



BACK OF HOUSE



FRONT OF HOUSE



HORECA



TABLEWARE



GELATO & BAKERY



CAFÉ & BAR



gulfhost

A Gulfood Hospitality Equipment and Food Service Expo

Taste the Future of Hospitality in Dubai
Partnership Opportunities
6-8 April 2020

Organised by:

مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE

CO-LOCATED WITH

 THE SPECIALITY
FOOD FESTIVAL

The New Home of Hospitality for the MENA Region

Following a highly successful second edition in 2018, GulfHost has established itself as the number 1 hospitality equipment and food service expo across the MENA region.

This is where suppliers of Foodservice technology, kitchen solutions and dining apparel can connect with the biggest name hospitality buyers in one of the fastest growing markets in the world.

“At GulfHost we were able to develop the right business relations. Compared with last year we secured 25 per cent more leads on the first day alone. We are delighted by the delivery of high quality visitors”

Simon Parke-Davis,
Managing Director, Rational



The Gulfood Hospitality Equipment & Foodservice Expo




22,000
sqm


400
exhibitors

from


35
countries


18,606
visitors

from


94
countries



BACK OF HOUSE

Commercial kitchen equipment | cooking stations | ovens | fridges | dishwashers | food preparation stations



FRONT OF HOUSE

Serving essentials | displays & cabinets | uniforms & accessories



HORECA

Packaging options | storage | billing & POS equipment | CRM software



TABLEWARE

Silverware | crockery | flatware | glassware | cutlery | linens & fabrics



GELATO & BAKERY

Raw ingredients | pastry & dessert tools | display ovens | microwaves | refrigeration equipment



CAFÉ & BAR

Coffee beans & machinery | teas & teaware | juicers, smoothie makers & ingredients | syrups & garnishes | serving equipment

Buyers by Numbers



The New Home of Hospitality for the MENA Region

An East/West marketplace for global hospitality trade



Visitor Feedback

97%
of visitors consider
GulfHost to be
important for
business

82%
of visitors actively
planning to attend
the next edition of
GulfHost

\$92,000
Average
Visitor spend

\$136,000
Avg.
International
buyer spend

\$70,000
Avg. UAE
buyer
spend

GulfHost 2018 Buyers

a snapshot



“GulfHost is an absolute go-to event. As an operator and potential buyer, I’m interested in seeing all the new equipment, the latest trends and in particular, I’m interested in looking at coffee products for our latest concept, Flow”

Emma Banks

Managing Director,
Jumeirah Restaurant Group Dubai



“I’m really looking forward to seeing what’s coming out in terms of new technology innovations and understanding what people in the industry are doing, not just in the UAE but regionally.”

GulfHost is a once a year opportunity and not something to be missed at all.

Akhilesh Bahl,

CEO, Chin Chin Group of Restaurants

“GulfHost is a fantastic opportunity to bring buyers, brands and products together. Nowadays we look at our concepts from a holistic standpoint, so to have all the equipment solutions under one roof is invaluable.”

Duncan Fraser-Smith,

Director - Global Food and Beverage,
The First Group



WHAT OUR EXHIBITORS SAY

94% GulfHost is important for business

Average sales value (per exhibitor) \$717,000

40% use GulfHost as a first entry point to the Middle East region

“GulfHost enabled us to meet with a superb level of quality leads.”



Steve Maahs,
President and CEO, Alto Shaam, Inc

“GulfHost exceeded our expectations. We secured leads not only from within the UAE but also from other countries across the Middle East.”



Leonard Parot,
Sales Director, Welbilt Middle East

“The face-to-face with our potential customers is priceless.”



Rashid B. Bahar,
Business Development Manager, TSSC

“The quality of visitors was much better than expected. GulfHost proved to be a real international event.”



Roberts Delohi,
CEO, Virtuvinox

Exhibitors By Region

KEY EXHIBITORS

ALI SpA.
Gruppo Cimbali Spa
Fagor International
FAEMA
CHARVET
HUPFER Metallwerke
RAK Porcelain
Hub 4 Export ConsultingFZE
The Middleby Corporation
Technical Supplies & Services Company (L.L.C).
FIAMMA
SEPHRA EUROPE
A. Ronai LLC
Habtoor International
CESA Catering Equipment Suppliers Association
Henny Penny Corporation
Sultan Bin Rashid (SULTACO)

Abdin Industrial Est.
Kuvings (NUCElectronics)
Paramount Trading Est
Hobart Gesellschaft mit beschränkterHaftung
D & S Exports Inc
True Manufacturing Co., Inc.
Falcon Professional Kitchen L.L.C
WELBILT Middle East FZE
Smaky AB
RATIONAL Kitchen & Catering Equipment Trading FZCO
Rio International
La Marquise International Trading LLC
MKN Maschinenfabrik Kurt Neubauer Gmbh & Co.
Mariot Kitchen Equipments LLC
ALMorooj International General Trading Est.
SKIPIO CO., LTD.
Chabowski Trading

WMF Group GmbH
Giorik Spa
Arts De La Table Fze LIC
Brinkman and Holt DWC -LLC
Turbo Air Middle East FZE
Meiko Maschinenbau GmbH & Co. KG
Hoshizaki Middle East
Dorian Drake International
Irinox S.p.A. - Dubai Branch
Bravilor Bonamat B.V.
Excel Kitchen LLC
Easternmen & Co
Firoz Industrial
Blanco GmbH + CoKg
Elinox Limited Society
Green Energy Air Conditioning System LLC

Bunn-O-Matic Corporation.
FETCO
Cambro Manufacturing
Drakoulakis SA Taryam Omran
Holding
Super Frost General Trading L. L. C.
Imesa SPA
Alwan Strategic Information Technology Dubai Branch
Pizzamaster
CULLIGAN Middle East
H.D.Sheldon & Company, Inc.
Unox Middle East
Hatco Corporation
Pentair
Guangzhou Shinelong Kitchen Equipment Co., Ltd
City Glass Studio



COUNTRY PAVILIONS



Make your mark as a business leader amongst the best

Regionally



Internationally



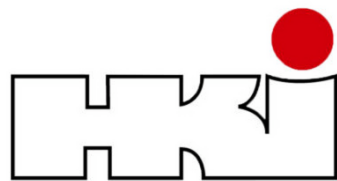
NEW



NEW



National Pavilions & Some of our Industry supporters



SHOW FEATURES

National Barista & Latte Art Championship

Running parallel to the brand new Café & Bar segment at GulfHost, regional baristas had the chance to compete for industry acclaim at this internationally renowned platform certified by World Coffee Events (WCE) and organized by the Specialty Coffee Association UAE Chapter (SCAE).



GulfHost Restaurant Development Conference

Powered by major regional and global influencers, The GulfHost Restaurant Development Conference will host some of the biggest operators in the Foodservice industry, showcasing opportunities and challenges arising in this fast moving and highly competitive space.

43%
of GulfHost
visitors attended
the Conference



Meetings Programme

The GulfHost Matchmaking Programme will enable buyers and suppliers to quickly identify the right connections for better business interaction onsite. Pre-scheduled meetings will take place on exhibitor stands or in the dedicated meetings lounge for a highly productive and lucrative event experience.

6

week recruitment
programme

600+

total meetings
secured

Average

6

buyers per seller

60%

of VIPs engaged with the
service representing almost
500 meetings

42%

of exhibitors
engaged with
the service

19%

of visitors engaged
with the service (Owners,
Board Directors, Heads of
Departments)

