

materials handling

MIDDLE EAST

The 10th edition of the International Exhibition
for Intralogistics, Warehousing, Supply Chain,
Ports, Port Equipment – Products & Services

3 – 5 September 2019

Dubai, United Arab Emirates

www.materialshandlingME.com



**Market leading solutions for
materials handling industry.**



messe frankfurt

Materials Handling Middle East

The one and only exhibition for Materials Handling, Logistics, Warehouse Automation, Robotics, Warehousing, Freight, Cargo in the Middle East

The Middle East’s only dedicated trade and networking event that covers materials handling, smart automation, supply chain and warehousing industries is back for its 10th year. The event showcases the latest product innovations, automated warehouse solutions and features a highly regarded Supply Chain and Logistics Forum, thereby making it one of the highly anticipated events in this industry.



126 exhibitors*



57 countries*



3,448 visitors*



3,657 sqm*

**2017 actuals*

Materials Handling Middle East presents solutions for multiple dynamic sectors that are looking to improve their productivity and efficiency. This biennial event is the ideal platform for niche suppliers and large-scale manufacturers to make headway into the region’s market or enhance their current presence, and to engage with prospective business partners.

Material Handling Market Information

Despite the overall slowdown in economic growth trends worldwide, the materials handling and logistics industries continue to enjoy a relatively healthy growth rate in the region. According to research by MarketsandMarkets 'The growing need for an automated solution in various industries, increase in focus toward workers safety, reduction in labor cost through advancement in robotics, and growth in the e-commerce industry are the driving factors for the growth of the automated material handling equipment market. The automated material handling equipment market was valued at USD 28.31 Billion in 2016 and is expected to grow at a CAGR of 7.8% between 2017 and 2023.'

The factors driving the growth of the market include the reduction in labor cost through the advancement in robotics, growing emphasis on safety of workers on the production floor, rising e-commerce industry, and the increasing need for automation in various industries.

The AGV market is expected to reach nearly US\$ 2.7 billion by 2022, at a CAGR of 9.3 percent during the forecast period 2017 to 2022, according to a report by MarketsandMarkets. The report attributes growth to advancements in automation, an emphasis on workplace safety and the growing need to cut down operational costs and increase productivity.



"The show is doing great and is the best show focused on Materials Handling in the region, there is huge footfall, and it's been very busy. We have had an increase in the customers. Due to the exhibition we have had the chance to better know our competitors. The organisers have done a perfect job of promoting and organising the exhibition. We are glad to be here and have also launched the Virtual Reality 3D warehouse animation successfully in the Middle East at the show."

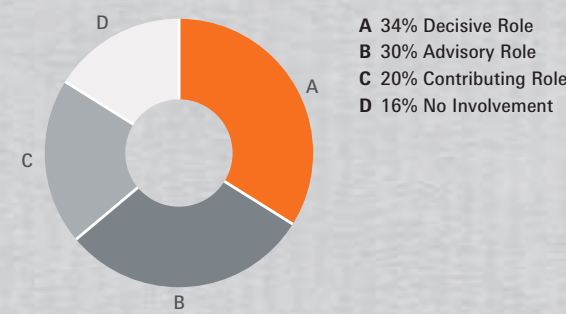
Alain Kaddoum
General Manager
Swisslog



One venue, multiple benefits!

It's more than just sales! The region's premier trade and networking event for intralogistics, automation, supply chain and warehousing, a large number of leading international players are looking to present their automated offerings to regional buyers

Purchasing authority of visitors



"This is our 5th year at the show, we look forward to being there next year as well, it is a great platform for us to showcase our products to existing and new customers. The footfall was great; we have been meeting a lot of potential customers who could lead to great business deals."

Sunil Shetty
Sales Manager
United Motors & Heavy Equipment Co

Why exhibit at Materials Handling Middle East 2019?

