



GULFOOD
MANUFACTURING

6 - 8 Nov 2018

DUBAI WORLD TRADE CENTRE

DRIVING THE GLOBAL FOOD MANUFACTURING INDUSTRY AGENDA

POST SHOW REPORT 2018



Ingredients



Processing



Packaging



Automation
& Controls



Supply Chain
Solutions

SHOW HIGHLIGHTS



Inaugurated by:

HH SHEIKH AHMED BIN MOHAMMED BIN RASHID AL MAKTOUM
Chairman of the Mohammed bin Rashid Al Maktoum Knowledge Foundation

3 DAYS OF BUSINESS CONNECTIONS

35,899+

food & beverage manufacturers from 83% of the globe discovered innovative solutions shaping global production

Cost-cutting food solutions & live innovations were showcased by

1,544 exhibitors
from **54+** countries

52+ country pavilions

featured the best of home-grown technologies to an international audience

Larger than life food processing innovations spanned an exhibition surface of over

81,000 m²

SHINING EXAMPLES OF INDUSTRIAL INNOVATION

Everything from robotics, Industrial Internet of Things (IIOT) and smart production technologies to other mouth-watering inventions were showcased by global exhibitors:

- Complete ERP digitalisation systems
by Siemens
- IRB 360 FlexPicker® robot
by ABB
- Chocolate processing machines
by GR Industrial Engineering
- Integrated product lines for cereal based food
by Pavan Group
- Schröder IMAX 400 SMART line Injector
by John Bean Technologies (JBT)
- And many more

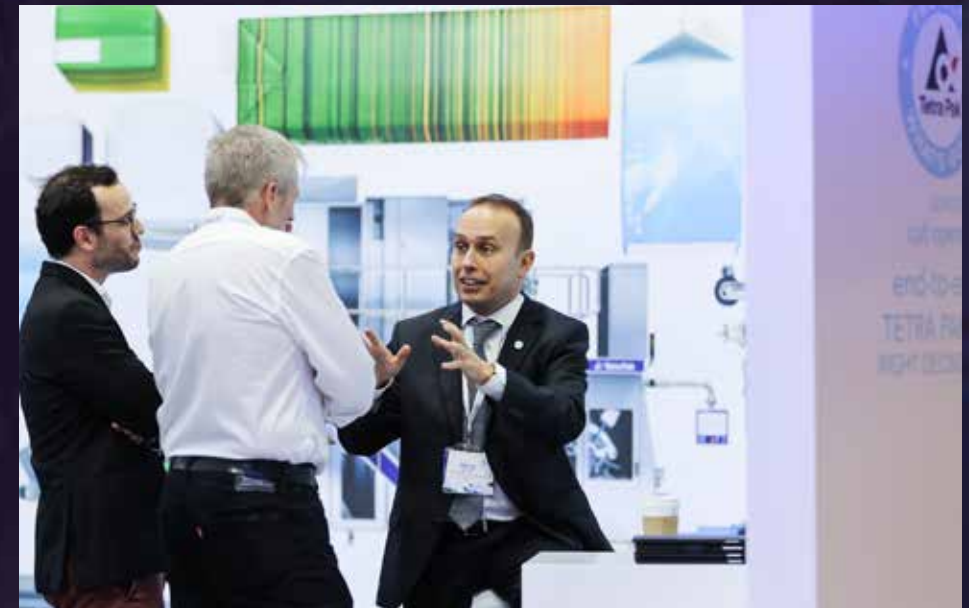


WHY VISITORS LOVED THE SHOW:

96% of trade visitors ranked the show as important for business sourcing

78% visitors came to track new industry trends & benchmark competitor innovations

65% visitors voted the show as important to identify potential new suppliers, otherwise difficult to meet



GLOBAL REPRESENTATION OF FOOD INNOVATIONS

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

Austria | France | Germany | Italy
Korea | Malaysia | Spain | Switzerland
Taiwan | Turkey | USA | Ireland | UK

“ WE WERE THRILLED WITH THE COMMERCIAL POTENTIAL GENERATED AND THE GEOGRAPHICAL DIVERSITY OF NEW BUYERS WE WERE ABLE TO MEET ”

EXHIBITOR: MAMDOUH SEOUDY
Business Development & Marketing Manager,
Middle East & North Africa



A MULTI-MILLION \$ MARKETING INVESTMENT

US\$ 1.4 MILLION

The Advertising Value Equivalent (AVE) generated by the show's global marketing & PR campaigns. Show promoted in publications across Pakistan, India, Lebanon, Egypt, Europe, Africa and many other markets.

104 MILLION

The total circulation of coverage served to F&B professionals globally.

800 MEDIA CLIPPINGS

Published in print, online and broadcast media.

VISITOR PROFILE

35,899+ food manufacturers visited from **160** countries.

