

SECTORS



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
Post Show Report 2018

Save the Date
6-8
April 2020

Organised by



مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE

The Gulfood Hospitality & Foodservice Expo



22,000
sqm



400
exhibitors

from



35
countries



18,606
visitors

from



35
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

“ 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 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.

Buyers by Numbers



The New Home of Hospitality for the MENA Region

An East/West marketplace for global hospitality trade



Buyers by Job Function

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
International
buyer spend

\$70,000
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



Exhibitors By Region

KEY EXHIBITORS

ALI SpA.
Gruppo Cimbali Spa
Fagor International
FAEMA
CHARVET
HUPFER Metallwerke
RAK Porcelain
Hub 4 Export Consulting FZE
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)
Alto Shaam

Abdin Industrial Est.
Kuvings (NUC Electronics)
Paramount Trading Est
Hobart Gesellschaft mit beschränkter Haftung
D & S Exports Inc
True Manufacturing Co., Inc.
Falcon Professional Kitchen LLC
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
AL Morooj International General Trading Est.
SKIPIO CO, LTD.
Cambro Manufacturing Company Inc
Chabowski Trading

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

Bunn-O-Matic Corporation
Berjaya Steel Product Sdn. Bhd.
FETCO
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
SPECIFICO GENERAL TRADING LLC
Guangzhou Shinelong Kitchen Equipment Co., Ltd



COUNTRY PAVILIONS



NEW EXHIBITING COUNTRIES



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



GULFHOST INNOVATION AWARDS

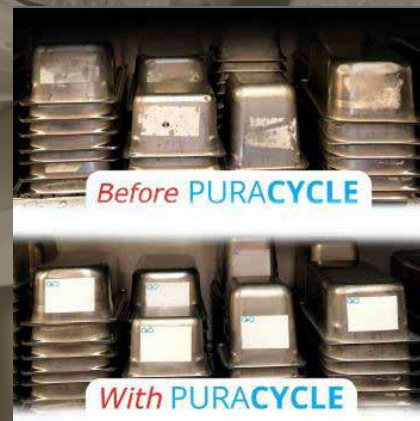


The GulfHost Innovation Awards recognize and reward the best new hospitality equipment solutions in the MENA region.

An independent judging panel is led by Strategic Partner the International Centre for Culinary Arts (ICCA) with entries received across 4 categories.

BRINGING
RECOGNITION

GulfHost Innovation Award Winners 2018



Smartest Innovation

Wulroti International
Puracycle 500-use Label



Best Quick Serve Innovation

Muddle Me
The Control Freak



Best Display Innovation

Josef Höller GmbH
Cold/Hot Well



Best Coffee Innovation

BSEC ELECTRONICS
BREWWIE



GulfHost Restaurant Development Conference

Powered by The International Center for Culinary Arts and the Middle East Food Forum, The GulfHost Restaurant Development Conference hosted some of the biggest operators in the Foodservice industry, showcasing opportunities and challenges arising in this fast moving and highly competitive space.



“ You have to be pretty sharp now to succeed. The GulfHost Restaurant Development Conference is very helpful to get people informed about the opportunities out there and to help them move forward successfully. ”

David Macadam,
CEO, Middle East Council of Shopping Centres



“ Great turn out. Good to see a lot of the hospitality leaders and a certain amount of potential investors in the room. ”

Naim Maadad
Chief Executive Officer, Gates Hospitality



“ Platforms like the GulfHost Restaurant Development Conference give operators the opportunity to develop Alumni within the industry. This was a great opportunity for networking. ”

Reema Shetty,
CEO, The Foodsters UAE



60+ Speakers Included:



Ramzi Solh
CEO - Commercial Devt,
King Abdullah Economic
City, KSA



Chef Jean Van Der Westhuizen
Executive Chef - **Middle East,**
Pakistan & Sri Lanka Unilever
UFS Academy



George Kunnappally
Managing Director
Nando's UAE LLC



Raki Phillips
Co Founder,
Sugar Moo Desserts



Elena Weber
Founder and MD,
ICONS Coffee Coutur



Chef Ragnar Fridriksson
Managing Director,
WorldChefs



Duncan Fraser-Smith
Director, Global Food and
Beverage, **The First Group**



David Macadam
CEO, **Middle East Council
for Shopping Centres**



Emma Banks
Managing Director, **Jumeirah
Restaurant Group Dubai**



Maysaa M. S. Altanna Hamdiya
Social Media Influencer,
**Winner of Al Walimah Chef
Competition 2017, KSA**



