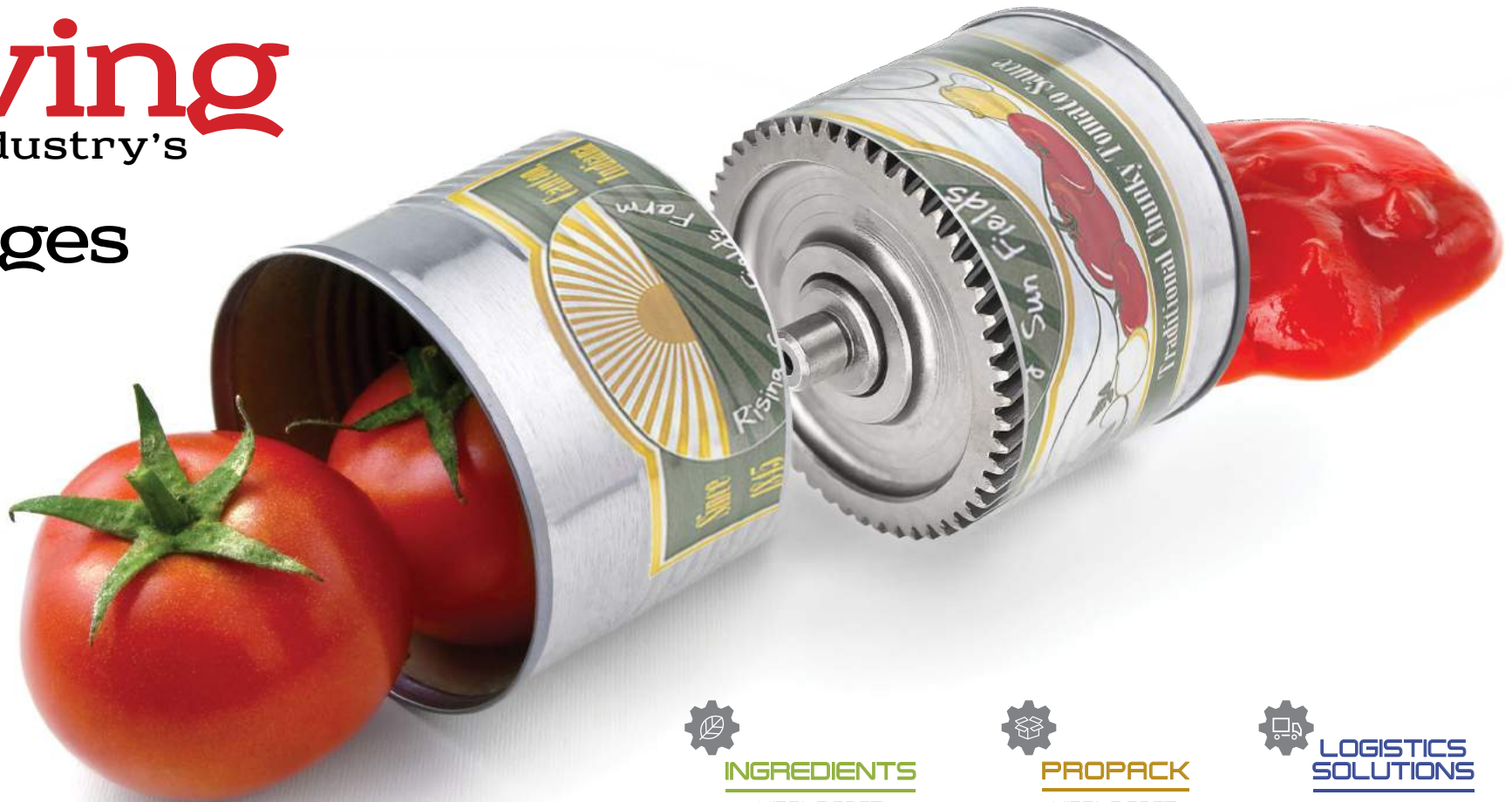


Solving

the F&B industry's
production
challenges



INGREDIENTS
MIDDLE EAST



PROPACK
MIDDLE EAST



**LOGISTICS
SOLUTIONS**
MIDDLE EAST

Organised by



POST SHOW REPORT

Show Highlights



HOSTED BUYER PROGRAMME

Gulfood Manufacturing hosted the region's biggest buyer programme. Over 2,000 top senior food and beverage manufacturers from around the world talked business and firmed up deals with exhibitors.



