

**Under the Patronage of**  
**HH Sheikh Hamad Bin Khalifa Al-Thani,**  
**The Emir of the State of Qatar**

**The biggest event in the history of Gulf Industry**



**12<sup>th</sup> Industrialists' Conference &**  
**The Global Exhibition on Industrial Subcontracting & Partnership**  
**" The Future of Industry in the GCC Countries : 2020 "**

**22-24 November 2009**  
**Qatar International Exhibition Centre**  
**Doha- State of Qatar**



## Economic Background :

In 2009 the combined economies of the GCC ( Gulf Cooperation Council ) countries will witness a real growth rate of 2.4%, despite the world economic crisis and the fall of oil prices, according to Global Investment House. Among the GCC peers, Qatar is likely to remain insulated with a staggering 9.4% real GDP growth rate in 2009, according to World Bank reports.

The Financial Times reveals that the present crisis may be the making of the Gulf's chemicals industry. Chiefly this is because of easy and cut-price access to oil and gas. Seeking to capitalize on this advantage, governments have thrown cash at their petrochemical industries in recent years, expanding total output to \$59.6bn, with an annual growth rate of more than 9% since 1997, the consultancy says.

The GCC countries have accumulated huge financial surpluses during the past years, when prices of oil reached record highs. Furthermore, the financial crisis is prompting many investors to turn away from real estate and stock markets and invest rather in industry.

In the Middle East, \$79bn of investments in petrochemicals is planned for the 2007- 11 period, according to KPMG. Abu Dhabi is building a \$20bn chemicals city called Chemaweyaat, and Saudi Arabia plans a \$26bn refinery and petrochemical complex at Ras Tanura. Both states, along with Qatar, have identified the industry as an integral component in diversifying their economies and creating jobs. The regional industry will grow nearly 10% a year until 2020, more than twice the average, according to KPMG.

The Gulf focuses mostly on basic petrochemicals such as ethylene, poly-olefins, polypropylene, but will soon be able to produce a wider array of chemical products. It is already a leading manufacturer of fertilizers.

## The Event:

The 12<sup>th</sup> Industrialists' Conference & Exhibition, organized in conjunction with the Global Exhibition on Industrial Subcontracting and Partnership - Petrochemicals and Plastics, is placed under the high patronage of HH Sheikh Hamad Bin Khalifa Al-Thani, The Emir of the State of Qatar. It is traditionally attended by the six Ministers of Industry of the GCC countries, and the expected participation of more than 400 exhibitors and 5,000 professional visitors will create an unprecedented event that will not occur in the coming future, as the two shows will then be held in separate countries.

This is a unique occasion not to be missed!

## The Conference:

The Industrialists' Conference is the most prestigious of its kind in the GCC region. The last edition was held in Abu Dhabi and attracted more than 700 participants from the region and beyond. The Industrialists' Conference has always presented top international speakers, such the German ex-Chancellor Gerhard Schroeder at the last edition in 2008 in Abu Dhabi.

Participants at the 11<sup>th</sup> edition were mostly from the GCC countries (92%), with managerial level (87%). A majority (72%) came from the private sector.

The 12<sup>th</sup> conference main topic will be the future of the industry in the GCC region for the next ten years, and the means and ways to create links and partnerships between the Gulf industries and companies around the world to enhance the industrial production in the GCC region.





## The Exhibition:

The exhibition along the conference is meant to cater for all the needs of Gulf industrialists, especially the small and medium enterprises, from machinery and equipment to services and finance.

### Sectors covered:

- Plastics
- Metal Working
- Wood Working
- Packaging & Printing
- Building Materials
- Chemical production
- Automotive

### Products on Exhibit:

- Machinery
- Equipment
- Tools
- Machine Tools
- Raw Materials & Semi-finished products
- Safety Equipment
- Automation
- Used machinery
- Services:
  - Consulting
  - Contracting & Building
  - Facility management
  - Finance
  - Industry Zones
  - Ports & Free Zones

### Visitors' profile:

- Managing Directors
- Marketing Managers
- General Managers
- Purchasing Managers
- Area/Regional Managers
- Financial Managers
- Technical Experts
- R & D Specialists
- Traders
- Distributors
- Agents
- Purchasing Authorities
- Government Officials
- GCC and Pan Arab Institutions
- Trade Missions
- Trade Associations
- Export Councils
- Engineers
- Supervisors/Technical Managers
- Dealers/Retailers
- Wholesalers
- Manufacturers/Suppliers
- Consultants



**All Ministers of Industry of  
the GCC countries attending the Event!**

## Promotion campaign:

A highly targeted promotion campaign, comprising:

- Global advertising campaign in international and regional trade press
- Editorials in press media and interviews in local & regional TVs
- Special supplements in local, regional and international trade and business media
- Personalized invitations to more than 50,000 international and regional industry professionals
- Tele-marketing operations to confirm the presence of big buyers
- Special travel and accommodation packages

## Participation fees:

**Option 1: Space only: \$350/sqm**

**Option 2 : Schell scheme: \$375/sqm**

*(Lighting, Power, Walling, Signage, Carpeting)*

**Option 3 : Furnished stand: \$400/sqm**

*(As option 2 plus 1 table, 3 chairs, 1 counter, 1 magazine rack)*

## Matchmaking:

Exhibiting sponsors will be main regional buyers. They will benefit from tailored business to business meetings arranged by market specialists with worldwide suppliers selected after careful assessment of the main buyer's purchasing needs.

GOIC is the industrial matchmaking specialist in the Middle East. It has established a supply network covering more than 40 countries to serve the industrial purchasing needs of GCC companies. More than 2,000 meetings are to be set.

## Sponsorship:

There are limited sponsorship opportunities and packages yet available to distinguish your company during this world event. Please contact the organizers for more details.

**More than 2000 pre-set meetings with big regional buyers**





## Organized by:



The Gulf Organization for Industrial Consulting (GOIC), [www.goic.org.qa](http://www.goic.org.qa), was established in 1976 by the member states of GCC to act as a catalyst and knowledge-hub for industrial investment and development in the region. GOIC is based in Qatar, and operates consultancy services in all GCC member states. Besides the consultancy services on investment opportunities and industrial reviews, GOIC is maintaining unique industrial databases and is fully engaged in strengthening the industrial capacities of the member states. This is accomplished through training sessions, seminars and capacity development activities. The annual GCC-EU Industrial Forum and the bi-annual GCC Industrialists' Conference have been an asset to this effort.

Since its inception, the organization's advisory role was fundamental in the industrial development of the region. It played an influential part in identifying and introducing new industries to the region as well as determining synergies for the existing ones. GOIC has grown to be the unrivalled source of market intelligence and knowledge of the industrial environment within the GCC, and the advisory institution by excellence for GCC governments, chambers of industry, private investors, and financiers across the GCC region.



## Co-Organizers:



Ministry of Industry and Energy



Ministry of Business & Trade



مجلس التعاون لدول الخليج العربية - الامانة العامة  
The Cooperation Council For The Arab States of The Gulf, Secretariat General



اتحاد غرف دول مجلس التعاون الخليجي  
Federation of GCC Chambers



غرفة تجارة وصناعة قطر  
Qatar Chamber of Commerce & Industry

With the support of:



الاتحاد الخليجي للصناعات البتروكيمياويات والكيمياويات  
GULF PETROCHEMICALS AND CHEMICALS ASSOCIATION

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