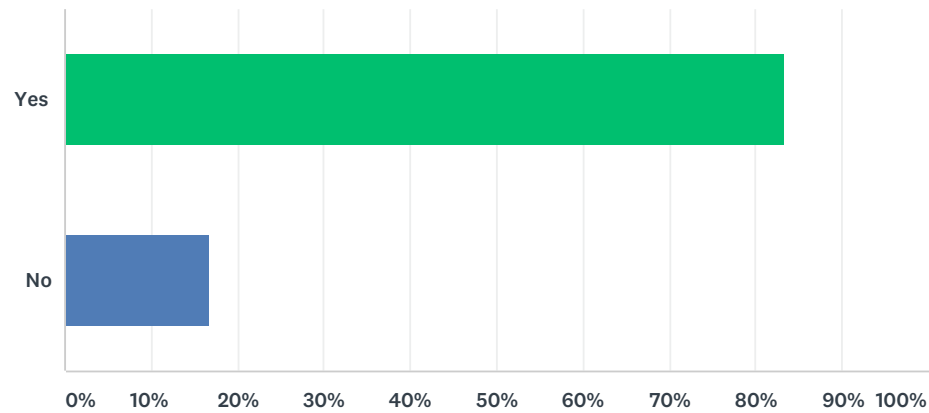


ANSWER CHOICES	RESPONSES
Yes	44.44% 8
No	55.56% 10
TOTAL	18

#	PLEASE COMMENT HERE	DATE
1	See above ítem 3.	2/5/2019 2:14 AM
2	Exhibition area should be closer to conference area.	2/4/2019 11:15 AM
3	When choosing the conference location, the interactions with the IM exhibitions shall be an higher priority than in Incheon. It shall be though like IKEA experience... Exhibitions and conference all shall be next door, entrance to the conference go through the exhibitions, coffee break in the exhibitions. Avoid local (noisy) animation during the exhibitions time.	1/31/2019 6:24 PM
4	The delegates need to be driven to the exhibits area better. Passing through to get lunch was not really sufficient.	1/31/2019 5:29 PM
5	See remarks before.	1/30/2019 9:57 PM
6	There could be made more provisions in the main program dedicated to exhibition. Maybe arrange some sessions on various speaker's corner etc	1/30/2019 7:43 PM
7	The exhibition was too far from the delegates area	1/30/2019 4:33 PM
8	The meeting was held too far away from the stands.	1/30/2019 2:49 PM
9	The exhibition hall was too far from conference and entrance of the hall.	1/25/2019 3:33 PM

Q7 Would you like to see a dedicated session included in the conference agenda for delegates to visit the exhibitor hall?

