

Croatia

Fact-Finding Mission

October 14 - 20, 2018



REGISTRATION NOW OPEN!

Join the NMMA, Croatian Boating Industry Association and the US Commercial Service for a week-long fact-finding mission to learn firsthand about the growing boating market in Croatia. During this trip, we'll travel as a small group to explore potential business opportunities and growth areas for our industry in key areas of Croatia. We will focus on gathering information on new projects, new contacts and new opportunities, in addition to networking with industry stakeholders and potential customers.

The trip includes all activities detailed on the itinerary including a full day at the Biograd International Boat Show, considered to be Croatia's premier boating event. Attendance also includes participation in Biograd B2B, a nautical business networking event held during the show, at no extra cost to you.

Why Croatia?

Croatia's economic growth since its independence and accession to the European Union in 2013 has created steady growth for the country and an increased demand for recreational boats and marine equipment.

With what is arguably one of the most beautiful coastlines in the world, Croatia offers great opportunities for marine businesses. Boat ownership is on the rise as is access to financing and leasing and the number of boats in charter. This increase in demand for boats has not only boosted imports but also local production and marina development; creating opportunities for both boat builders and equipment/component manufacturers alike. Currently, about 90 percent of raw materials and boat equipment for production are imported.

Croatia has almost 140 nautical ports (half of which are marinas) along its mainland and island coastline which house over 17,000 in-water berths and almost 5,000 dry berths—creating a vast market for U.S. marine products of all types.

Overall, Croatia is on the cusp of emerging as an important market and gateway for the southeast European region. Establishing key contacts and laying the groundwork now to capitalize on this emergence is encouraged for NMMA members looking to establish a position in this growing market. **Seize the opportunity. REGISTER TODAY!**



Organized by:



In conjunction with:



Registration fee:

\$895* first company delegate

\$795* second company delegate

*Non-member surcharge of \$250 will apply to each delegate

Includes all activities noted on agenda. Excludes airfare, hotel, some meals, airport transfers and incidentals.

Trip Itinerary*

*All activities subject to change

Sunday, October 14:

Dubrovnik, Croatia

- Delegates arrive to Dubrovnik
- **Welcome Group Dinner**

Monday, October 15:

Dubrovnik to Split

- **Group Breakfast "Country Briefing"** - Overview of Croatia, it's recreational boating sector and business considerations for doing business in Croatia.
- **All day site visits** to include ACI Marina Dubrovnik & charter company Sunsail. *Considered one of the best marinas in the Adriatic, it provides year-round shelter with 380 wet berths and 140 dry berths. Also includes visit to Marina Frapa Gruz, Dubrovnik's biggest – still under construction*
- **Group lunch**
- Depart via bus to Split early evening

Tuesday, October 16:

Split, Croatia

- **All day site visits** to include marina, distributor, charter company and manufacturer visits
- **Nautika Centar Nava** - one of the oldest privately owned nautical companies in Croatia. They started as a charter company in 1990 and evolved to a firm with over 30 employees, experts on boating industry
- **ACI Marina Split** – This 360 berth marina is located in the southwestern corner of Split 's harbor
- **More Brodovi** - yacht builder
- **Group lunch**
- **AD Boats (Salona Yachts)** - yacht builder & shipyard
- **Lalizas Distributor & Marina Store** – distributor of more than 10,000 products

Wednesday, October 17:

Trogir, Croatia

- **All day site visits** to include marina, shipyard and distributor
- **Marina Kaštela** - provides docking space for the Bavaria fleet of sailing yachts
- **SCT Marina**, marina and refit facility for all types of vessels
- **Nautica Kufner** – leading charter company with fleet of 58 yachts
- **Working lunch** - presentation on opportunities in Slovenia
- **Baotić Marina**

Thursday, October 18

Biograd, Croatia

- **Site visit** to D-Marin Dalmacija (Sukošan), Croatia's largest marina operator with 11 marinas
- **Group lunch** on site at the marina
- Travel to Biograd, Croatia
- Networking **Sailing Excursion**
- **Private group networking dinner at Biograd Boat Show**
- Overnight in Biograd

Friday, October 19

Biograd Boat Show

- **All day boat show** and B2B networking appointments via the Biograd B2B - a Nautical Business Networking Event held during the Biograd Boat Show, connecting professionals from the boating and nautical tourism industries. You will have the opportunity to register in a Business to Business Directory, and to search and schedule meetings with other participants
- **Biograd B2B Bash** – networking event
- Overnight in Biograd

DON'T MISS THIS OPPORTUNITY. REGISTER TODAY!

Space is very limited. Limit of 2 representatives per member company
Contact Julie Balzano, jbalzano@nmma.org - Tel: 954-441-3234
Registration Deadline: August 24th, as space allows