- It is the only dedicated platform in what is the Gulf region's largest market for Materials Handling Equipment
- It is the only platform where the entire industry meets once in two years to share and discuss the latest upcoming projects within the region
- The trade show featured 126 exhibitors from 57 countries in 2017 with over 200 brands
- The trade show offers a perfect environment to demonstrate your products even to customers you have been targeting without prior success
- From small & medium enterprises to larger companies, you can reach a much broader audience under one roof here
- Showcasing a full range of wares from manual racking and semi-automated order picking solutions, to fully automated high-bay warehouses incorporating Artificial Intelligence and the Internet of Things

Visitor Profile

- Automation Companies
- Builders / Contractors
- Construction Companies
- Consultants
- Distribution Equipment & Service Companies
- Electrical & Electronics Companies
- Free Zones
- Freight & Cargo Companies
- Government Bodies
- Importers & Exporters
- Institutions & Associations
- Logistics Companies
- Manufacturers
- Packaging & Converting Companies
- Ports & Airports
- Road Transport Companies
- Shipping Lines
- Software Companies for Warehouse Systems
- Supply Chain Companies
- Third Party Logistics Companies
- Warehousing & Inventory Companies
- Wholesalers & Retailers



Business sector of the visitors at Materials Handling Middle East 2017

Building and construction industry
FMCG industry
Oil and Gas industry
Mechanical engineering
Automotive industry
Pharmaceutical industry
Chemical industry
Electrical engineering
Other manufacturing industry

Industry **43%**

Retail Trade **5%**

Logistics company
Warehousing company
Supply chain company
Freight and cargo company
Road transport company
Shipping line
Other service provider

Services **36%**

Wholesale trade, distributor
Importer, exporter

Wholesale **8%**

Others **8%**

Objectives for visiting

View / Get to know product variants
View / Get to know innovations, new developments
Expand specialist knowledge
Achieve an overall impression of the market situation
Compare competitors
Exchange experience

Information **80%**

Prepare purchasing decisions
Conduct purchases

Purchase **35%**

Initiate new business relations
Cultivate existing business relations

Contact **46%**

Top 10 countries by visitors Countries

1. Saudi Arabia
2. India
3. Kuwait
4. Oman
5. Germany
6. China
7. Iran
8. Lebanon
9. Turkey
10. France

Product Profile

Materials Handling Middle East will be systematically categorised as per the product profile of the exhibitors.

Materials Handling & Lifting Equipment

- Cranes & Hoists
- Telescopic Lifts, Scissor Lifts, Boom Lifts
- Pipe Layers
- Industrial Trucks & Hydraulics
- Forklifts & Hand Lift Trucks
- Stackers, Trolleys & Carousels
- Dock Levellers & Loading Ramps
- Wheels, Castors & Tyres
- Batteries & Lubricants

Warehousing Equipment

- Smart Automation
- Robotics
- Warehouse drones
- Scanning technologies
- Warehousing Racking & Shelving Systems
- Storage & Retrieval Equipment
- Warehouse Management Systems
- Warehouse Flooring
- Warehouse Cleaning & Maintenance
- Warehouse Safety & Security Systems
- Warehouse Boxes & Trays
- Industrial & Warehousing Doors, Shutters & Panels
- Cold Store Doors

Transport and Logistics

- Trucks (Light / Medium / Heavy Commercial Vehicles)
- E-Mobility
- Batteries
- Tires
- Telematics
- Software
- Lubricants

Ports & Port Equipment

- Port Authority
- Port Equipment Manufacturers
- Terminal Operators
- Logistics Solution Providers
- Software Suppliers
- Finance, Legal, Planners etc.

Value-added Logistics Services

- Packaging Machinery & Wrapping
- Inspection Equipment
- Weighing Equipment
- Pallets, Plastics or Metal Containers
- Re-packaging
- Bar-coding – Printers & Scanners
- Labelling / Tagging
- Pallet Wrappers
- Packaging Tapes & Industrial Films
- Tracking Equipment



2017 Show highlights

Forklift Operator of the Year Challenge

Materials Handling Middle East 2017 featured the 2nd Forklift Operator of the Year – a unique competition where more than 80 of the UAE's most skilled Forklift jockeys were judged on their ability to safely and efficiently manoeuvre three-tonnes of electric forklift machinery in tight and narrow spaces, replicating a warehouse environment.

Supported by:



هيئة الطرق والمواصلات
ROADS & TRANSPORT AUTHORITY



Jury Team:



Conference

The global supply chain and logistics sector is witnessing massive shifts in its management and operational approach. New technological developments and innovations, the growth of multimodal transportation, and significant growth in automation processes, offer immense opportunity and infrastructure for supply chain leaders in both managing and growing their supply chain operations.

The Supply Chain and Logistics Forum, held as part of the Materials Handling Middle East exhibition at the Dubai International Convention and Exhibition Centre, brings together international thought leaders and experts in the supply chain and logistics sector to evaluate global supply chain trends and the current and upcoming key growth opportunities for the sector in the region.

For more details, please visit:
www.materialshandlingME.com/Conf

Key decision makers in 2017 – Get their maximum attention!

Government

Dubai Police
DEWA
Abu Dhabi Police
Dubai Duty Free
Dubai Municipality
Dubai South
Federal Electricity & Water
Authority (FEWA)
Ministry Of Education
Ministry of Interior
RAKEZ
Roads & Transport Authority

United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates

United Arab Emirates
Oman
United Arab Emirates
United Arab Emirates
United Arab Emirates

Logistics

3M Gulf Ltd.
 AAA Freight Services
 Able logistics
 Aero Logistics Dwc LLC
 Agility
 Al Tayer Logistics
 Albahidh Trading & Logistics
 ALS Logistic Solutions
 AONE Logistics
 Aramex Emirates LLC
 ATS Shipping
 Bolllore Logistics LLC
 Centre Point Logistics
 CEVA Logistics
 Clarion Logistics Middle East
 CNS Logistics L.L.C
 CWT-SML Logistics
 DHL Express
 DP World
 Emirates Logistics
 Falcon Logistics LLC
 Fetchr
 First Flight Couriers Middle East
 GAC
 GHS Logistics
 Global Logistics DWC LLC
 Gulf World Wide Logistics L.L.c
 Hellmann worldwide logistic
 IFFCO
 Kerry Logistics
 Kuehne + Nagel
 Mac World Logistic L.L.C.
 Mohebi Logistics
 National Cement Company
 National Shipping Gulf
 North Atlantic Logistics LLC
 Pantos Logistics LLC
 PROMACH LLC
 Q Express
 Reliance Freight Systems L.L.C
 Rhenus Logistics Gulf DWC LLC
 RHS Logistica LLC
 skyenet worldwide express
 Supply Chain & Logistics Group
 The Oryx Logistics
 TNT UAE LLC
 World Logistic Cargo LLC

[illegible]

United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
Oman
United Arab Emirates
United Arab Emirates

Manufacturers

Ace Cranes
 Al Ghadeer Group
 Al Mansoori Group
 Alphalift
 Al Saudia Metal Industries LLC
 Alamer Packaging Industry LLC
 Arcorm Storage Solutions
 Asian Paints ME LLC
 Aswan International
 Aujan Industries LLC
 Averys
 Balmer Lawrie
 Barzman National LLC
 Bassam Engineering
 BAUER International FZE

United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
Poland
Oman
United Arab Emirates
United Arab Emirates
France
United Arab Emirates
Oman
United Arab Emirates
United Arab Emirates

Bekaert
Berger Paints
Bhatia Brothers
Bin Dawood Group
Bin Juma Al Maktoum Group
BITO ME
BMB Group
BÖWE SYSTEC GmbH
BS Handling Systems
Buss Engineering & Heavy
CAT
Cavotec
Dematic GmbH
Doosan Industrial Vehicle
DUBAI ALUMINIUM LTD.
Dubai Refreshment PSC
DUCAB

DUCAB
 Emerson Climate Technologies
 Emirates Global Aluminium
 Emirates Steel
 Enersys
 Entrematic Belgium NV
 EON Metall
 Epson Europe B.V.
 Eternity Technologies
 Ford Trucks
 Global Axis Co. LLC
 Godrej
 Gokcelik
 Hempel Paints (Emirates) LLC
 Honda Gulf FZE
 Honeywell
 Hormann Middle East & Africa FZE
 Huawei Tech Co Ltd
 HYUNDAI
 IFFCO Group
 Isuzu Linex Corporation
 Indevco
 Johnson Controls
 Jotun
 Jungheinrich
 Kaimar Middle East DMCC
 Kaup GmbH & Co. KG
 Kawasaki Robotics GMBH
 KONECRANES
 Legrand
 LG Electronics
 Linde Material Handling
 LOC

MAI DUBAI
Nestle
Nikkei Group of Companies
Nippon Toyota
Nissan ME FZE
Nokia
Oman Cables Industry
ORYX Piping
OTTO Manufacturing (Pvt) Ltd
Pepsi Co
Persian Forklift
PMI Industries FZCO
Power Rack
PowerBar Gulf
Saint Gobain Gyproc
Schlumberger
Schoeller Allibert
Sealed Air
Siemens
SICHEM LLC
Stanley Black & Decker
Sudex
Synergy International FZE
Tangent group
Thomson Industries LLC
Toyota Material Handling
UniCarriers Europe AB
UNIPACK
United Gulf
UNITECHNIK

United Arab Emirates
United Arab Emirates
United Arab Emirates
Saudi Arabia
United Arab Emirates
United Arab Emirates
United Arab Emirates
Germany
United Kingdom

[illegible]

Belgium
Saudi Arabia
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates

[illegible]

United Arab Emirates
Lebanon
United Arab Emirates
Oman
Germany
United Arab Emirates
Germany
Germany

United Arab Emirates
United Arab Emirates
United Arab Emirates

United Arab Emirates	
United Arab Emirates	
United Arab Emirates	
United Arab Emirates	
India	
United Arab Emirates	
Jordan	
Oman	
United Arab Emirates	
Pakistan	
United Arab Emirates	
Iran, Islamic Republic of	
United Arab Emirates	
Saudi Arabia	
United Arab Emirates	
United Arab Emirates	
China	
United Arab Emirates	
United Arab Emirates	
United Arab Emirates	
United Arab Emirates	
United Arab Emirates	
United Arab Emirates	
United Arab Emirates	
United Arab Emirates	

Wholesalers & F
Al Saeedi Group
Apparel Group
Azadea Group
Baoli Middles East FZCO
Barakat
Bateel
BNP Global
CARREFOUR
Chalhoub Group
Daily Food Company, Riyadh
Home Box
Homecentre
Home Centre (Landmark Group)
Ikea
M H Enterprises
M.H. Alshaya
MAF Carrefour
Majid Al Futtaim Retail
Noble International
Real FZE (Chalhoub Group)
Sharjah Cooperative Society
Juma Al Majid Group
Landmark Group
Majid Al-Futtaim Retail
M.H Alshaya Co. L.L.C

United Arab Emirates
Germany
United Arab Emirates
United Arab Emirates
United Arab Emirates

Distributor

Aikah Establishment
Airman Trading FZE
Al-Futtaim Famco
Alkhatam group
Al Sayegh Brothers
Al Shaya Trading Co.LLC
Al Shirawi Enterprises LLC
Al Shirawi Equipment Company
Beumer Group
BITO Storage Systems Middle East
Buss engineering
Galadari Trucks
Hydroturf Energy
Inter Equipment Co. Ltd.
Logsquare
Pinacle Trading
Swaidan Trading Co. LLC
Thor Middle East L.L.C
United Diesel LLC

Oil & Gas

Abu Dhabi Company for Onshore
Adnoc
Borouge
Petroleum Operations Ltd. (ADCO)
ADNOC
Al Masood Oil & Gas
Kuwait Oil Comapny
Petrofac
Shell Markets ME

Ports & Airlines

Abu Dhabi Airports Free Zone
Abu Dhabi Ports
DryDocks Dubai
Dubai Airports Commercial and
Communications
Dubai Ports World
Emirates Airline
Emirates Flight Catering
Etihad Airport Services
flydubai
Qatar Airways

Wholesalers & Retailers

Al Saeedi Group
Apparel Group
Azadea Group
Baoli Middles East FZCO
Barakat
Bateel
BNP Global
CARREFOUR
Chalhoub Group
Daily Food Company, Riyadh
Home Box
Homecentre
Home Centre (Landmark Group)
Ikea
M H Enterprises
M.H. Alshaya
MAF Carrefour
Majid Al Futtaim Retail
Noble International
Real FZE (Chalhoub Group)
Sharjah Cooperative Society
Juma Al Majid Group
Landmark Group
Majid Al-Futtaim Retail
M.H Alshaya Co. L.L.C

[illegible]

United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
Kuwait
United Arab Emirates
United Arab Emirates

United Arab Emirates
United Arab Emirates
United Arab Emirates

United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
United Arab Emirates
Qatar

[illegible]

International manufacturers represented at Materials Handling Middle East 2017



The above companies are selected buyers from the 2017 attendees

The above are selected exhibitors from the 2017 edition.

It's all about teamwork – your success is our victory!

The Materials Handling Middle East team values your presence at the show, which is why we work hard to ensure the successful participation of all our exhibitors at the event. There are various marketing tools that we use to promote the event and ultimately promote exhibitors. *Note: The list below will only apply to confirmed exhibitors – free of cost!*

Business Matchmaking

Connect with the people who matter!

This is the preparation tool that will help you search for, identify and request meetings with the buyers who matter the most to your business, before the show!

PR

Have the media talking about you!

Our in-house Public Relations department runs a continuous PR campaign throughout the year with increasing activities closer to the show. If you have anything newsworthy to state, we would like to hear from you.

Branding Opportunity

Announce your participation!

Our website receives thousands of visitors per year. It also facilitates the visitor registrations and various downloads. Once you are a confirmed exhibitor, we will add you to our exhibitor list on the website three months prior to the show, giving all visitors access to your company product details. This way, visitors can obtain further information about your company prior to their visit.

Sponsorship Opportunity

Additional exposure!

Increase your presence at the show by inserting your logo on the visitors' lanyards, badges, bags or even at the registration desk to generate greater publicity and exposure.

Web Banners

Increased brand visibility!

Promote your company logo and your brand via a web banner either on the website or as part of your email signature.

E-newsletter

Reach more clients!

A Materials Handling e-newsletter is sent out on a monthly basis to the entire database of over 25,000 trade buyers. We can add your company as a featured exhibitor offering you extra exposure amongst the people who matter.

Personalised Invite

Invite your customers!

We print and dispatch more than 25,000 visitor tickets to our extensive database. You can also place your order for these visitor invitations with us. We encourage you to send them to your own client database, inviting them to visit your stand. Personalised invites

On-site Promotions

Stand out from your competitors!

You can design a campaign along with a substantial prize for a raffle draw. We will be happy to design a tailor-made proposal for your company which will offer you great branding during the exhibition.



Pricing Structure

Space costs

Row Stand (one side open)	USD 405 per sqm
Corner Stand (two sides open)	USD 415 per sqm
Peninsula (three sides open)	USD 425 per sqm
Island Stand (four sides open)	USD 435 per sqm
Space only (minimum)	21 sqm

Shell scheme stand construction

In addition to stand space, booking is mandatory for stand sizes up to **21 sqm**

Maxima - Shell Scheme (without furniture)	USD 90 per sqm
Maxima Plus - Basic furniture package (1 table, 3 chairs, 1 lockable cabinet)	USD 110 per sqm

fairconstruction

Fairconstruction brand represents the stand construction services provided by Messe Frankfurt. We are pleased to introduce this high quality service to our exhibitors exclusively starting from USD 89 per sqm. Fairconstruction is at your service with 10 different ready-made designs along with the flexibility of fulfilling your complete design requirements – that's the home advantage for you!

In addition to stand space as above, Fairconstruction is mandatory for stand sizes up to 21 sqm. For furniture requirements please refer to the furniture list in the exhibitor manual. Please contact fairconstruction@uae.messefrankfurt.com for further information.

PR

Materials Handling Middle East 2017 was supported by a comprehensive public relations campaign, ensuring wide-spread regional and international media coverage, both in business and industry trade publications. A total of 943 show-related articles were published with advertising value equivalent of \$US3.6 million, while 21 newspapers, 13 magazines, and 137 online titles covered the 9th edition of the showpiece event.



About the organiser

Messe Frankfurt is the world's largest trade fair, congress and event organiser with its own exhibition grounds. With over 2,500* employees at some 30 locations, the company generates annual sales of around €661* million. Thanks to its far-reaching ties with the relevant sectors and to its international sales network, the Group looks after the business interests of its customers effectively. A comprehensive range of services – both onsite and online – ensures that customers worldwide enjoy consistently high quality and flexibility when planning, organising and running their events. The wide range of services includes renting exhibition grounds, trade fair construction and marketing, personnel and food services. With its headquarters in Frankfurt am Main, the company is owned by the City of Frankfurt (60 percent) and the State of Hesse (40 percent).

**Preliminary figures for 2017*

Further information:

www.messefrankfurt.com

About Messe Frankfurt Middle East GmbH

Messe Frankfurt Middle East's portfolio of 16 exhibitions includes Automechanika Dubai, Automechanika Jeddah, Automechanika Riyadh, Beautyworld Middle East, Beautyworld Saudi Arabia, Hardware + Tools Middle East, Intersec, Intersec Saudi Arabia, Leatherworld Middle East, Light Middle East, Materials Handling Middle East, Materials Handling Saudi Arabia, Middle East Cleaning Technology Week, Paperworld Middle East, Prolight + Sound Middle East, SPS Automation Middle East. The subsidiary also organises a series of conferences and seminars including the Worker Health Protection Conference, the Business in Beauty Summit, Think Light, and the International Conference on Future Mobility.

For more information, please visit our website at www.messefrankfurtme.com

Messe Frankfurt Middle East GmbH

P.O. Box 26761

Dubai, United Arab Emirates

Tel +971 4 38 94 500

Fax +971 4 35 85 511

www.materialshandlingME.com

materialshandling@uae.messefrankfurt.com