Answered: 18 Skipped: 9



ANSWER CHOICES		RESPONSES	
Yes		83.33%	15
No		16.67%	3
TOTAL			18

## Q8 What suggestions do you have to improve the engagement opportunity between delegates and exhibitors?

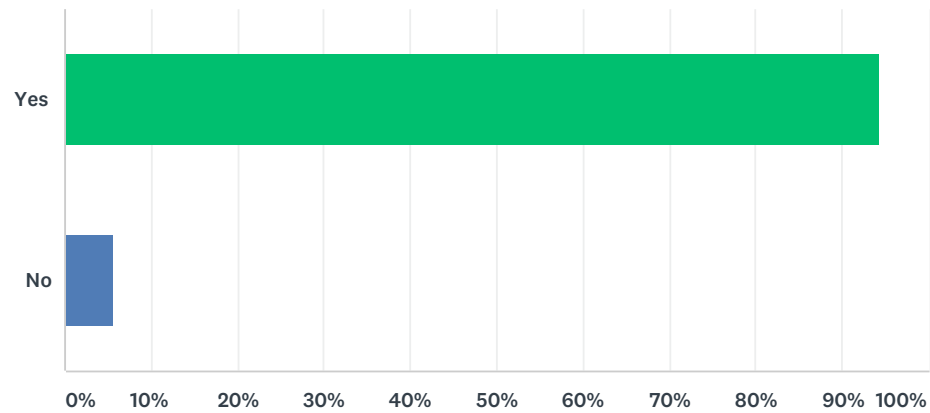
Answered: 18 Skipped: 9

#	RESPONSES	DATE
1	The dedicated session is a good idea. More time during every day to visit the stands.	2/5/2019 2:14 AM
2	No suggestions.	2/4/2019 11:15 AM
3	We believe that we had ample opportunity to talk to the delegates.	2/1/2019 10:55 AM
4	dedicate 1 hour time slots before lunch to visit the exhibition hall	1/31/2019 10:10 PM
5	In booking to the conference, delegate may indicate there expectations (VTS, AtoN, e-navigation...) and allow details communication to the exhibitors so that we can organize meeting slot up front to the conference.	1/31/2019 6:24 PM
6	ok	1/31/2019 5:32 PM
7	Events on the exhibit floor. Cocktail Party - Opening reception.	1/31/2019 5:29 PM
8	more time between conference sessions	1/30/2019 9:57 PM
9	Nothing comes to mind	1/30/2019 7:43 PM
10	Have the exhibition area adjacent to the conference area	1/30/2019 4:33 PM
11	Conference and exhibit should be closer, or better placed, together.	1/30/2019 2:49 PM
12	More time for visiting exhibition. Close distance between exhibition and conference hall.	1/30/2019 2:10 PM
13	,	1/30/2019 2:09 PM
14	Possibility for every exhibitor to have a 10 min product presentation for the delegates.	1/28/2019 5:34 PM
15	Delegates generally consider industrial members as second class citizens. Change that perception.	1/26/2019 9:16 AM
16	None, past conference was good.	1/25/2019 8:08 PM
17	Quicker access to the exhibition hall.	1/25/2019 3:33 PM
18	rapport	1/25/2019 3:28 PM



Q9 There was a new format agenda that included an innovation session. Would you like to include this at the next conference?

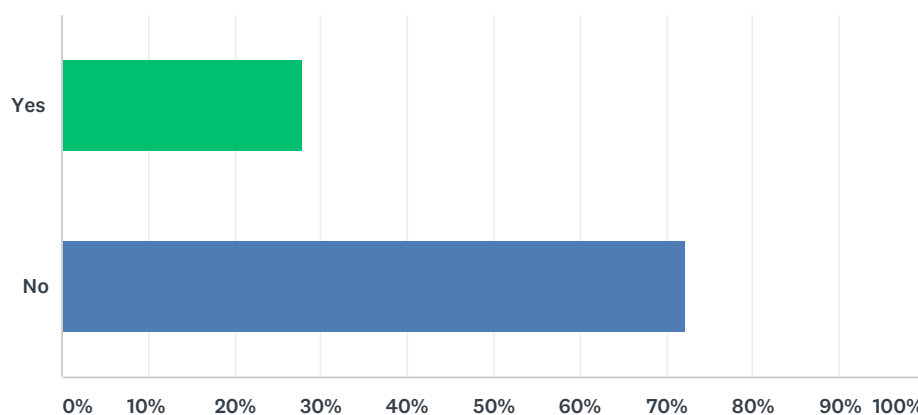
Answered: 18 Skipped: 9



ANSWER CHOICES		RESPONSES	
Yes		94.44%	17
No		5.56%	1
TOTAL			18

# Q10 Would you like an awards ceremony for exhibitors to be considered? Eg. Best stand award, most innovative stand etc.

