

5th  
**CIBEX**  
EAST AFRICA



CONSTRUCTION | INFRASTRUCTURE | BUILDING | ENERGY



**International trade fair**  
for Construction, Infrastructure,  
Building and Energy

**19 – 21 June 2018**  
Oshwal Center, Nairobi, Kenya



# 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.

## Infrastructure and Construction Projects in Kenya

Effective infrastructure plays a vital role in the development of any nation, and regular efforts are made to constantly improve the same. Infrastructure projects in Kenya are also part of this phenomena. There were 11 ongoing projects valued at \$7.01 billion in the country last year, the consultancy firm said in the 2016 Africa Construction Trends Report.

### The top ongoing infrastructure projects in Kenya include:

1. A 300km Road Project
2. The Standard Gauge Railway (from Nairobi to Mombasa)
3. Mombasa Port Road Development
4. Outer-Ring Road Project
5. Standard Gauge Railway Extension

The top projects comprised both public and private investments such as the standard gauge railway, the Lamu Port berths and the Lake Turkana Wind Power Project.

## 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 5th 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.



# CIBEX 2018 – Why exhibit



- **Access the fastest growing country in East Africa.**  
Kenya is home to four of East Africa's top 10 construction projects by value
- **Supply products to over 30 mega projects**, valued at \$7 billion
- **Find sales partners** from Kenya and surrounding East African countries
- **Meet** with architects, interior designers, purchase & procurement managers, structural engineers, civil engineers, mechanical engineers, electrical engineers, contractors and project managers responsible for procurement
- **Gain advantage** of relative early entry into a growing market
- **Meet decision makers** in the East African construction and infrastructure sector
- **Meet with East African government bodies**

## CIBEX 2018 Show Profile



**INFRASTRUCTURE** Airports / Bridges / Industrial Zones / Landscaping / Ports / Public Transport / Railway & Trains / Roads & Road Signs

**HEAVY MACHINERY** Construction Vehicles & Equipment / Cranes, Tower Cranes / Earthmoving Equipments / Machines & Plants / Mining Machines / Tankers / Trailers & Tractors

**BUILDING & CONSTRUCTION** Building Materials / Construction Tools / Electrical Equipment / Metal, Steel, Aluminum / Pumps / Ceramic / Glass / Wood Products

**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

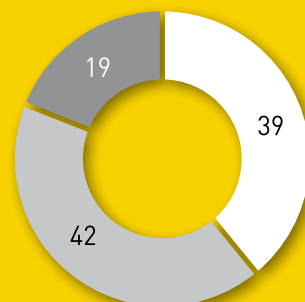
**SERVICE** Finance / Insurance / Consulting

## CIBEX 2017

**52 well known international companies** from **13 countries**. In addition to an **official German Pavilion** – supported by the German Federal Ministry for Economic Affairs and Energy and the German Engineering Association VDMA – participants came from Arab Emirates, China, Denmark, France, Italy, Kenya, Oman, Poland, Rwanda, South Africa, Switzerland and Turkey.

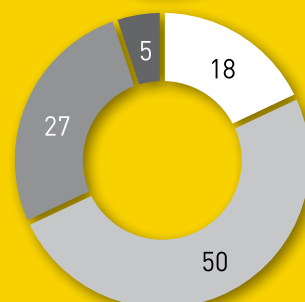
## Exhibitor Feedback 2017

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

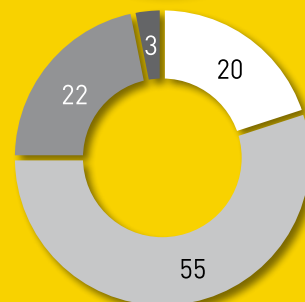


Launch new Products

- Excellent
- Good
- Fair
- Poor



Generate new sales leads



How do you rate the quality of visitors?



CIBEX is much honored to receive great support from:



## 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



## Contact



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