



6-8 Nov 2018

DUBAI WORLD TRADE CENTRE

SUPPLY CHAIN SOLUTIONS



DELIVERING REAL BUSINESS TO GLOBAL SUPPLY CHAIN COMPANIES



Email: gfm@dwtc.com

Gulfood Manufacturing is a

GLOBAL BUSINESS EVENT

connecting supply chain companies to food & beverage industry buyers.

This is the preferred sourcing event for key supply chain buyers from across the Middle East, Africa and Asia.

SOLUTIONS ON SHOW:



Warehousing



Materials Handling



Logistics



Software & Technology



Cold Chain



Transportation



Safety & Security

If your business operates in any of these key areas, showcasing your solutions at Gulfood Manufacturing will introduce you to the most essential buyers who are actively looking for your products and services at this very moment.

Over **5,200 trade buyers** specifically came to Gulfood Manufacturing to buy supply chain and material handling solutions last year.

The average buyer at Gulfood Manufacturing has an allocated budget of **US\$ 2 million** to spend with exhibitors.

WHERE DO TRADE BUYERS COME FROM?

Although majority are from the MEASA region, buyers visit from around the world:

Algeria	Ethiopia	Kenya	Morocco	Saudi Arabia	Tunisia
Armenia	Hong Kong	Korea	Nigeria	Singapore	Turkey
Bahrain	India	Kuwait	Oman	South Africa	Turkmenistan
Belarus	Iraq	Kyrgyzstan	Pakistan	Sri Lanka	Ukraine
Bhutan	Italy	Lebanon	Philippines	Sudan	USA
Canada	Japan	Malaysia	Romania	Taiwan	Uzbekistan
Egypt	Kazakhstan	Moldova	Russia	Tajikistan	and more...

BOOK YOUR STAND: gfm@dwtc.com

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THE MEASA REGION A POWERHOUSE FOR SUPPLY CHAIN SOLUTIONS DEMAND

As countries in Middle East, Asia and Africa pursue **political transformation and economic diversification, transportation and logistics investment** is becoming the cornerstone to future growth with its value expected to reach

\$200 BILLION by 2020.

Nearly **1/2** of all food grown globally **NEVER MAKES IT TO A CONSUMER'S PLATE***

Annual food industry losses add up to more than **US\$750 billion***

Food waste is primarily due to:

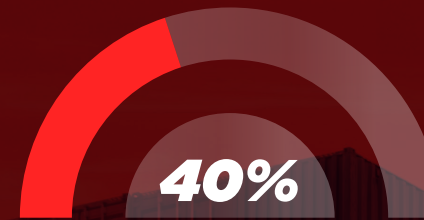
1. **Lack of proper facilities**
2. **Low-grade food handling**
3. **Inefficient cold chains**

The global cold chain market will reach **US\$382 billion by 2025****

*US Department of Commerce ** Grand View Research

GLOBAL

MIDDLE EAST



Among GCC nations, **Saudi Arabia's logistics** market is the largest, accounting nearly 40% of the total market size in the region.*

Consumers are seeking to enrich their palate with exotic foods from different parts of the world, such as:



FRUIT



FRESH
VEGETABLES



SEAFOOD



MEAT



OTHER
PRODUCE

**CONTAINER PORT
TRAFFIC IN THE
UAE WILL RISE TO
28.4
TEUS
BY 2021**

UAE's supply chain sector is showing high performance, stimulated by **global transport and logistics hubs** such as:

- Jebel Ali
- Dubai International
- Dubai South
- Al-Maktoum International
- Khalifa Industrial Zone Abu Dhabi (KIZAD)
- Abu Dhabi International

All of these trade zones are experiencing an upturn in trade.

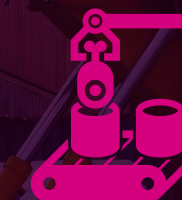
*Gulf News

AFRICA

By 2060, **AFRICA'S MIDDLE CLASS WILL REACH 1.1 BILLION** offering massive demand potential for businesses



Transportation and logistics of food products hold **MOUTH-WATERING POTENTIAL**



Food commodities and agri-business are key drivers as countries move to higher levels of **food processing trade**



Demand for cold-chain services, transport and **temperature controlled storage** facilities is skyrocketing

*Analytiqa

ASIA PACIFIC



Asia Pacific has become the largest regional market for third-party logistics, **OVERTAKING EUROPE**

THIS GROWTH HAS ARISEN FROM



SUSTAINED
ECONOMIC GROWTH



RISING INCOMES



RETAIL GROWTH



Multinational food manufacturers are setting up production locations outside China, **ESPECIALLY NEARBY ASEAN, THANKS TO CHEAPER LABOR COSTS**

* TI's Global Contract Logistics 2017 report

MEET THE REAL DECISION MAKERS

who hold authority to award projects and sign deals.

