

4th
CIBEX
EAST AFRICA



CONSTRUCTION | INFRASTRUCTURE | BUILDING | ENERGY

Supported by
IMAG, subsidiary of
Messe München

Building East Africa's Future



KICC, Nairobi, Kenya

15 – 17 February 2017

www.cibexeastafrica.com

East Africa – A region for successful business



The East African market is generally the most growing market within the Sub-Saharan Africa region. Especially the investment for Construction, Energy and Infrastructure is huge due to the existing funds and the growing middle income population. The expected growth in infrastructure spend in Sub-Saharan Africa is significant at around 10% per annum to 2025. With an abundance of natural resources and recent mineral, oil and gas discoveries, demographic, social and political shifts and a more investor friendly environment, the investor spotlight shines brightly on East Africa.

Construction and Infrastructure

The East African countries are largely infrastructure deficient and present huge potential in terms of infrastructure development as they have begun major transport and logistics expansion programs with strong government support

Natural Resources & Energy

East Africa's energy market is attracting a great deal of interest among investors as a result of its steady economic growth and its potential to become one of the largest producers and exporters of oil and natural gas globally.

This is according to research firm Frost & Sullivan which points out in its report, 'East Africa Energy', that countries including Tanzania, Kenya, Ethiopia and Rwanda are beginning to turn their backs on biomass for their energy consumption to more modern energy sources so as to meet the growing demands of the expanding urban population and the rising per capita income levels. East Africa would have more than 50,000MW of generation potential by 2030, with hydropower, coal, wind, geothermal power and natural gas-based generation systems dominating the mix.





About the Show



The 4th edition of CIBEX East Africa is a high end international event for the whole construction, infrastructure, building and energy industry focused regionally on East and Central Africa. Its efforts are directed towards new technology and international know-how at the highest level to be showcased to governments, construction associations, private companies as well as key industry players.

A high level conference, taking place alongside the exhibition addresses current issues and upcoming projects and opportunities in East Africa. CIBEX is well-known for a well-organized matchmaking which allows visitors and exhibitors to meet and have business discussion during the event.

CIBEX is proud partner of government institutions and construction associations e.g. the East African Community, the Government of Kenya, the National Construction Authority (NCA), Kenya Federation of Master Builders (KFMB) as well as the German Engineering Association VDMA. This support and partnership underlines the importance of CIBEX as the networking platform for the construction and infrastructure industry within East Africa.

With the international support from IMAG, subsidiary of Messe München, the international attendance at CIBEX is expected to grow again in a faster dimension. CIBEX is expecting additional participation from Europe, Middle East and Asia.

CIBEX East Africa 2016



- Exhibitors from Austria, Denmark, Germany, Finland, France, Italy, Kenya, Madagascar, Poland, Switzerland and UAE
- 1.376 trade professionals, authorities and government representatives from Ethiopia, Germany, Greece, Italy, India, Kenya, Oman, Philippines, South Africa, Uganda and UAE
- International conference with local experts and industry speakers given presentations about Green Energy Solutions, Infrastructure Projects in East Africa and construction and building technology
- Official inauguration by H.E. Professor Jacob Kaimenyi, Cabinet Secretary of the Ministry of Lands, Housing, Urban Development and Public Works
- The trade visitors rated the product range of exhibits with excellent (45 %), good (41 %) and fair (14 %)
- 94 % of the trade visitors plan to do business with exhibitors after the show

CIBEX is much honored to receive great support from



Testimonials



“ CIBEX is an exhibition which has all the potential to become THE road construction exhibition in East Africa.”

LISBETH KNUDSEN, BORUM INDUSTRI A/S (DENMARK)

“ The exhibition was a great success. We had great satisfaction with our stand and its strategic location. I would also like to commend the organizer, who was always friendly and helpful. This is due to the efforts you put in before and at the exhibition, which clearly paid off handsomely. We got promising business leads, amazing views and more than 15 requests for quotations from serious customers. This was more than our expectation. We would like to participate more in your exhibitions and this time doing it right.”

JAMES CHEGE, SIMBA CORP LIMITED (KENYA)

“ We would like to thank you for your organization and your help. Overall we had a good exhibition. We had visitors with high quality and are very optimistic for future business opportunities. It was important for us to be here and showcase our products in Kenya. Again thank you for your professional organization. “

AJANTHAS KUMARATHAS, SCHEUERLE FAHRZEUGFABRIK GMBH (GERMANY)

“ As new exhibitor, we have found new clients at CIBEX which we had not met before.”

