

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



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



The biggest event in the history of Gulf Industry

22 - 24 November 2009
Qatar International Exhibition Center
Doha- State of Qatar

Sponsorship Packages

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The Event :

The 12th Industrialists' Conference is the most prestigious of its kind in the Middle East. It will be held in November 2009 in Doha, State of Qatar, under the Patronage of **HH Sheikh Hamad Bin Khalifa Al-Thani, The Emir of the State of Qatar** and will be attended by the six Ministers of Industry of the GCC (Gulf Cooperation Council) countries.

The theme of the conference will be:

“ The Future of Industry in the GCC countries: 2020 ”



Exhibitions :

The 12th Industrialists' Conference will be held for the first time in conjunction with two international exhibitions:

The Industrialists' Conference international exhibition:

This exhibition is linked to the Industrialists' Conference. It is a comprehensive show catering for all the needs of Gulf Industrialists, especially the small and medium enterprises, from machinery and equipment to services and financing.

The Global Exhibition on Industrial Subcontracting and Partnership-Petrochemicals and Plastics:

This is the region's premier meeting place for petrochemical and plastics professionals. This exhibition is for all manufacturers and suppliers looking to reach key decision makers and conduct business in the petrochemical and plastics industries.

The expected participation of more than 400 exhibitors, more than 5,000 visitors, more than 700 delegates at the Conference, in addition to more than 2,000 pre-set meetings between major buyers and suppliers, will create an unprecedented event in the history of the Gulf Industry that will not occur in the coming future, as the two shows will be held in separate countries in the following years.

Promotion Campaign:

The Exhibitions will benefit from a highly targeted promotion campaign comprising:

- ★ Global advertising campaign in international and regional trade press
- ★ Editorials in press media and interviews on 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



More than 400 exhibitors from all over the world and 5000 visitors expected

Conference:

The Industrialists' Conference is the most prestigious of its kind in the GCC region and has always secured top international speakers such as German Ex. Chancellor Gerhard Shroeder at the last edition in 2008 in Abu Dhabi.

The Conference is held every two years in a different country of the GCC, and is attended by the six Ministers of Industry of the GCC countries. The last edition was held in Abu Dhabi and attracted more than 700 participants from the region and beyond.

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

This year's 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 with companies around the world to enhance the industrial production in the GCC region.

Composition of Sponsorship package:

Sponsoring the 12th Industrialists' Conference and the Global Exhibition on Industrial Subcontracting and Partnership guarantees a high visibility in media before, during, and after the show. The package offer includes:

- ★ Customized meetings with international suppliers
- ★ Chairing a Session at the Conference
- ★ Exhibiting space in Exhibition Hall
- ★ Advertising in Conference Brochure
- ★ Advertising in Exhibition Catalogue
- ★ Holding a profile in Conference Brochure
- ★ Free admission to attend all parallel Events
- ★ Logo Printed on all Event Materials
- ★ Logo Printed on Event ID – Back
- ★ Logo Published in Event Ad in newspapers
- ★ Logo Printed on Event Portfolio
- ★ Logo Appearing on GOIC and Event Homepages
- ★ Presence at Press Conferences
- ★ Ad Published in GOIC prime and regular publications in 2010
- ★ Free Attendance to GOIC Conferences in 2010
- ★ Promotional material included in the portfolio
- ★ Company banner in prime locations at the Exhibition
- ★ Special reward at the Awards Ceremony

**Over 2,000 customized meetings with
different suppliers from all over the world.**

Customized meetings (matchmaking):

The global recession hitting the economies of the world is inducing many companies into significant discounts in order to sell their products and services.

This constitutes a good opportunity for buyers who can realize sizable economies in their purchases, to put into competition different suppliers from all over the world. The matchmaking sessions during the 12th Industrialists' Conference and the Global Exhibition for Industrial Subcontracting and Partnership are organized to serve this purpose.

Main regional buyers will be exhibiting as Sponsors at the show, and will benefit from tailored business to business meetings with worldwide suppliers and technology providers. They will be able to purchase the right product at the best prices.


Matchmaking at the 12th Industrialists' Conference and the Global Exhibition on Industrial Subcontracting and Partnership represents a very unique and distinctive feature.

The Gulf Organization for Industrial Consulting (GOIC) has established an unprecedented supply and subcontracting network in more than 40 countries in the world. This network is constituted by more than 200 reputed industrial associations and industrial export institutions.

GOIC's teams of consultants will work closely with the Sponsors in order to assess precisely their supply needs. Then all potential subcontractors and suppliers of required products and services will be traced around the world through the international supply network and detailed lists of suppliers from various countries will be sent to Sponsors to let them choose the companies they are interested to meet during the exhibition.

To the difference of sponsoring or visiting any other show in the world, being a sponsor at the 12th Industrialists' Conference and the Global Exhibition on Industrial Subcontracting and Partnership provides you with a unique feature: the guarantee to meet the proper suppliers and subcontractors, as well as making substantial gains in time and money.

The global recession is inducing many suppliers into significant discounts in order to sell their products and services.



International supply network to serve the sponsors purchase requirements:

The supply network established by GOIC to serve sponsors involves specialized associations and trade organizations that will search for qualified suppliers in the following countries:

Qualified suppliers selected from the following countries

Italy	United Kingdom
France	USA
Belgium	The Netherlands
Spain	Germany
Switzerland	Austria
Turkey	China
Singapore	Korea
Japan	Malaysia
Indonesia	Thailand
Russia	Poland
Bulgaria	Romania
Czech Republic	Brazil
Mexico	Argentina
Taiwan	Greece
Slovakia	South Africa
Hungary	Denmark
Viet-Nam	India
Pakistan	Ukraine
Belorussia	Portugal
Slovenia	Philippines
Canada	Sweden
Croatia	Australia
Lithuania	Finland



An unprecedented supply network in more than 40 countries to serve the Gulf Industries

Organizers :

The Gulf Organization for Industrial Consulting (GOIC), 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 and Trade

Secretariat General – The Cooperation Council for the Arab States of the Gulf

Federation of GCC Chambers

Qatar Chamber of Commerce and Industry

With the support of:



Gulf Organization for Industrial Consulting (GOIC)

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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

Sponsorship packages:

A limited number of Sponsorship Packages are available for the 12th Industrialists' Conference and the Global Exhibition on Industrial Subcontracting and Partnership: Six Diamond, Five Platinum, Six Gold and Eight Silver. In addition, we offer Strategic Area Sponsorship opportunities for the Registration Area, the Restaurant and the Press Room separately. The Sponsors will benefit, on top of the usual privileges detailed in our form, from matchmaking sessions with potential suppliers from all over the world.

Sponsorship packages are awarded on first come first served basis. Please ensure that your Sponsorship Application form is completed and sent to the indicated address.





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The future of industry in the GCC countries: 2020

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