

Event Patron



# MANUFACTURING & EQUIPMENT EXPO NIGERIA 2019



Host Ministry



2nd October 2018

Mr Valerii Aleksandruk  
Ambassador  
Embassy of Ukraine  
Plot 894, Olu Awotesu street, Jabi District,  
Abuja.,  
Nigeria

Dear Sir,

THE ANNUAL MEETING PLACE FOR MANUFACTURING IN NIGERIA, March 12 – 14, 2019.

Delivering you the largest local buyer audience of manufacturing equipment, raw materials, food and ingredients

## REQUEST TO THE EMBASSY OF UKRAINE FOR ENDORSEMENT AND ORGANISING OF UKRAINIAN PAVILION

Clarion Events West Africa in conjunction with the Manufacturers Association of Nigeria (MAN) writes to request for Endorsement of the 2019 edition of the Nigeria Manufacturing and Equipment Expo (NME Expo 2019) featuring 'Manufacturing Partnership for African Development (mPAD)' from the Embassy of Ukraine and invite the High Commission to participate with a Country Pavilion at the Nigeria Manufacturing & Equipment Expo 2019 scheduled to hold from March 12<sup>th</sup> – 14<sup>th</sup> 2019 at the Landmark Event Centre, Victoria Island Lagos.

MAN has in the last three years actively encourage over 3,000 members to use the exhibition as a way to modernize their factories through the evaluation and purchase of machine tools and manufacturing machinery. The event supports the Economic Recovery Growth Plan and the Nigerian Industry Revolution Plan (NIRP).

Ukrainian suppliers of tools and machinery can secure orders, meet & appoint reputable local agents and grow their operations in a lucrative market offering strong demographic dividend, political stability, good economic governance and a lucrative \$150bn consumer market supported by a 180 million population and \$405bn annual GDP.

The event is an international exhibition for the full manufacturing value chain including value-added manufacturing of raw materials, processing & production, end of line packaging, material handling, supply chain, transportation and logistics.

The event is characterised by key manufacturing sectors including, Agro, Food, Beverage, Tobacco, Pharmaceutical, Cosmetics, Textile, Non-Food and Industrial.

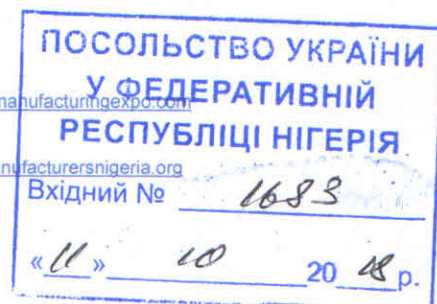
Manufacturers attend to improve their operations by finding new machinery and technology, logistical solutions, Raw materials, Spare parts and availability of funding and meeting with new suppliers

Event Organiser



T: +234 8091155699, 08091155499 E: [cewa@clarionevents.com](mailto:cewa@clarionevents.com) W: [www.nigeriamanufacturingexpo.com](http://www.nigeriamanufacturingexpo.com)  
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T: +234 8033737635, 01 – 4542700 E: [man@manufacturersnigeria.org](mailto:man@manufacturersnigeria.org) W: [www.manufacturersnigeria.org](http://www.manufacturersnigeria.org)  
MAN House, 77, Obafemi Awolowo Way, Ikeja Lagos Nigeria



The active participation and support of the, Central Bank of Nigeria (CBN), Bank of Industry (BOI) and the Bank of Agriculture (BOA), and other commercial banks provide manufacturers with funding and low interest rate financing on offer at the exhibition. These and many other sponsors and partners have made the NME Nigeria's most comprehensive manufacturing & equipment expo in Nigeria.

We propose that the High Commission uses this annual platform to increase export of machine tools and manufacturing machinery from Ukraine to Nigeria and West Africa in general.

Exhibitors include machine tool & manufacturing machinery producers across multiple verticals:  
Agro, Food, Beverage & Tobacco Processing | Packaging | Labelling | Printing, Graphics & Converting |  
Plastics & Rubber Processing | Textile Production | Shoe Making | Tanning | Automotive Assembly | Metal  
Working, Foundry and Metallurgy | Glass Making & Processing | Cement Making | Ceramic Making |  
Pharmaceutical & Medical Processing | Cosmetic Processing | Electronics Production & OEM Assemblies  
| Electronic Manufacturing | Chemical Processing | Plastic and Rubber Processing | Wood-Working  
| FMCG

Please find enclosed the Post Event Report for the 2017 & 2018 editions and the brochure of the 2018 edition with the participation prices available to The Embassy of Ukraine for the forthcoming 2019 edition.