“ **AT GULFOOD MANUFACTURING, CLIENTS SEE US AND UNDERSTAND OUR INNOVATIONS BETTER.** ”

EXHIBITOR: MOHAMMED FARAHNEH
Industry Segment Manager, *Food & Beverage Manufacturing*

ABB



The official Gulfood Manufacturing survey reports a well-balanced sector interest and an increasingly strong demand towards packaging, processing and automation systems.

Some of the biggest global food manufacturing players attended the show:



and many more

TOP 10 VISITING COUNTRIES

Manufacturers visited the show from key markets where food & beverage industry is currently seeing rapid growth & development.



Saudi Arabia



Jordan



Pakistan



Kuwait



India



Oman



Egypt



Algeria



Iran



Turkey



THE BIG ISSUES

FOOD TECH SUMMIT

GULFOOD MANUFACTURING | FOOD TECH SUMMIT

30+ info-packed sessions delivered by a speaker panel of **35+** F&B futurists, including:



ABDUL MAJEED AL OTAIBI

Head of Middle East Regulatory & Scientific Affairs



AMER HUSSAIN

Vice President - Integrated Supply Chain



ANDREY DVOYCHENKOV

Managing Director



MOHAMMED FARAHNEH

Segment Head - MEA F&B Manufacturing



SKY KURTZV

Cofounder & CEO



KAREN STANTON

Global Marketing & Branding Director



ATHAR SIDDIQUI

Executive Vice President - Digital Factory



TOPICS DISCUSSED

- Factory of the Future - 4th industrial revolution and F&B industry
- IIOT for the food and beverage industry
- Competing in a global market - is your factory holding you back?
- Digital in the Real World: Implementing Solutions in F&B IIOT
- Automation and robotics - how far can the F&B industry adopt next-generation technologies?
- Re-imagine the Future of Taste

And many more! PLUS dedicated country-focused industry outlook sessions spotlighting



Saudi Arabia



Egypt



Pakistan

AND MANY MORE

THE BIG WINNERS

INDUSTRY EXCELLENCE AWARDS



Spotlighting the food processing industry's most genius innovations that will once and for all end costly challenges faced by the modern F&B manufacturing plant.

FOOD PROCESSING INNOVATIONS BATTLED FOR TOP SPOT ACROSS SEVERAL CATEGORIES:

- 1 Most Innovative Food Ingredient
- 2 Most Innovative Processing Solution
- 3 Most Innovative Health Ingredient
- 4 Top Packaging Innovation
- 5 Top Futuristic Technology 'Future in Focus'
- 6 Environmental Award Of The Year
- 7 Top Food Safety Initiative/Technology

See the winners listing at www.gulfoodmanufacturing.com/features/gulfood-manufacturing-awards



THE BIG BUYERS

HOSTED BUYERS PROGRAMME

Armed with a collective budget in excess of

US\$ 2 BILLION,
2,000+ food manufacturing

professionals from across Middle East,
Africa and South Asia met and sealed deals
with exhibitors.

7,094 INVITES

sent out by exhibitors

6 MEETINGS

confirmed on average per exhibitor

Some of the top companies recruited for the meetings programme

- A & P Foods Limited
- Afrifood Solutions
- Ammco Foods
- Darsh Industries Ltd.
- Dip n dip
- Exotic Brands
- Fesh Fash Snack Food Production Company
- Global Sweets & Biscuit Factory
- Jordan Potato and Corn Chips Co.
- Laas Group
- Modern Dairy Plant Co.
- Nezafi Capital
- Sweet Nutrition Ltd.

and many more

A 5-STAR MEETING EXPERIENCE:



**“Customers arrived on time and
our meetings with them helped
us define their needs”**

ALADDIN ALHOWAINY

*Area Manager
Bosch Packaging Technology*



VALUE OF BUSINESS DEALS FACILITATED BY THE GULFOOD MANUFACTURING MEETINGS PROGRAMME FOR SOME OF THE BIGGEST MARKET PLAYERS:

Haleeb Foods (Hosted buyer)

\$1,400,000

Jordan Potato Corn Chips (Hosted buyer)

\$1,000,000

Tat Nisasta (Exhibitor)

\$300,000

ABC Fruits (Exhibitor)

\$100,000

National Biscuits (Hosted buyer)

\$100,000

THE BIG DISCOVERIES

INNOVATION TOURS

Industry professionals, embassy and trade body officials from **160 countries** experienced free tours as trained guides took them around the halls on a journey to see some of the most progressive, world-class production capabilities.



“WE’RE HERE LOOKING FOR HIGH-TECH BAKERY SOLUTIONS TO SET UP OUR OWN FACILITY IN EGYPT. WE FOUND SOME SUPPLIERS WHOM WE WILL CONSIDER FOR THIS PROJECT.”

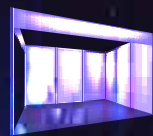
VISITOR: AHMED SHABIB
Head of Purchasing



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SPACE ONLY
AED 2,450/m²

Don't forget to budget an additional AED 2,800 for each participating company or stand sharer for your registration fee (AED 1,000) Enhanced Internet Listing (AED 1,250) and Insurance (AED 550).

All prices subject to 5% VAT



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