FOOD LOGISTICS FORUM

Over 1,000 delegates learned best practices and trends in food logistics including connectivity, demand and supply, transportation, storage, technology and new supply routes.



THE TALKS

Food manufacturing professionals gained insights from global specialists and market leaders in F&B Manufacturing Investment, F&B Innovation, FMCG product development and lots more.



SHOW SIZE OVER

60,000 m²

SHOW TYPE
**TRADE
EXHIBITION**

2016 EDITION

3rd

FREQUENCY
ANNUAL

1,560
Exhibitors
representing

58
Countries

32,499 F&B manufacturers from **160** Countries

NEXT EDITION



GULFOOD
MANUFACTURING

31 OCT - 2 NOV 2017
Dubai World Trade Centre



**HIS EXCELLENCY DR. RASHID BIN AHMED
BIN FAHAD, UAE MINISTER OF STATE
OPENED GULFOOD MANUFACTURING 2016**



Exhibitor Profile

Ingredients

Processing

Packaging

Transport &
Logistics

Industrial Parks

Government

Associations

Enterprise &
Free Zones

COUNTRY PAVILIONS REPRESENTED:

| | |
|-----------|--------------|
| Argentina | Lebanon |
| Austria | Netherlands |
| China | Poland |
| Cyprus | Portugal |
| Denmark | Saudi Arabia |
| Egypt | Singapore |
| France | Spain |
| Germany | Switzerland |
| Greece | Taiwan |
| India | Turkey |
| Indonesia | UK |
| Iran | Ukraine |
| Italy | Uruguay |
| Jordan | USA |



EXHIBITOR SUCCESS STATEMENTS

"Our new plant extracts and ingredient applications have gained immense interest and we've met major buyers from India, Africa, Iran, Europe and Middle East. The show provides access to multiple markets. It is an unrivalled lead generation opportunity."

GAYATRI VIVEK DAMLE, PRODUCT MANAGER
DÖHLER

"Gulfood Manufacturing is a core revenue driver for us over the last two years. It opens up vast business development avenues and is a perfect platform for us to grow our production line equipment, and meet a global audience of influential F&B manufacturers."

AMIR SOTOUDEH, MANAGING DIRECTOR
MULTIVAC

"This is our first time participating at the show and we have been delighted with the business leads. We are looking forward to being a part of the show next year to further expand our business."

JOHN BIALCKI, PRESIDENT
LAKO TOOL & MANUFACTURING

Key Exhibitors

Al Thika Packaging LLC
BEMA
Cargill Europe
Dohler Middle East
Falcon Pack
Fanar Al Khaleej Trading
GEA Food Solutions Germany GmbH
Griffith Laboratories Worldwide
IFFCO Group of Companies
IMA Industries Srl
IPS
Interplast Co. Ltd.
Ishida Europe Limited
Kay Dee Solutions LLC
Lesaffre
Mecatherm Group - Middle East Factory for Machines Co. Ltd.
Multivac
Rieckermann GmbH
Sensient
Symrise AG
Tate and Lyle DMCC
Tetra Pak FZE
Wilmar International Ltd.
AND many more