You can reach the undersigned on +234 8091155699 | [Joseph.oru@clarionevents.com](mailto:Joseph.oru@clarionevents.com)

I look forward to your response.

Yours Faithfully,



Joseph Oru  
**Country/Project Manager.**  
Clarion Events West Africa.



4TH EDITION

# MANUFACTURING & EQUIPMENT EXPO

## NIGERIA 2019



FEATURING



**NIGERIAN  
RAW MATERIALS  
Exposition**

Exhibition - Plenary Sessions -  
Sectoral Discussions - Master Class - B2B



20  
19

**MULTIMODAL**

West Africa, Lagos, Nigeria

INTERNATIONAL MANUFACTURING & INDUSTRIAL TRADE FAIR

12 - 14 MARCH 2019  
LANDMARK EXHIBITION CENTRE, LAGOS, NIGERIA

**EXHIBITOR BROCHURE**

### EXHIBITION SECTORS

- MACHINERY & EQUIPMENT
- RAW MATERIALS & INGREDIENTS
- LOGISTICAL SOLUTIONS & SERVICES
- MANUFACTURERS ZONE

[WWW.NIGERIAMANUFACTURINGEXPO.COM](http://WWW.NIGERIAMANUFACTURINGEXPO.COM)

[WWW.NIGERIARAWMATERIALEXPO.COM](http://WWW.NIGERIARAWMATERIALEXPO.COM)

[WWW.MULTIMODALWESTAFRICA.COM](http://WWW.MULTIMODALWESTAFRICA.COM)

EVENT PATRON:

MANUFACTURERS  
ASSOCIATION  
OF NIGERIA



HOST MINISTRY:



Federal Ministry of  
Industry, Trade &  
Investment

ORGANISER:



SUPPORTING ASSOCIATIONS

BANK OF INDUSTRY



NEXIM

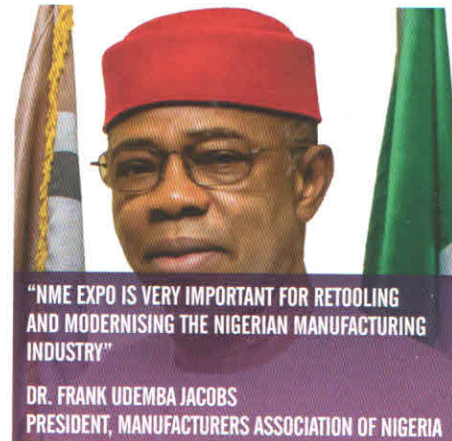


FOR MORE INFORMATION VISIT: [WWW.NIGERIAMANUFACTURINGEXPO.COM](http://WWW.NIGERIAMANUFACTURINGEXPO.COM)



# What is NME Expo?

An international exhibition for the full manufacturing value chain including value-added manufacturing of raw materials, processing & production, end of line packaging, material handling, supply chain, transportation and logistics. The event is characterised by key manufacturing sectors including, Agro, Food, Beverage, Tobacco, Pharmaceutical, Cosmetics, Textile, Non-Food and Industrial. The exclusive Event Patronage from the Manufacturers Association of Nigeria (MAN) delivers the highest national attendance of manufacturers and the exclusive CEO Forum (mPAD) which is Chaired by President of MAN ensures attendance from the highest level of decision makers. Manufacturers and major importers attend to meet with new suppliers of raw materials, machinery, technology and logistical solutions.