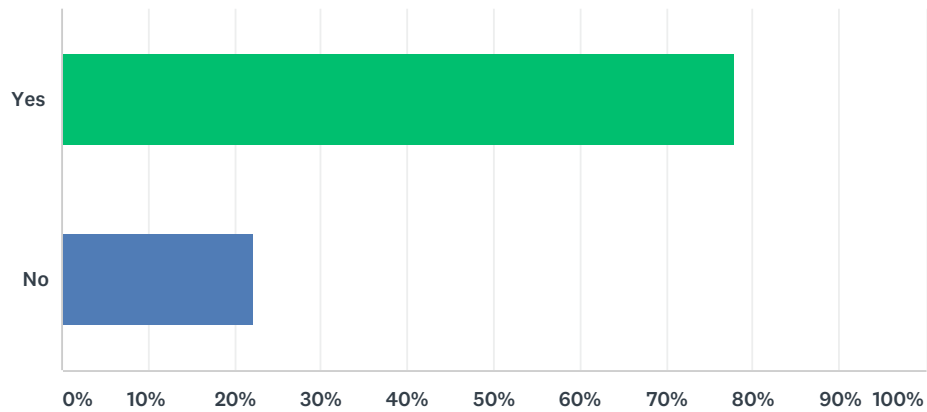
Answered: 18 Skipped: 9



ANSWER CHOICES		RESPONSES	
Yes		27.78%	5
No		72.22%	13
TOTAL			18

Q11 Do you think Exhibitors should be able to attend the sessions?

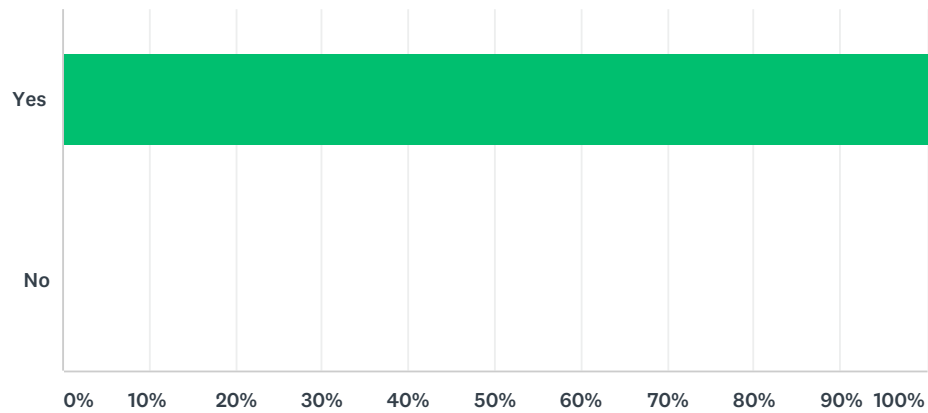
Answered: 18 Skipped: 9



ANSWER CHOICES		RESPONSES	
Yes		77.78%	14
No		22.22%	4
TOTAL			18

Q12 Would you like to have access to the technical presentations at the conference?

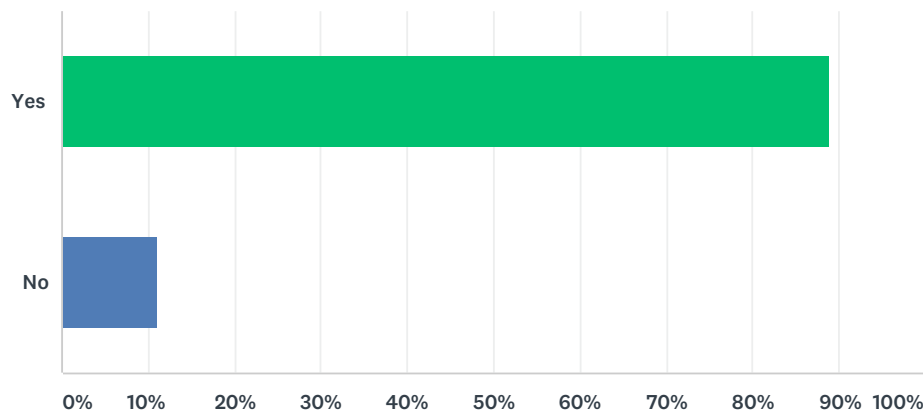
Answered: 18 Skipped: 9



ANSWER CHOICES		RESPONSES	
Yes		100.00%	18
No		0.00%	0
TOTAL			18

## Q13 Thinking about the networking opportunities, did you find the Industrial Members Evening to be a good networking opportunity?