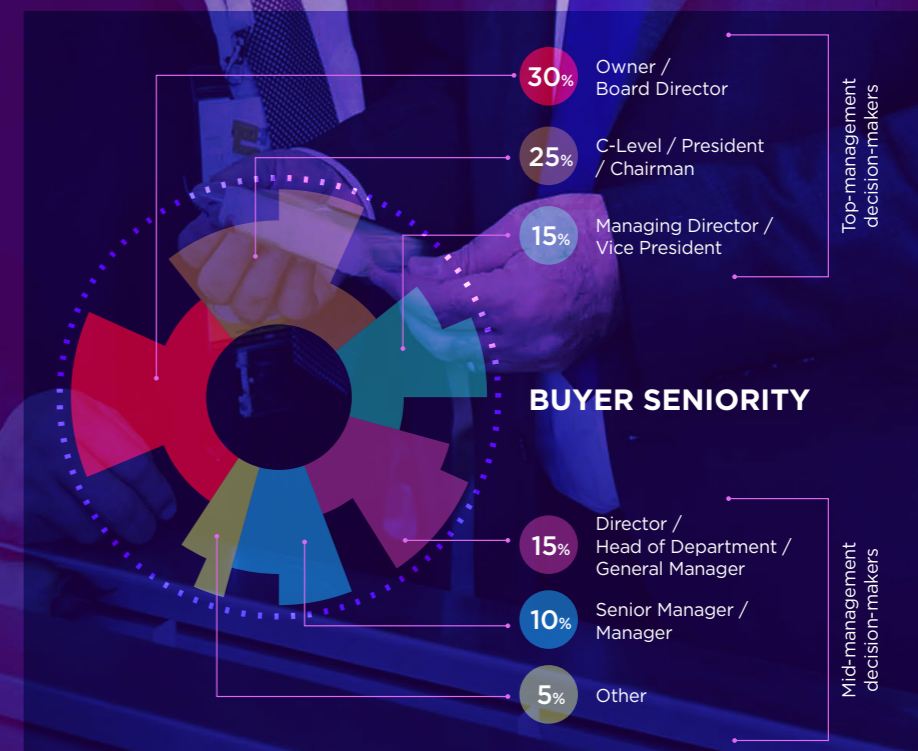
- Your target buyers have given Gulfood Manufacturing a 97% importance ranking to their business. So you can be sure to meet the most active buyers at the show
- Gulfood Manufacturing has been delivering C-level and senior buyers to exhibitors since 2014
- Exhibiting at Gulfood Manufacturing helps you fulfil all your business goals in one go:
Business Development | Quality leads | Market visibility | Rewarding partnerships | Sustainable growth

So why will you miss the chance to exhibit at Gulfood Manufacturing?

BUYER PROFILE

Factory Management
Inventory Management
Purchase & Procurement
Supply Chain
Food Safety
International Transport
Facility Operations
Logistics and Distribution
Fleet Management
Internet Food Delivery
Export & Import Trade
Government Bodies
Ports & Customs
Loss Prevention
And many more

Trade buyers at Gulfood Manufacturing range from small, mid-sized and large to superpower F&B companies:



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SHOW FEATURES FOR THE LOGISTICS INDUSTRY



**A great show
to meet all key
industry buyers.**

EXHIBITOR

Mahendra Menon
Operations Manager,
Ford Middle East & Africa

Securing your stand space is just the start. As a confirmed exhibitor, you will have access to these bonus, power-packed industry features - giving you a much elevated platform to promote your solutions:



GULFOOD MANUFACTURING AWARDS

Rewarding and celebrating food
and supply chain innovations.



'BUSINESS TALKS' CONFERENCE

Educating supply chain
professionals about what
matters most in business.



'BIG BUYERS' PROGRAMME

Connecting the region's
major buyers to supply chain
exhibitors.



**This is the most
important event
for supply chain
players.**

STRATEGIC PARTNER

Nadia Abdul Aziz
President
National Association of Freight
& Logistics (NAFL)

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TRADE SHOWS ARE VOTED THE NUMBER 1 SALES TOOL!

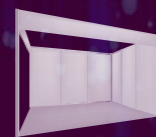
Supply chain businesses around the world are spending more than 50% of their annual marketing budgets on trade shows like Gulfood Manufacturing to hit sales targets.

Trade shows also deliver the lowest CPL (cost per lead) as per industry survey.

Top locations in Supply Chain dedicated halls are selling now.
BOOK YOUR STAND NOW



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 2,700/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



**TO DISCUSS YOUR
BUSINESS GOALS, CONTACT:**

ANDREW KRAWCZYNSKI
Senior Sales Manager

+971.4.308.6034

@ gfm@dwtc.com