**"NME EXPO IS VERY IMPORTANT FOR RETOOLING AND MODERNISING THE NIGERIAN MANUFACTURING INDUSTRY"**

**DR. FRANK UDEMBA JACOBS**  
PRESIDENT, MANUFACTURERS ASSOCIATION OF NIGERIA

**3500M<sup>2</sup>**  
EXHIBITION SPACE

**3100**  
ATTENDEES

**120+**  
EXHIBITORS



**CO-LOCATED  
CEO FORUM**



**INTERNATIONAL  
PAVILIONS**

**CO-LOCATED  
TRANSPORT &  
LOGISTICS EXPO**



**CO-LOCATED  
RAW MATERIALS EXPO**



**68%**  
OF ATTENDEES ABLE  
TO INFLUENCE OR  
AUTHORISE PURCHASE

## The Nigerian and West African manufacturing sector

- Consumer market estimated at **\$150bn**
- Ecowas market has combined GDP of over **\$600bn**
- **180+ million** population with rising middle class
- **Removal of import duty** on select manufacturing machinery
- Nigeria is a leading African economy with **\$405bn GDP**
- Government funding available to manufacturers modernising and retooling
- Nigeria Food & Beverage sector is estimated to be worth **\$19.5bn**
- Nigeria Food & Beverage sector is largest segment of manufacturing industry comprising **22.5%**
- Nigeria imported **\$100m of plastics machinery** in 2015
- Nigeria imported **\$148m of packaging technology** in 2015
- Nigeria **food processing and packaging machinery imports** are estimated to be worth **\$276m**
- The market consists of **3,000 companies** and a production capacity of over **100,000 tons p/a**
- Nigerian Manufacturing Sector has had **6 consecutive months of growth** since March 2017
- World Bank has reported a **1.2% increase in the Nigerian GDP in 2017** and is forecasting **2.4% increase in 2018**.
- Forex policy of February 2017 narrows gap between parallel and official exchange rates making **forex more available to manufacturers**

**FOR MORE INFORMATION VISIT: [WWW.NIGERIAMANUFACTURINGEXPO.COM](http://WWW.NIGERIAMANUFACTURINGEXPO.COM)**



# Exhibitor Profile

## MACHINERY & EQUIPMENT:

- Packaging Machinery & Materials
- Bottling Machinery
- Labelling Machinery
- Food Processing Machinery
- Agro-Processing Machinery
- Textile Machinery
- Compressors
- Pumps, Bearings, Motors and Generators
- Heating & Cooling Equipment
- HVAC Systems
- Storage, logistics and transport equipment
- Cleaning equipment and solutions
- Materials Handling & Warehousing
- Weighing & Measuring Machinery
- Industrial Tools & Hardware



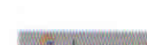
## LOGISTICAL SOLUTIONS & SERVICES:

- Insurance
- Cargo Tracking
- Warehouse Management Systems
- Automation & Control Systems
- Freight Forwarding
- Ports & Terminals



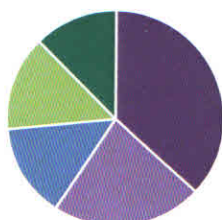
## RAW MATERIALS & INGREDIENTS:

- |  |   |   |
|--|---|---|
| <ul style="list-style-type: none"> <li>• Cassava</li> <li>• Sorghum</li> <li>• Cashew Nuts</li> <li>• Shea Nuts</li> <li>• Maize</li> <li>• Oil Palm</li> <li>• Rubber</li> <li>• Groundnuts</li> <li>• Cocoa</li> <li>• Soya Beans</li> <li>• Cotton</li> <li>• Coconut</li> <li>• Syrup</li> </ul> | <ul style="list-style-type: none"> <li>• PVA</li> <li>• Glucose</li> <li>• Glycerine</li> <li>• Ketones</li> <li>• Sugar</li> <li>• Monomers/Acrylates</li> <li>• Hydrated Lime</li> <li>• Binders</li> <li>• Ethanol</li> <li>• Polyester</li> <li>• PPC</li> <li>• Petroleum Jelly</li> <li>• Vegetable Fats</li> </ul> | <ul style="list-style-type: none"> <li>• Caus</li> <li>• Talc</li> <li>• Corn Starch</li> <li>• Limestone</li> <li>• Silica</li> <li>• Gypsum</li> <li>• Tin</li> <li>• Kaolin</li> <li>• Dolomite</li> <li>• Ceramics</li> <li>• Titanium Dioxide</li> <li>• Coal</li> <li>• Soda ash</li> </ul> |
|--|---|---|



