Solving
the F&B industry’s production challenges

Do you provide solutions to F&B businesses? Secure a prominent location for your stand.
ENQUIRE TODAY at gfm@dwtc.com
About Gulfood Manufacturing

Gulfood Manufacturing is the largest and most influential trade show for the food processing and manufacturing sector in the MENASA region. Launched in 2014 and already endorsed by 1,500 international suppliers from over 58 countries, it recognises the region’s ripe business potential as a leading international manufacturing and processing hub to serve domestic and international demand.

• TARGET THE RIGHT BUYERS
• TAKE ADVANTAGE OF FACE TO FACE COMMUNICATION
• GAIN MARKET EXPOSURE

Multiply your ROI and buyer reach

In addition to the 35,000 qualified food manufacturers expected at Gulfood Manufacturing who will actively be seeking the solutions you provide, you will have direct access to a bonus 15,000+ buyer footfall from 4 co-located shows running alongside Gulfood Manufacturing from 7 – 9 November 2016. These shows focus on the gourmet, seafood, confectionery and snack industries and will provide unmatched ROI for sellers of ingredients, processing, packaging and logistics solutions over a concentrated 3-day sales period.

Last year 83% of Gulfood Manufacturing visitors were looking to purchase within 1 to 12 months of the event.

What’s happening in 2016?

GULFOOD MANUFACTURING CONFERENCES
Hear from top industry leaders on latest trends and solutions in food logistics, ingredients, processing and packaging

HOSTED BUYER LOUNGE
Meet and greet the show’s 2,000 hosted buyers and senior executives from global F&B manufacturing firms

FACTORY OF THE FUTURE
An interactive walkthrough showcasing innovations in space utilisation, processing yield, waste management & more
Connecting you to decision-makers with purchasing power!

A visitor acquisition campaign that extends to 160 countries worldwide

As a direct result of the show’s multi-million dollar investment in a targeted visitor programme that will draw buyers from within the GCC as well as Africa, Asia and the rest of the world, you can expect to meet a truly international pool of buyers at Gulfood Manufacturing.

“WE HAVE ALREADY SOLD MORE THAN HALF THE ENTIRE EQUIPMENT AND TECHNOLOGY STOCK ON OUR STAND, WITH A VALUE OF MORE THAN AED 2.5 MILLION. GULFOOD MANUFACTURING IS A MUST ATTEND FOR US.”

GERHARD VOGT, MANAGING PARTNER, UNITED FOOD TECHNOLOGY, GERMANY

“GULFOOD MANUFACTURING HAS BEEN THE PERFECT GATEWAY FOR US TO MEET THE RIGHT CUSTOMERS. OUR BUSINESS VALUE IS EXPECTED TO REACH US$ 10 MILLION IN THE FORTHCOMING WEEKS.”

RAJEEV RANJAN, GENERAL MANAGER, ASIA & AFRICA GENERAL TRADING LLC, UAE

“WE SHOWCASED OUR NEW RECIPES TO THE MIDDLE EASTERN AND AFRICAN MARKETS, RESULTING IN OVER US$2 MILLION OF SNACK FOOD EXTRUSION EQUIPMENT SOLD AT GULFOOD MANUFACTURING.”

DIANE WARNER, DIRECTOR OF MARKETING, AMERICAN EXTRUSION INTERNATIONAL, USA
AT GULFOOD MANUFACTURING, 35,000 VISITORS ARE SEEKING BETTER, FASTER & MORE COST-EFFECTIVE F&B PRODUCTION SOLUTIONS. CAN YOU HELP THEM?

DELIVER SOLUTIONS TO THE RIGHT AUDIENCE

“I’M LOOKING FOR SUPPLIERS OF NEW INGREDIENTS TO RESELL IN THE MIDDLE EAST.”

MOHAMED HASSAN, MANAGING DIRECTOR, COBRANDING, SAUDI ARABIA

“WE CAME TO FIND MACHINERY FOR JUICE FILLING & PROCESSING.”

HUSSEIN KHA TOUN, MANAGING DIRECTOR, BASEL, ANGOLA

IN SUMMARY:

The MEASA region is the world’s fastest growing F&B processing territory where demand for output solutions is accelerating. At the heart of Gulfood Manufacturing’s 30,000 strong attendee base is one of the region’s largest buyer programmes, attracting more than 2,000 senior executives from key global F&B manufacturing firms who are actively looking to do business with you.