Andreas L Borgmann
Founder & Co - CEO,
Kcal Group



Anoop Gopal
Director Real Estate & Property,
Kuwait Food Co., Americana



Moiza Saeed
Regional Director,
Zomato Gold



Akhilesh Bahl
CEO,
**Chin Chin Group of
Restaurants**



Adrian Azodi
Head of Business
Development,
Deliveroo



ATTRACTING
BUYERS
FROM EVERY
SEGMENT

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).



House of Tea

Dilmah School of Tea presented professional tea formats and food pairings alongside a leading regional Inter-Hotel Competition attended by the biggest hospitality groups in the industry.



Gelato Campus

Carpigiani, the global leader in Gelato production transformed this traditional Italian art form into a multisensory experience with interactive seminars and masterclasses.



ICCA World Chefs Education

In partnership with World Association of Chefs Societies, the ICCA World Chefs Education Theatre provided training to chefs seeking to improve their kitchen performance. Attendees were invited to enjoy all day demonstrations covering contemporary and traditional cooking techniques.



FACILITATING
SALES

Meetings Programme

The GulfHost Matchmaking Programme enabled buyers and suppliers to quickly identify the right connections for better business interaction onsite. Meetings were pre-scheduled to 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



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

SEGMENTED

INTEGRATED

BILINGUAL

Utilizing
One Of The
Most Powerful
Databases In
The Industry



\$3 Million PR value



96,000 web sessions
(3 month duration)



2.4 Million social
engagements



300k SMS reminders

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DUBAI WORLD TRADE CENTRE

Powered by

Gulfood

Strategic Partner

ICCATM
INTERNATIONAL CENTRE
FOR CULINARY ARTS
DUBAI

Supporting Associations



EFCEM
European Federation of
Catering Equipment Manufacturers



Official Knowledge Partners



Official Airline
Partner



Official Chef's
Magazine

gourmet

Official Media Partner

Hotel & Catering
News Middle East

Official
Publication

Caterer

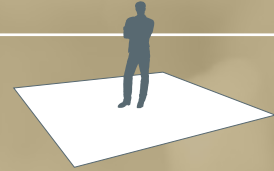
Official
Publisher

ITP
CUSTOMER

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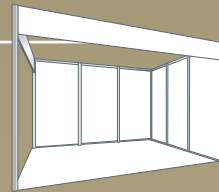
Stand spaces are in high demand
well in advance of the show.
Secure a prominent location today.



Space only

Loyalty/early bird: AED 1,660
Deadline for confirmation is
31 October 2019

Standard rate: AED 1,800
after 31 October 2019



All-in Package (space shell)

Loyalty/early bird: AED 2,080
Deadline for confirmation is
31 October 2019

Standard rate: AED 2,220
after 31 October 2019

See You Next Time!

gulfhost
A GulfHost Hospitality Equipment and Food Service Expo

**THE SPECIALITY
FOOD FESTIVAL**

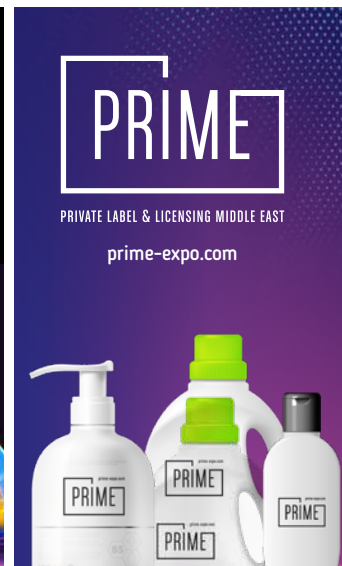
6-8 April 2020, Dubai World Trade Centre

In Preparation for the hospitality high season, front and back of house solutions and a wide range of cosmopolitan menu options are showcased under 1 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:

29-31 Oct 2019



16-20 Feb 2020



Organised by



مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE

