

Facilitating trade in the
US\$ 4.67 trillion*
food & beverage processing
industry of the world

**GULFOOD
MANUFACTURING**

31 OCT - 2 NOV 2017
DUBAI WORLD TRADE CENTRE
gulfoodmanufacturing.com

INGREDIENTS

PACKAGING

PROCESSING

AUTOMATION & CONTROLS

SUPPLY CHAIN SOLUTIONS

POST SHOW **REPORT**

SHOW HIGHLIGHTS

His Highness Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum, inaugurated Gulfood Manufacturing and interacted with exhibiting companies.

80,000

SQUARE METRE

show floor featuring the world's most active F&B solution providers.

36,125

trade visitors / buyers from 82% of the globe sourcing top trending technologies, products & services for their businesses.

“
A great show to
capture new
business.”

EXHIBITOR

MOHAMED IBRAHIM
Business Consultant, Gulf Packaging Systems



THE PLACE FOR REAL BUSINESS

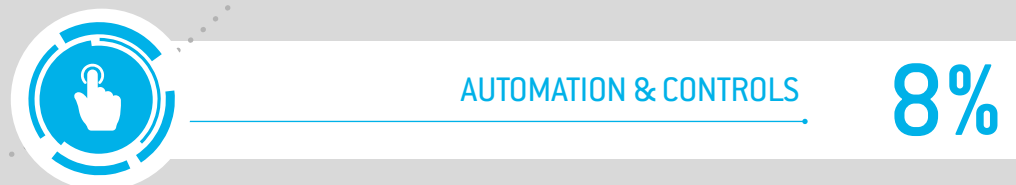
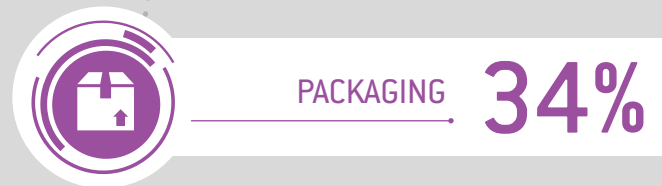
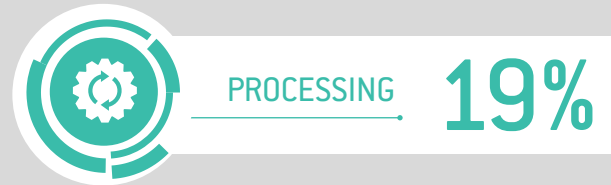
Trade visitors had an annual average budget of **US\$ 2 million** to spend on food production solutions in general

Almost 90% trade visitors allocated a budget of up to **US\$ 500,000** to spend with exhibitors at the show or 12 months post show

Over **50%** were repeat visitors loyal to the show, rating it as the best venue for doing business within the F&B manufacturing sector

BUYER PROFILE

SOLUTIONS BUYERS CAME TO SOURCE



INDUSTRIES BUYERS REPRESENTED



MEAT & POULTRY



BAKERY



DAIRY



BEVERAGE



FRUIT & VEG



SEAFOOD



GRAINS



CONFECTIONERY



AROMAS AND
ESSENCES



CONVENIENCE &
SNACK FOODS



AND
ALL OTHERS...

Global food processing buyers come to Gulfood Manufacturing for these **top 5 reasons**

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

BUYER STATS

13%

MORE INTERNATIONAL
BUYERS THAN 2016 SHOW

19%

MORE UAE BUYERS
THAN 2016 SHOW

How did Gulfood Manufacturing's Net Promoter Score rank in relation to other similar regional shows?

+20 GULFOOD
MANUFACTURING **vs** **+5** OTHER
REGIONAL SHOWS **i.e** **+15** ABOVE
AVERAGE

ALMOST **50% OF BUYERS**

came to the show with pre-determined budgets and lists of products/solutions for their businesses

“ Buyers here have been **very receptive** to our French F&B technologies.”

”

EXHIBITOR

JEAN-MARC DORE
CEO, GREPPIA



BUYER CONFIDENCE RADIOMETER

95%

Visitors / Buyers
were **satisfied with
the show**

97%

Visitors / Buyers rank the
event as **important to
their business**

85%

Visitors / Buyers
will return to the 2018
edition of the show

BUSINESS THAT WENT ON...

Tetra Pak showcased the next generation of food processing and packaging technologies

Frico displayed emerging air curtains and cold storage solutions for the first time

Kawasaki demoed robotic palletising applications for food warehousing and transport

Italia put up the biggest ever pavilion with 3,400 sq. meters of world class Italian technology

Ford Motors showcased the Transit Custom chiller van for F&B cold chain

Symrise explored 'the best of science, best of nature and best for you' ingredient philosophies

These were just a few among 1000s of exhibitor solutions presented to eager buyers with allocated budgets.



[CLICK HERE TO SEE FULL EXHIBITOR LIST](#)

GEOGRAPHICAL PULL

All major F&B manufacturing technology countries were present, including:

Australia
Austria
China
France
Germany
India
Iran
Italy
Japan
Korea
Malaysia
Pakistan
Russia
Saudi Arabia
Spain
Switzerland
Taiwan
Turkey
UK
USA
& 39 more...



1,600

EXHIBITORS

[up 45% since the first edition of the show in 2014]

59

EXHIBITING
COUNTRIES

41

COUNTRY
PAVILIONS

EXHIBITOR CONFIDENCE RADIOMETER

90%

Exhibitors expect to generate an aggregate average business **revenue of up to US\$ 2 million**

96%

Exhibitors consider the show as important towards hitting their annual sales targets and **overcoming economic barriers**

90%

Exhibitors were happy with the quality of visitors / buyers and **85% were happy** with the quantity of visitors

SHOW FEATURE

GULFOOD MANUFACTURING INDUSTRY EXCELLENCE AWARDS

Rewarding best practices & innovation within the food manufacturing industry value chain, celebrated through a sparkling, memorable evening at Armani Hotel, Dubai.

72

ENTRIES

39

FINALISTS

6

WINNERS

6

HIGHLY COMMENDED

A W A R D C A T E G O R I E S

MANUFACTURING INDUSTRY

Major Plant Expansion or Renovation
Incorporating Ground-Breaking Technology
Greenfield Facility
Major Plant Automation Upgrade
Major Plant Food Safety Initiative
Major Plant Sustainability Initiative
Cost/Waste Reduction Of The Year
Environmental Initiative Of The Year

PACKAGING & PROCESSING

Process Innovation
Packaging Design
Product Protection
Distributor and/or Integrator of the year
Outstanding Customer Service
Robotics/Industrial Vision

INGREDIENTS INNOVATION

Most Innovative Food Ingredient
Most Innovative Health Food Ingredient

SUPPLY CHAIN

Environmental Improvement
Freight Transport Best Practice
Supply Chain Innovation
Best Warehouse
Best Commercial Vehicle (light/heavy)



[CLICK HERE TO SEE LIST OF WINNERS](#)



SHOW FEATURE

THE 'BIG BUYERS' PROGRAMME

Featuring one of the biggest hosted buyer programmes in the region, recruiting **serious F&B buyers** from across the Middle East, Africa and South Asia.

2,000+
BUYERS HOSTED

4,000+
MEETINGS ARRANGED

A pre-determined budget of **US\$ 502,000** average is to be spent by hosted buyers over the next 12 months with show exhibitors.



SHOW FEATURE

KEY SPEAKERS PANEL

| BUSINESS TALKS CONFERENCE

Learning from the best minds in the business and discovering new ways to steer business in a more “future-friendly” direction.

CONFERENCE TOPICS INCLUDED:

- | Are you ready for VAT?
- | Construction & operation of food establishments
- | Industry 4.0 and digitalisation
- | Top 10 processed food trends in 2017 and many more...

5,000
DELEGATES

26
SPEAKERS



SALEH ABDULLAH LOOTAH
Chairman
F&B Manufacturers Group,
Dubai Chamber



SHRAVAN NARULA
Market Analyst Consumer Insights
The Nielsen Company



AHMAD ROUSTOM
Regional Country Manager
Blücher



TAREK EL SAKKA
CEO
Dubai Refreshment Company



ABDULLA BELHOUL
CEO
Dubai Food Park



VALENTIJN DE LEEUW
Vice President
ARC Group



DAVID LEFEBVRE
Food & Beverage
Industry Leader
Rockwell Automation



BOBBY KRISHNA
Food Safety Specialist,
Food Control Department
Dubai Municipality

BREAKING THE NEWS

The show's marketing & PR
campaign generated a PR value
equivalent of

**US\$ 6.5
MILLION**



The total circulation of
coverage received was

**US\$ 1.1
BILLION**

F&B professionals globally



A total of

**600
CLIPPINGS**

in print, online and broadcast
media were published



**GULFOOD MANUFACTURING WAS TALKED ABOUT IN ALL MAJOR REGIONAL AND INTERNATIONAL NEWS NETWORKS
(PRINT, BROADCAST, ONLINE):**



and many more...

BIG TO MID-SIZE BUSINESSES WERE ON THE FLOOR TO TRADE WITH EXHIBITORS

FMCG COMPANIES



RESTAURANTS & CAFÉS



SUPERMARKETS



HOTELS



BOUTIQUE STORES



AIRLINES & CARRIERS



These are just a few among 1000s of serious buyers who were recruited by the show to do business with its exhibitors.

BOOK YOUR STAND & SPONSORSHIPS FOR THE GULFOOD MANUFACTURING 2018 EDITION

6-8 NOVEMBER 2018
DUBAI WORLD TRADE CENTRE

SPACE ONLY



AED 1,600/m²

SHELL SCHEME



AED 1,900/m²

DOUBLE DECKER



AED 800/m²

CONCOURSE SPACE ONLY



AED 2,400/m²

CONCOURSE SHELL SCHEME



AED 2,675/m²

Add-on compulsory charges | Registration fee : AED 1,000 | Enhanced Internet listing : AED 1,200 | Exhibitor Insurance : AED 550 | All prices subject to 5% VAT

CONTACT THE TEAM

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