SECURE A PROMINENT LOCATION FOR YOUR STAND. ENQUIRE TODAY:

gfm@dwtc.com
+971 4 308 1062
THE MENA F&B SECTOR WILL ACHIEVE 7.4% ANNUAL GROWTH BY 2020*

* Euromonitor International

AS AN ALTERNATIVE TO IMPORTING EXPENSIVE FINISHED PRODUCTS, F&B BUSINESSES ARE LOOKING TO INCREASE PRODUCTION YIELD WITHIN THE REGION. THAT’S BIG BUSINESS FOR COMPANIES SUPPLYING MACHINERY, PACKAGING, LOGISTICS AND INGREDIENTS. BUYERS IN THIS MARKET ARE SEEKING INNOVATION, EFFICIENCY, IMPROVED OUTPUT AND PRODUCTION FLEXIBILITY. THAT’S WHERE YOU COME IN.

3 distinct industry sectors under 1 umbrella – serving the full F&B processing value chain

By exhibiting, you will do business with buyers looking for specific solutions in every step of the food manufacturing process - beginning from the initial formulation of ingredients, to processing & packaging, and ending at the logistics stage when finished products reach end-consumers.

INGREDIENTS MIDDLE EAST
is for you if you supply essential ingredients that improve the taste, aroma, colour, texture, nutrition, production, storage, transport and shelf life of food and beverage products.

PROPACK MIDDLE EAST
is for you if you offer any processing & packaging solutions for food and beverage production plants, including meat, dairy, beverage, bakery, confectionery and convenience foods.

FOOD LOGISTICS MIDDLE EAST
is for you if you deliver solutions in materials handling, transport, commercial vehicles, technology, warehousing, operators and in the movement of products throughout the food supply chain.
USA PAVILION SERVICE & AMENITY PACKAGE

Markets: UAE, GCC, India, South Africa, SE Asia

“In terms of the regional market growth drivers, the show brings together industry players at both ends of the spectrum to offer direct and unrivalled access to business in this region. Quite frankly, it would be a business risk not to attend.”

- Halal food producer Al Islami Foods' established a $27.2m facility in Dubai and Brazil’s BRF SA's invested in a $150m plant in Abu Dhabi.
- Saudi Arabian food processing units increased from 460 to 735 between 2002-2012.
- Saudi food processing market grew at a compound annual growth rate of 11.9% to $12.3bn in 2012. Growth in the remaining GCC markets was equally robust for their respective sized markets.
- Food consumption in the UAE has driven the demand for development of supply chain infrastructure at all levels, from procurement to packaging.
- The food processing industry now accounts for 32% of India's total food market, 14% of its manufacturing gross domestic product (GDP), 13% of exports and six percent of industrial investment.
- Governments in Oman, the UAE, Qatar, India, Nigeria and South Africa are developing specialist industrial parks to support and promote industry investment and growth.
- In South East Asia, the food processing industry is developing into a significant economic growth driver.
- GCC Packaged Food Industry valued at USD 25 Billion in 2013 with 8% annual growth through 2018.
- Bakery goods alone represent over 30% of the total packaged products market.

EXCLUSIVE USA PAVILION SERVICE & AMENITY PACKAGE
Includes everything you need to get the most from your participation

- Professional guidance and total logistical coordination from Oak Overseas staff in the U.S. and on-site in Dubai
- Prime location on show floor
- Strong USA identification – focal point for international decision-makers
- Exhibitor passes
- One individual entry in official show directory and USA PAVILION directory
- Assistance with hotel accommodations and shipping
- Daily booth cleaning
- Participation in the Official USA PAVILION reception

Turnkey Booth Package
Minimum 9 square meters per package
Optimize precious time with a cost-effective turnkey booth package. (Other furnishings available at additional cost.)
- Full booth design and construction
- Fascia board with firm name
- Carpeting
- One lockable reception counter
- One coffee table
- Two easy chairs
- Two shelves
- Lighting
- One electrical outlet, 220 volt, 13 amp

Space Only Package
Minimum 36 square meters
Build your own or let Oak Overseas design a custom booth to suit your special requirements.

USA PAVILION Package Rates

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<tr>
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<th>Regular</th>
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<tbody>
<tr>
<td>Turnkey Booth Package</td>
<td>USD$735</td>
<td>USD$625</td>
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<tr>
<td>Space Only Package</td>
<td>USD$625</td>
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*Minimum 54sqm for Space Only Rate

RESERVE YOUR BOOTH NOW

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