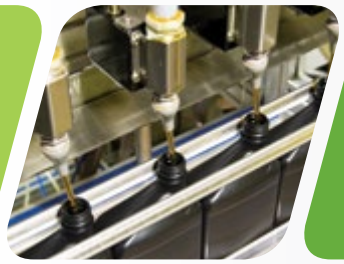
2019 POST SHOW REPORT

PROPAK AFRICA 2019

PACKAGING • PROCESSING • PRINTING • PLASTICS

Co-Located Events:

gapp PRINTEXPO 2019 | FOODPRO FOOD PROCESSING | Pro-Plas Expo 2019 | PRO-LABEL AFRICA 2019



12 - 15 MARCH 2019

EXPO CENTRE NASREC
JOHANNESBURG • SOUTH AFRICA

AFRICA'S ULTIMATE PACKAGING, FOOD PROCESSING, PLASTICS, PRINTING & LABELLING EXHIBITION

Quality Connections | Better leads | More sales

Brought to you by:

SPECIALISED EXHIBITIONS
MONTGOMERY

WHAT AN INCREDIBLE EXPERIENCE AT PROPAK AFRICA 2019

The **four days of Propak Africa 2019** were full of incredible experiences such as ***new product launches***, exciting **live demonstrations**, an 'every day a themed day' experience, and beneficial information at the ***Sustainability Pavilion and Skills Development Area***. Not forgetting the advice that was received from the many technical experts at the stands and the **knowledge gained** from the daily **free-to-attend seminars**.

Thousands of potential buyers met with over 600 sellers of the latest state-of-the-art equipment and machinery, auxiliary products and services. **Our exhibitors pulled out all the stops to deliver a world-class show** and visitors grabbed the opportunity to get great ideas to assist them in keeping future-fit for business growth.

By the time the doors closed on Propak Africa 2019, almost **40% of exhibitors had said "WELCOME 2022"** ***by booking space for the next show in 2022.*** Considering they are booking three years in advance, this demonstrates the immense support for the show and an acknowledgement of its success and value.

SHOW HIGHLIGHTS

3 HALLS | **FIVE** INDUSTRIES

4 DAYS » **FOUR** THEMES

25 FREE-TO-ATTEND SEMINAR TOPICS

4 INDUSTRY CONFERENCES/ WORKSHOPS

SKILLS **Development Area** | **Sustainability** PAVILION

EXHIBITION STATISTICS 2019

INTERNATIONAL EXHIBITORS* » **262**

VISITORS » **11,792**

EXHIBITORS » **600**

* 14 countries were represented at the show: Austria, Belgium, China, Dubai, France, Germany, India, Italy, Iran, Lebanon, Korea, Saudi Arabia, Portugal and Turkey.

VISITOR DEMOGRAPHICS

SA VISITORS

INTERNATIONAL*

* 55 countries were represented including a high number from 21 African countries; specifically Botswana, Zimbabwe, Zambia, Namibia, Mozambique, Swaziland and Lesotho.

International & African participants » **558**

PROPAK AFRICA 2019

PACKAGING • PROCESSING • PRINTING • PLASTICS

VISITORS BY **JOB FUNCTION**

29% Owner/Managing Director/CEO

14% Sales/Marketing Manager

12% Buyer/Specifier/ Estimator/ Procurement

10% General Manager/ Project Manager

7% Engineer/ Technician

5% Production Director/Manager

23% Other

Product Manager, Design/Advertising Manager, Packaging Manager, Food Technologist, Foreman/ Supervisor, Printer/Publisher, Production Planner/ Administrator, Works Manager, Quality Controller/IT Specialis

VISITORS BY **BUSINESS ACTIVITY**

- 23% Food & Beverage Manufacturing
- 21% Packaging
- 10% Plastics Products Manufacturing
- 6% Chemical Manufacturing
- 6% Retail/Wholesale
- 4% Printing & Converting
- 4% Automotive Industry
- 3% Cosmetics/Toiletries Manufacturing
- 3% Label Manufacturing
- 3% Design/Advertising
- 3% Pharmaceuticals Manufacturing

Other 14%

Wine/Fruit Farming, Finishing, Pre-press, Publishing, Telecommunications

VISITOR PURCHASING **AUTHORITY**

85%

of visitors who attended make or influence purchasing decisions

WHAT OUR EXHIBITORS **HAVE TO SAY**

"This year's Propak Africa was the best. The first two days of the show we were up 25% on the previous show. Nearly all the equipment we had on the stand has been sold and it was almost R 40-million of equipment.

Filmatic, Riaan van Zyl, CEO

They say we are in a technical recession, but I cannot believe that if you look at the new leads we have found at the show. We'll be back in 2022.

Pyrotec Packmark, Brendon Pearce, GM

This year we sold a number of smaller machines as well as some larger lines. There has been an increase in good quality visitors to the show.

Acepak, Justin Tomsett, National Sales Manager

Propak Africa has been fantastic journey for us. Normally we will sit after the show and go through all the potential customers we picked up during the show and then look to close deals, but this year, on the first day, within two hours of the show doors opening, we sold four machines!