Visitor Profile

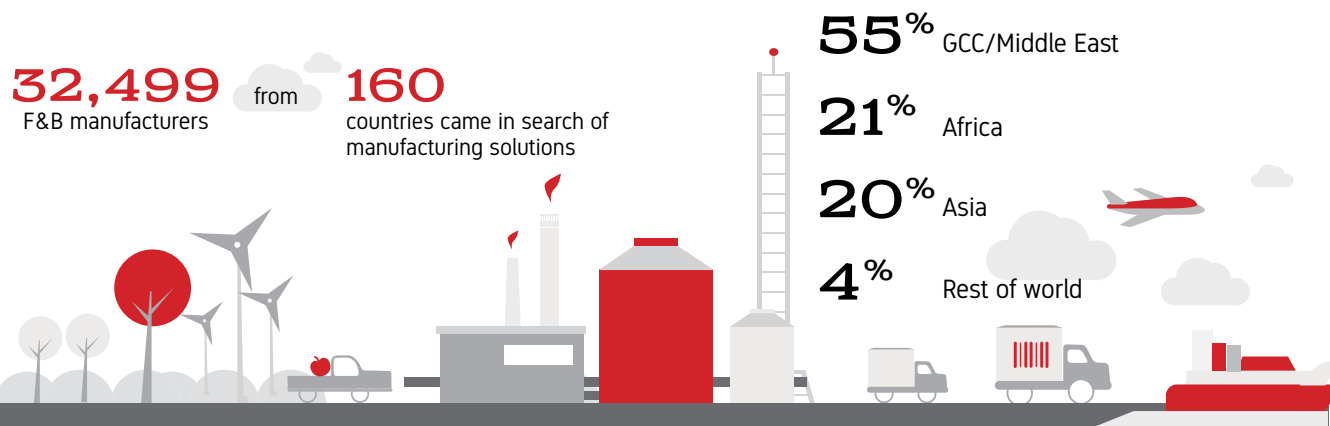


14%
Executives

15%
Senior Managers



71% Owners, Board of Directors, CEOs



INGREDIENTS

MIDDLE EAST

Visited by: Importers, wholesalers, distributors, retailers, consultants, purchasing heads, researchers, academics, quality control regulators and others.



PROPACK

MIDDLE EAST

Visited by: Plant owners, managers, engineers, research and development (R&D), quality assurance personnel, packaging specialists and others.



LOGISTICS SOLUTIONS

MIDDLE EAST

Visited by: Cargo handlers, importers, exporters, retailers, quality control personnel, operations managers, port operators and regulators.

VISITORS SAID:

"This is the No. 1 Platform to source ingredients and processing solutions, all in one place. The diversity of suppliers we meet here is unmatched by any other platform and is good business for us."

VIKESH KUMAR SINGH
PROJECT ENGINEER
ODTIN FOOD SOLUTIONS

"Gulfood Manufacturing is an essential outreach in food processing. We locate viable suppliers here whom we would never have found through any other trade channel."

GAUTAM K.S.
MANAGER
BREWING GADGETS

"I have met a variety of feasible suppliers here. I have found food manufacturing solutions meeting my requirements and my procurement budget, so I am happy."

SHAIK WAJEED ALI
MANAGING PARTNER
GLOBAL ENGINEERING & TRADE SERVICES

Gulfood Manufacturing visitors came with an average budget of US\$ 3 million, to spend with exhibitors and source manufacturing solutions.

**TOP 6 REASONS WHY
FOOD MANUFACTURERS
VISIT **GULFOOD**
MANUFACTURING:**

1. To source new suppliers
2. To meet current suppliers
3. To appoint a new supplier and buy manufacturing solutions
4. To see new innovations
5. To identify business opportunities
6. To network with the global F&B processing industry