# Visitor Profile

Manufacturer, SME, Importer, Reseller, Distributor, Finance Provider, Consultancy, Embassy/Trade Commission, Government Agency, Industry Association



- 36% Agro, food, beverage and tobacco
- 27% Industrial
- 20% Pharmaceutical
- 17% Non - Food manufacturing sectors



## WHY EXHIBIT?

Demonstrate your machinery, raw materials and logistical solutions

Secure contracts from 3500 leading manufacturers

Build relationships with C-Level attendees

Raise brand awareness and generate new business

Find a reputable distributor and reseller

Meet with key stakeholders in the industry

12 - 14 MARCH 2019, THE LANDMARK EXHIBITION CENTRE, VICTORIA ISLAND, LAGOS, NIGERIA



# Sponsor & Exhibitor Options

## SHELL SCHEME BOOTH RATES:

International: \$350 per sqm  
 \*Nigeria: NGN 72,000 per sqm

## SPACE ONLY RATES (18SQM OR ABOVE):

International: \$320 per sqm  
 Nigeria: NGN 65,000 per sqm

## MADE-IN-NIGERIA MANUFACTURERS PAVILION RATE:

Nigeria: NGN 52,000 per sqm (applicable only to finished product & consumables manufactured in Nigeria)

## EVENT SPONSORSHIP FEATURES

	Diamond Availability: 1	Platinum Availability: 2	Gold Availability: 3	Silver Availability: 5	Bronze
Complimentary raw exhibit space up to	54 m <sup>2</sup>	36 m <sup>2</sup>	24 m <sup>2</sup>	18 m <sup>2</sup>	9 m <sup>2</sup>
Event Headline sponsor on all show marketing	✓				
Brochure seat drop in one of the mPAD sessions	✓				
Solus post-show newsletter	✓				
Sponsor branding in one of the mPAD sessions	✓	✓			
1 x seat in one of the of the mPAD sessions	✓	✓			
C-level interview circulated via PR/media channels	✓	✓	✓		
Company description & logo in the show guide & website	75	50	35	35	25
Advert in show guide	IFC & Interview	FP	HP	HP	
* Conference Presentation (Expo Floor)	✓	✓	✓	✓	
** Complimentary VIP Ticket	15	10	6	4	2
Visitor welcome pack/bag insert	✓	✓	✓	✓	✓
Logo in pre-show email campaign	✓	✓	✓	✓	✓
Unlimited exhibition floor passes for customers and staff	✓	✓	✓	✓	✓
First right of renewal for 2020 sponsorships	✓	✓	✓	✓	✓
	\$29,750 NGN 10,000,000	\$18,500 NGN 6,500,000	\$14,000 NGN 5,000,000	\$9,000 NGN 3,000,000	\$6,000 NGN 2,000,000

\* All speaking opportunities are subject to conference management approval.

\*\* reserved VIP parking, pre-registration & fast track entry, optional interview with onsite media.

## CLARION EVENTS MANUFACTURING PORTFOLIO

MANUFACTURING &  
EQUIPMENT EXPO  
NIGERIA 2019



MANUFACTURING  
EQUIPMENT EXPO  
KENYA 2018



To find out more about Clarion Events and the exhibitions in our manufacturing portfolio visit:  
[www.NigeriaManufacturingExpo.com/Manufacturing-Portfolio](http://www.NigeriaManufacturingExpo.com/Manufacturing-Portfolio)

## INCLUSIVE SPONSORSHIP ITEMS PER LEVEL

Diamond Exclusivity on	Platinum Select one	Gold Select one
<ul style="list-style-type: none"> <li>Event headline sponsor</li> <li>Lead branding and speech and seat at welcome reception</li> <li>Logo on cover of show guide</li> <li>Logo on visitor tickets</li> </ul>	<ul style="list-style-type: none"> <li>Registration area branding</li> <li>Logo on visitor badge &amp; option to supply lanyard</li> </ul>	<ul style="list-style-type: none"> <li>Logo on meeting lounge</li> <li>Logo on visitor welcome pack/bag</li> <li>Logo on seminar theatre</li> </ul>

## CONTACT ONE OF THE TEAM TODAY TO APPLY FOR SPONSORSHIP AND DISCUSS YOUR TAILORED PACKAGE.



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