Trempak, Graham Finke, MD"

VISITORS BY **JOB FUNCTION**

31% Owner/Managing Director/CEO

14% Buyer/Specifier/ Estimator/ Procurement

11% General Manager/ Project Manager

10% Sales/Marketing Manager

8% Production Director/Manager

7% Engineer/ Technician

19% Other

Design/Advertising Manager, Product Manager, Works Manager, Packaging Manager, Foreman/ Supervisor, Food Technologist, Printer/ Publisher

Pro-Plas Expo 2019

VISITORS BY **BUSINESS ACTIVITY**

- **35%** Plastics Products Manufacturing
- **14%** Packaging
- **11%** Food & Beverage Manufacturing
- **7%** Chemical Manufacturing
- **6%** Automotive Industry
- **4%** Cosmetics/Toiletries Manufacturing
- **4%** Design/Advertising
- **3%** Retail/Wholesale

Other 16%

Pharmaceuticals Manufacturing, Printing & Converting, Finishing, Pre-Press, Telecommunications, Label Manufacturing, Publishing, Wine/Fruit Farming

WHAT OUR EXHIBITORS **HAVE TO SAY**

"We attend Propak to create networks and this year we have had quality visitors including some interest from Africa.

IPEX Machinery, Bruce Allen, MD

We have sold nearly everything on our stand. You will see us at the next Propak.

Cabletech Marketing, Pierre Jurgens, MD

This year we took a bigger stand and used it to show a recycling line. The movement on the stand attracted so many visitors and we sold the line at the show to a new customer! We'll be back with a bigger stand in 2022.

Hestico, Juanita Stiehler Brits, MD"

VISITOR PURCHASING **AUTHORITY**

89%

of visitors who attended make or influence purchasing decisions

VISITORS BY **JOB FUNCTION**

26% Owner/Managing Director/CEO

17% Sales/Marketing Manager

12% Buyer/Specifier/ Estimator/ Procurement

9% General Manager/ Project Manager

6% Design/ Advertising Manager

6% Printer/ Publisher

24% Other

Engineer/Technician, Production Director/ Manager, Product Manager, Quality Controller/ IT Specialist, Production Planner/ Administrator, Food Technologist, Foreman/ Supervisor, Packaging Manager, Works Manager

VISITORS BY **BUSINESS ACTIVITY**

- 30% Printing & Converting
- 11% Packaging
- 10% Design/Advertising
- 7% Food & Beverage Manufacturing
- 6% Label Manufacturing
- 5% Chemical Manufacturing
- 5% Automotive Industry
- 4% Retail/Wholesale
- 3% Plastics Products Manufacturing

Other 19%

Cosmetics/Toiletries Manufacturing, Pharmaceuticals Manufacturing, Pre-press, Finishing, Publishing, Telecommunications, Wine/Fruit Farming

WHAT OUR EXHIBITORS **HAVE TO SAY**

"An excellent show! We've seen almost all the decision makers and major players in the industry. The visitors have been of good quality and we've picked up a number of leads.

Kemtek, Karen Stretch, Marketing Manager

The previous show was already very good but this year it is outstanding. There's been a lot of interest and prospects. We sold some machines - some on the first day!

Rotocon, Michael Aengenvoort, CEO

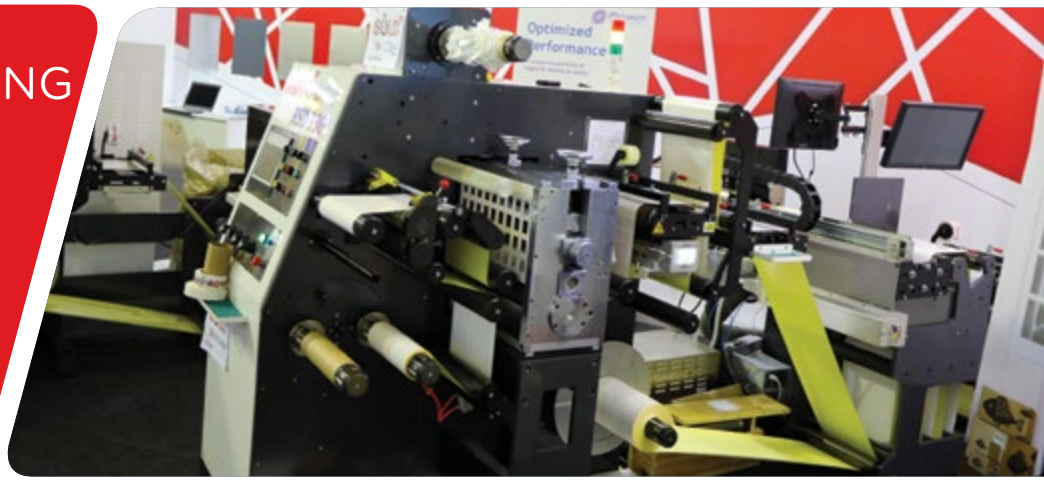
The show has been very good and prosperous for us with quality leads.

Fujifilm SA, Gareth Vaughan, Product Manager for Packaging"

VISITOR PURCHASING **AUTHORITY**

85%

of visitors who attended make or influence purchasing decisions



PRO-LABEL AFRICA 2019

VISITORS BY **JOB FUNCTION**

- **36%** Owner/Managing Director/CEO
- **14%** Buyer/Specifier/ Estimator/ Procurement
- **13%** Sales/Marketing Manager
- **9%** General Manager/ Project Manager
- **5%** Engineer/ Technician
- **4%** Production Director/Manager

19% Other

Design/Advertising Manager, Printer/ Publisher, Food Technologist, Foreman/Supervisor Product Manager, Quality Controller/ IT Specialist, Works Manager, Packaging Manager, Production Planner/ Administrator

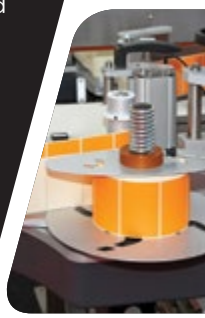
WHAT OUR EXHIBITORS **HAVE TO SAY**

"Each day has gotten better and better. We have been exhibiting at this show for many years and it pays for us to be here.

Sarepco, Paul Bouwer, MD

The show surpassed our expectations when it came to visitor numbers. We also sold a label print applicator with a conveyor machine to an existing client.

JK Services and Coding, Maritz Myburgh, Key Accounts Manager & Assistant Sales Rep"



VISITORS BY **BUSINESS ACTIVITY**

- 19% Label Manufacturing
- 17% Food & Beverage Manufacturing
- 10% Printing & Converting
- 10% Packaging
- 8% Retail/Wholesale
- 7% Chemical Manufacturing
- 5% Design/Advertising
- 5% Cosmetics/Toiletries Manufacturing
- 4% Automotive Industry

Other 15%

Plastics Products Manufacturing, Pharmaceuticals Manufacturing, Finishing, Telecommunications, Pre-Press, Wine/Fruit Farming, Publishing

VISITOR PURCHASING **AUTHORITY**

89%

of visitors who attended make or influence purchasing decisions

TOP REASONS FOR VISITING **PROPAK AFRICA 2019**

FOODPRO
FOOD PROCESSING

VISITORS BY **JOB FUNCTION**

34% Owner/Managing Director/CEO

14% Buyer/Specifier/ Estimator/ Procurement

13% Sales/Marketing Manager

11% General Manager/ Project Manager

7% Food Technologist

6% Engineer/ Technician

15% Other

Production Director/ Manager, Product Manager, Design/ Advertising Manager, Packaging Manager, Foreman/Supervisor, Works Manager, Quality Controller/IT Specialist

WHAT OUR EXHIBITORS **HAVE TO SAY**

"This was the first time to present our machines at an exhibition in South Africa. We're more than satisfied with this show; a lot of quality customers.

Butcher & Meat Processing Equipment (BMPE) / KOLBE FOODTEC, Jonas Hagmeier, Sales

It was our first time at Propak Africa. We have good leads and next time we will exhibit a machine.

Butcher & Meat Processing Equipment (BMPE) / STALAM S.p.A, Ugo Nicoletti, Sales Area Manager"

VISITORS BY **BUSINESS ACTIVITY**

- **58%** Food & Beverage Manufacturing
- **9%** Packaging
- **6%** Retail/Wholesale
- **3%** Chemical Manufacturing
- **3%** Automotive Industry

Other 21%

Plastics Products Manufacturing, Cosmetics/Toiletries Manufacturing, Label Manufacturing, Printing & Converting, Design/Advertising, Pharmaceuticals Manufacturing, Wine/Fruit Farming, Finishing, Telecommunications, Publishing, Pre-Press

VISITOR PURCHASING **AUTHORITY**

90%

of visitors who attended make or influence purchasing decisions

THANK YOU TO OUR INDUSTRY PARTNERS

We appreciate and value your support and contribution

THE INSTITUTE OF PACKAGINGSA · PACKAGINGSA · printing sa FEDERATION OF PRINTING & PACKAGING · SAPRO · Plastics|SA

PROPAK AFRICA 2022

PACKAGING • PROCESSING • PRINTING • PLASTICS

8-11 MARCH 2022

Expo Centre Nasrec · Johannesburg · South Africa

Full-spectrum packaging

TRADE EXPO FOR THE FUTURE

QUALITY CONNECTIONS, BETTER LEADS & MORE SALES

Co-located with:

PRINT EXPO 2022 · FOODPRO EXPO 2022 · PRO-PLAS EXPO 2022 · PRO-LABEL EXPO 2022

GENERATE on-site sales + hundreds of quality leads

CONNECT with quality visitors + decision makers

LAUNCH new products + services to the right people

STRENGTHEN new + existing customer relationships

POSITION your brand as a definitive market leader

WELCOME 2022

PACK SMART

It's so much more than just a stand...
It's a chance to really build your brand!

Propak Africa is where business happens.

BOOK YOUR STAND NOW!