IMPORTANCE OF THE SHOW

95%

visitors said attending
Gulfood Manufacturing was
important for business

SATISFACTION RATING

90%

visitors will return to the
2017 edition

85%

visitors were completely satisfied
with the show

**INTERNATIONAL
VISITOR ATTENDANCE
ROSE 26% AT THE 2016
EDITION**

VISITOR RETENTION

57%

returning visitors

42%

new visitors



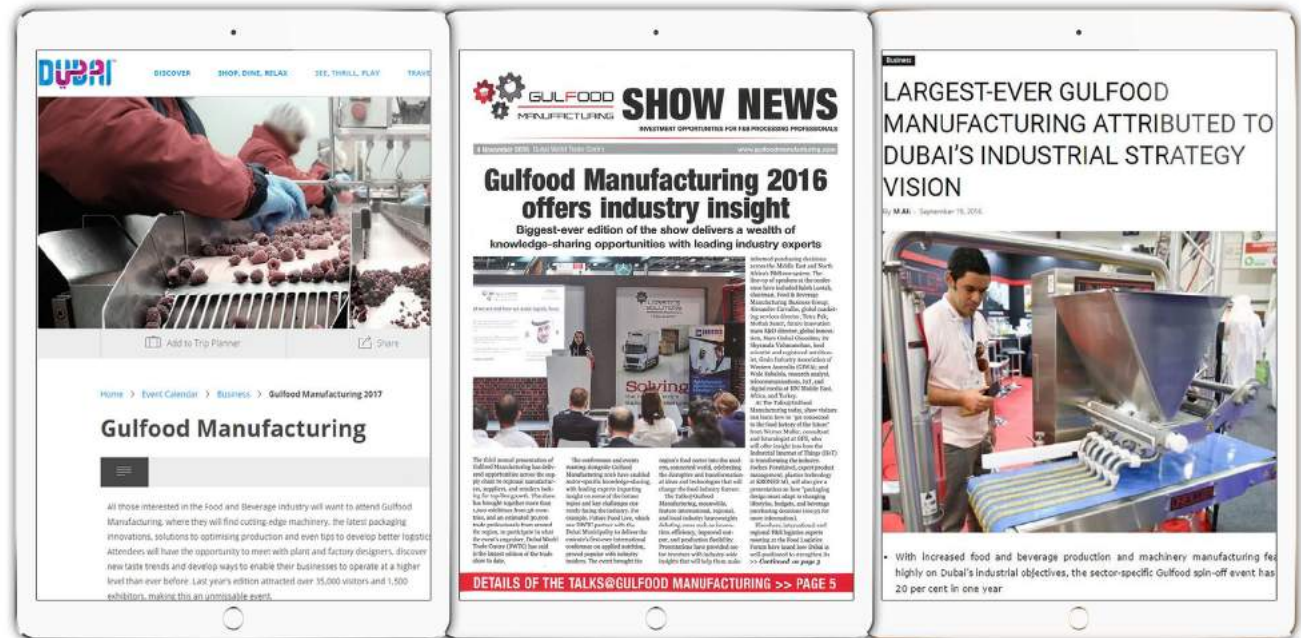
The campaign generated
a PR value equivalent of
US\$ 7.6 million

The total circulation of
coverage received was
104 million F&B professionals globally

Marketing & PR campaign

A TARGETED BUYER ACQUISITION CAMPAIGN FOR EXHIBITORS THAT EXTENDED TO 160 COUNTRIES WORLDWIDE

Exhibitors met a truly international pool of qualified buyers at Gulfood Manufacturing 2016. This was a direct result of the show's multi-million dollar investment in a targeted visitor programme that drew buyers from within the GCC as well as Africa, Asia and the rest of the world.



A TOTAL OF 705
CLIPPINGS IN PRINT,
ONLINE AND BROADCAST
MEDIA WERE GENERATED
DURING 2016

Book your stand & sponsorships at the 2017 edition

SPACE ONLY



AED 1,550/m²

SHELL SCHEME



AED 1,825/m²

DOUBLE DECKER



AED 800/m²

CONCOURSE SPACE ONLY



AED 2,325/m²

CONCOURSE SHELL SCHEME



AED 2,600/m²

Don't forget!
Enhanced Internet
Listing (AED 1,200) and
Compulsory Insurance
(AED 550)

Contact the team:

STAND BOOKINGS

Goli Vossough
Senior Project Manager
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Partner



Official Airline
Partner