PANVIR BHURJI, FEIL GROUP (KENYA)

“ We would like to thank CIBEX team for the impeccable organization of the show. Rehau & Customs Aluminium appreciated the good work. We were able to meet a considerable number of guests and answered lots of questions which we hope will lead to successful sales conversion. We look forward to the future of the show and the business with Kenyan clients.”

NINA OWINO, CUSTOMS ALUMINIUM (KENYA)

“ For Alma Kenya CIBEX was a successful exhibition with a lot of meetings and a good management. We would like to thank for the great assistance and customer care and honour the beautiful making of the exposure stands. We look forward to CIBEX 2017!”

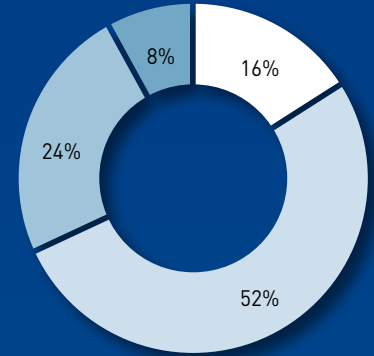
LUIGINO ROMANDINI, ALMA (KENYA/ITALY)

Exhibitor Feedback 2016

What are your principal marketing objectives and reasons for exhibiting and how do you rate these objectives?

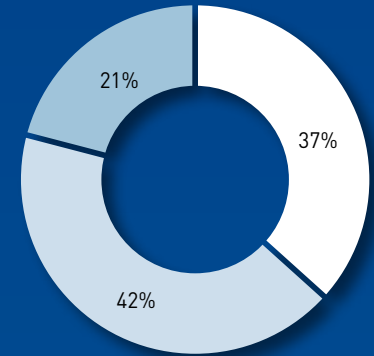
////// Generate new sales leads

- Excellent
- Good
- Fair
- Poor



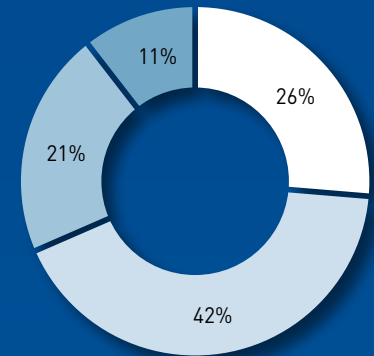
////// Launch new products

- Excellent
- Good
- Fair



////// Meet existing clients

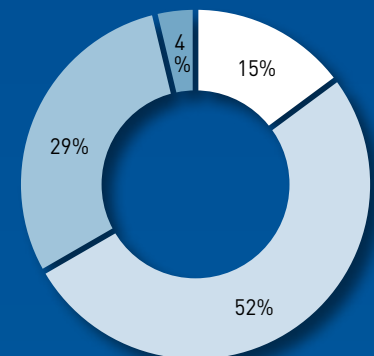
- Excellent
- Good
- Fair
- Poor



How do you rate

////// the quality of visitors?

- Excellent
- Good
- Fair
- Poor



CIBEX 2017 Show Profile



/// Building & Construction

- ◆ Building Materials
- ◆ Construction Tools
- ◆ Electrical Equipment
- ◆ Metal / Steel / Aluminum
- ◆ Pumps
- ◆ Ceramic
- ◆ Glass
- ◆ Wood Products



/// Heavy Machinery

- ◆ Construction Vehicles & Equipment
- ◆ Cranes / Tower Cranes
- ◆ Earthmoving Equipments
- ◆ Machines & Plants
- ◆ Mining Machines
- ◆ Tankers
- ◆ Trailers & Tractors



/// Infrastructure

- ◆ Airports
- ◆ Bridges
- ◆ Industrial Zones
- ◆ Landscaping
- ◆ Ports
- ◆ Public Transport
- ◆ Railway & Trains
- ◆ Roads & Road Signs



/// Environment

- ◆ Pollution Control Management
- ◆ Recycling Technologies
- ◆ Renewable Energy
- ◆ Waste / Hazardous Material Management
- ◆ Water / Waste Water Treatment