Answered: 18 Skipped: 9

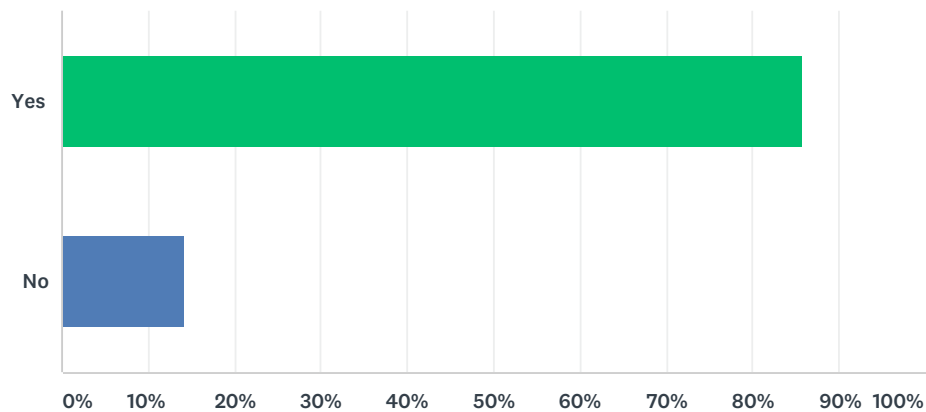


ANSWER CHOICES	RESPONSES	
Yes	88.89%	16
No	11.11%	2
TOTAL		18

#	PLEASE INCLUDE ANY OTHER IDEAS YOU HAVE TO INCREASE NETWORKING OPPORTUNITIES AT THE CONFERENCE:	DATE
1	Possibility to exchange sitting with other people	2/5/2019 2:14 AM
2	During the Industrial Members evening people are grouping by affinities and nationalities. Games was a good idea but participation to games could be organized with teams made of mixed people which could be a good opportunity to socialize.	1/30/2019 9:57 PM
3	I believe this evening is a tradition and expected event for many.	1/28/2019 5:34 PM
4	Cancel and save €140.000. Adds no value	1/26/2019 9:16 AM
5	The opening reception, although well organised, should have been less formal to allow more mingling among guests.	1/25/2019 8:08 PM
6	more site touring on relevant	1/25/2019 3:28 PM

## Q14 Do you intend on exhibiting at Rio de Jenerio 2022?

Answered: 21 Skipped: 6



ANSWER CHOICES		RESPONSES	
Yes		85.71%	18
No		14.29%	3
TOTAL			21

## Q15 Please advise why you are choosing not to exhibit:

Answered: 3   Skipped: 24

#	RESPONSES	DATE
1	We have not decided whether or not to exhibit in the next IALA Conference, to be honest. We may choose to exhibit in the course of time, but at the moment, we are not 100 per cent sure.	2/1/2019 11:05 AM
2	too early to decide	1/31/2019 7:52 PM
3	too far to attend	1/30/2019 2:09 PM

## Q16 Do you have any other feedback that you wish to include?

Answered: 8 Skipped: 19

#	RESPONSES	DATE
1	No.	2/4/2019 11:15 AM
2	No.	2/1/2019 11:06 AM
3	no	1/31/2019 7:52 PM
4	.	1/30/2019 2:09 PM
5	The fees for the exhibitors and for the delegates are quite expensive, and we believe the costs are limiting the amount of attendees	1/28/2019 5:37 PM
6	Please do not position the Exhibition to far away from the delegates conference room.	1/28/2019 1:59 AM
7	-	1/25/2019 8:08 PM
8	No	1/25/2019 3:29 PM