40% International buyers

Top 10 Buyers Internationally



KSA



UK



CHINA



INDIA



KUWAIT



TURKEY



PAKISTAN



ITALY



OMAN

MARKETING APPROACH



International database
volume **350,000+**



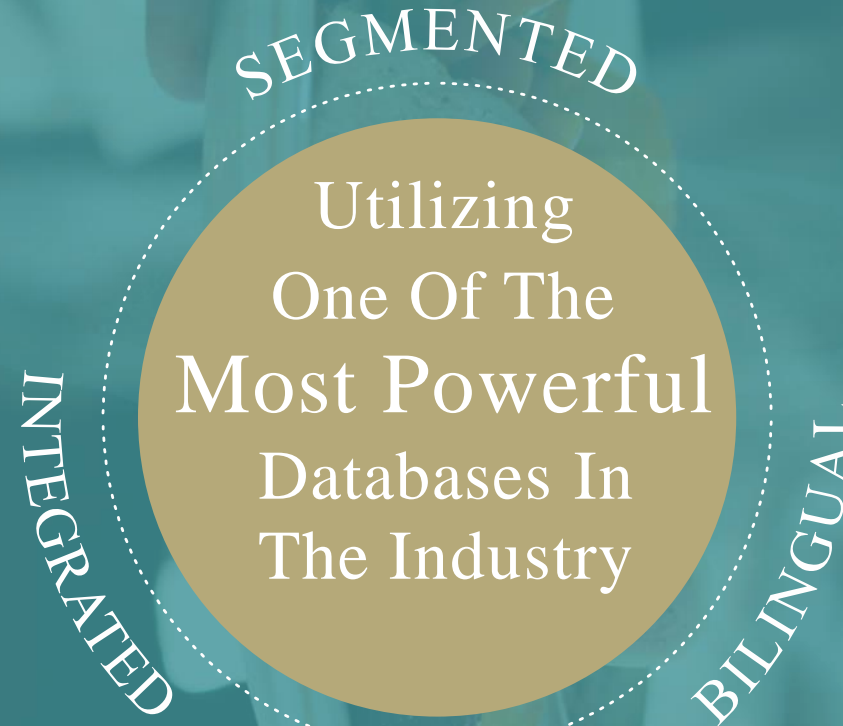
107 Million PR
Circulation



60k trade invites
mailed across Middle East
North Africa and Asia



20,000 visitors
contacted by telephone across
Middle East, Africa and Asia



\$3 Million PR value



96,000 web sessions
(3 month duration)



2.4 Million social
engagements



300k SMS reminders

Organised by



Powered by



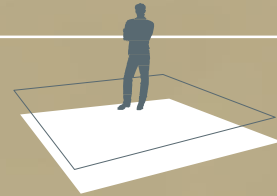
Strategic Partner



Supporting Associations

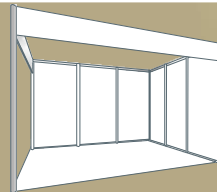


Stand spaces are in high demand
well in advance of the show.
Secure a prominent location today.



Space only
(min 24sqm)

Cost: AED 1,800 per sqm



All-in Package (space shell)
(Min 9sqm)

Cost : AED 2,220 per sqm

Mandatory Costs (per exhibitor)

- Exhibition Insurance- AED 570
- Marketing Kit – AED 1650
- Registration Fee- AED 1000

Book your space now!



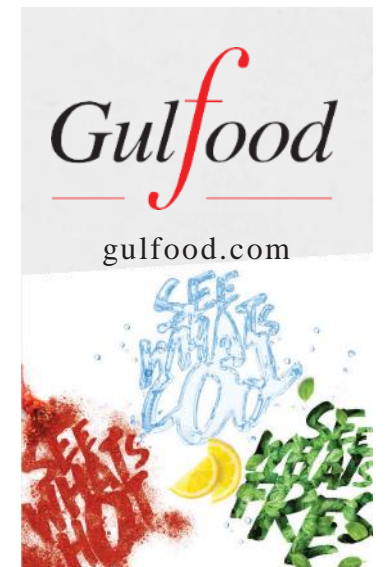
6-8 April 2020, Dubai World Trade Centre

In Preparation for the hospitality high season, front and back of house solutions and a wide range of cosmopolitan menu options are showcased under one roof at GulfHost and The Speciality Food Festival.

GulfHost is part of a cluster of complementary food events hosted at key intervals throughout the year. **DON'T MISS:**



16-20 Feb 2020



Organised by



مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE

Gulfhost

A Gulfood Hospitality Equipment and Food Service Expo

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