/// Energy

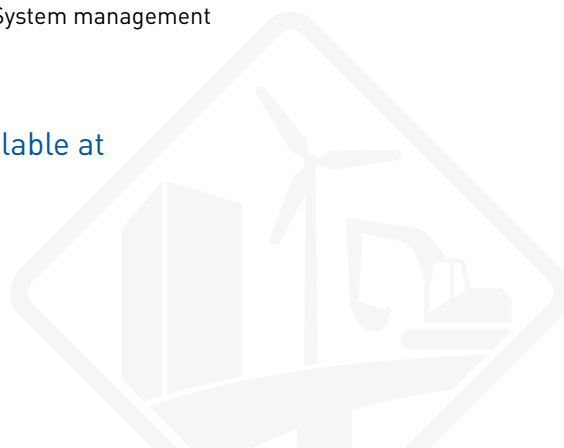
- ◆ Solar
- ◆ Photovoltaic
- ◆ Turbine manufacturers / distributors / components
- ◆ Realization (onshore & offshore)
- ◆ Materials
- ◆ System management



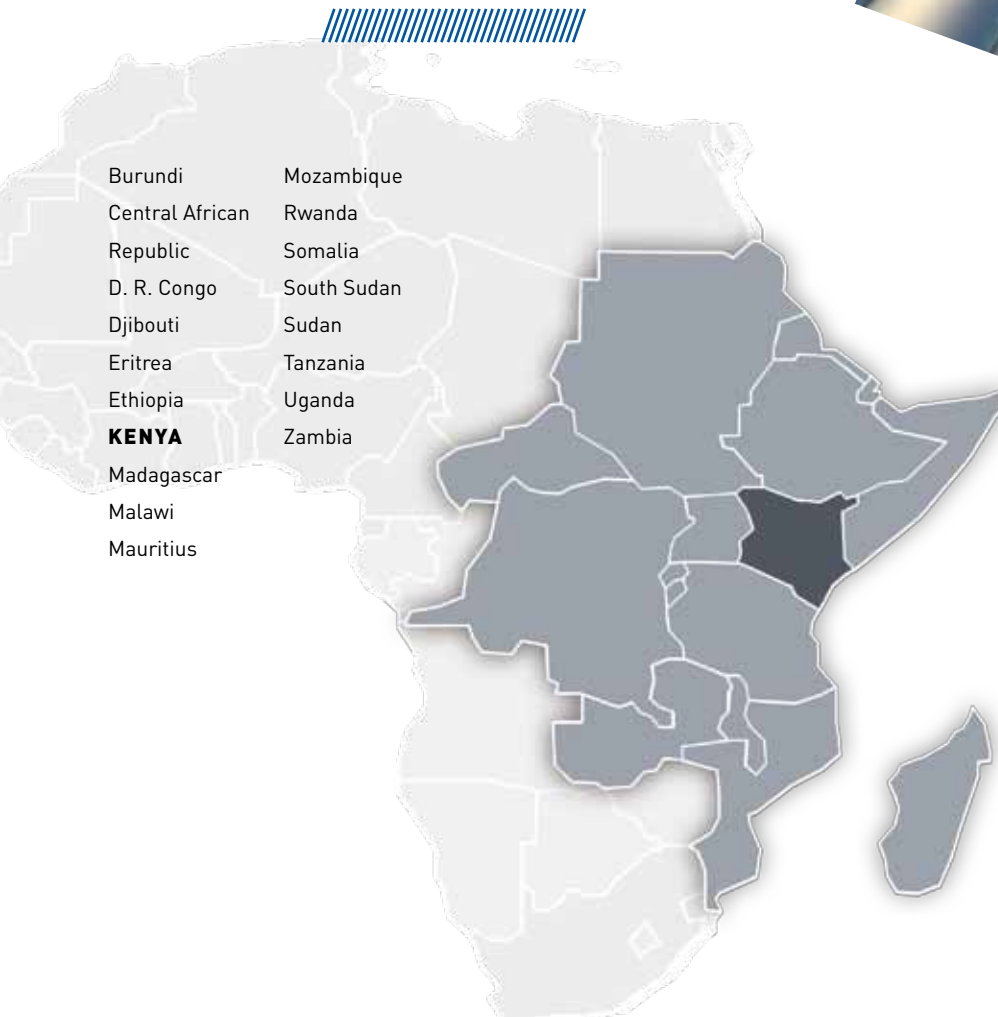
/// Service

- ◆ Finance
- ◆ Insurance
- ◆ Consulting

The complete profile is available at www.cibexeastafrica.com



Kenya, the hub for East and Central Africa



Burundi
Central African
Republic
D. R. Congo
Djibouti
Eritrea
Ethiopia
KENYA
Madagascar
Malawi
Mauritius

Mozambique
Rwanda
Somalia
South Sudan
Sudan
Tanzania
Uganda
Zambia

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