

WINDOWS DOORS & FACADES EVENT 2019

CO-LOCATED WITH

GULF GLASS

24 - 26 SEPTEMBER 2019
DUBAI WORLD TRADE CENTRE



THE FUTURE OF FACADES

THE REGION'S LARGEST DEDICATED INDUSTRY EVENT

FOUNDING PARTNERS

SCHÜCO

 **ORGADATA**
A CLICK AHEAD

 **elumatec**
YEARS

www.wdfevent.ae

The 3rd edition of the event gathered over 120 exhibiting companies from around the globe, attracting more than 6,600 visitors.

Beyond building a network of potential new partners and clients in Dubai and the broader GCC region, both international and local companies signed impressive deals at the event.

We're excited to announce that the fourth edition of Windows Doors & Facades Event, which takes place from 24 - 26 September 2019 at Dubai World Trade Centre, will feature more international exhibitors, thousands of innovative products, new sectors, more opportunities for you to network with your peers, and a CPD-certified educational programme led by industry experts.

91%

EXHIBITORS MET THEIR PARTICIPATION OBJECTIVE



Windows Doors & Facades Event is an ideal platform to meet parties involved in the delivery of building envelope. It is the perfect occasion to find out about trends, latest technologies and new additions to the market.

MERCEDES GARGALLO
Associate - Facade Engineering, ARUP



THE EVENT IN 2018

KEY STATISTICS

6,629
TOTAL VISITORS

3,754 SQM
NET STAND SPACE

71
VISITING COUNTRIES

127
EXHIBITING COMPANIES

14
EXHIBITING COUNTRIES

1,515
EDUCATIONAL SESSION ATTENDEES



SUCCESS STORIES

► EUR 120,000

"We signed deals at WDF 2018 with a Dubai based aluminum fabrication company, GIJI BLDG Metallic Const. We sold two CNC axis and double hit cutting machines for over EUR 120,000 (approx. AED 520,000). So it's been a great show!"

Ahmad Al Joulani
Area Manager at Pertici Industries

► USD 1 Million

"After last year's show, over USD 1 million contracts were signed as a direct result of our participation at WDF. This year, we are very proud to be back again at the event, as founding partners and Titanium sponsors. I hope to meet those who could not attend this year's edition, at Windows Doors & Facades Event in 2019!"

Ammar H. Alul
General Manager for Schüco in the Middle East

► 3 New Contracts

"We participate in WDF since 2016, and this one is the best edition of the show. In the first two days only, we've signed new contracts for three residential projects on the Palm Jumeira. It's a great show, and the feedback we received was extremely positive!"

Norma Milesi
Export Manager of Carminati Serramenti

400+ ARCHITECTS



Taking our exhibitor feedback into consideration, we launched an exclusive Architects' Club. Members include the region's top-level architects, directly involved in decision making for leading consultancy firms, architectural & design companies, master developers and contractors.

This exclusive programme brought together 400+ architects at Windows Doors & Facades Event 2018, resulting in a 20% increase from the previous edition.



WHY EXHIBIT IN 2019?

87%

OF 2018 VISITORS WERE DECISION MAKERS OR INFLUENCERS

GENERATE LEADS FROM THESE TOP 6 COUNTRIES



We got approximately 200 visitors to our booth and we believe many of them can lead to business development opportunities. WDF has been a successful event for us, and we are glad to announce our commitment, that we will come back again next year.

HERMANSJAH JOSWIDJAJA
MBA - Chief Sales & Marketing Officer
Permata Door

DIRECT ACCESS TO DECISION MAKERS, WHICH INCLUDE

SENIOR FACADE CONSULTANT
AESG

SENIOR ARCHITECT
Arabtec Construction LLC

ASSOCIATE OF ASSET MANAGEMENT PROCUREMENT
Aldar Properties PJSC

PROCUREMENT ENGINEER
ALEC

SENIOR DESIGN ARCHITECT
Damac Properties

MANAGER
DEWA

SENIOR ARCHITECT
Emaar

SENIOR FACADE CONSULTANT
Intertek

SENIOR ARCHITECT
KEO International Consultants

ASSOCIATE FACADE CONSULTANT
Koltay Facades

SENIOR ARCHITECTURAL ENGINEER
Khatib and Alami Consultancy

SENIOR DIRECTOR
Majid Al Futtaim Properties LLC

DIRECTOR OF CONSULTANCY STUDIES
Mega Projects Ministry of Public Works

REGIONAL DIRECTOR
Nikken Space Design

TECHNICAL MANAGER
Ramboll

ARCHITECTURAL ENGINEER FACADE CONSULTANT
Wintech Facade Engineering Consultants

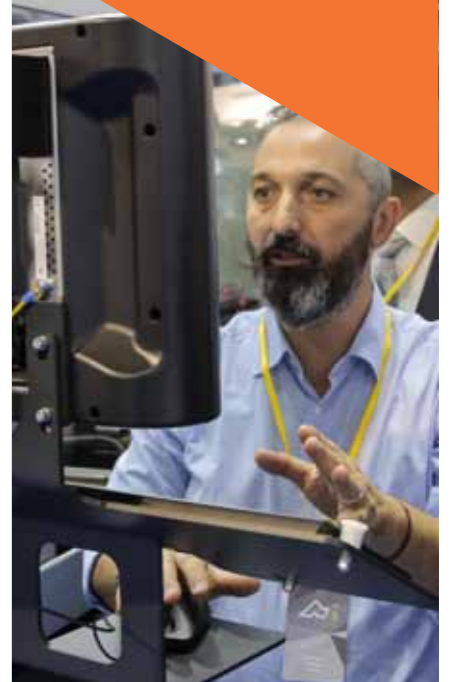
ARCHITECT
WS Atkins

JOIN OTHER LEADING BRANDS WHO PREVIOUSLY BENEFITED FROM THE EVENT

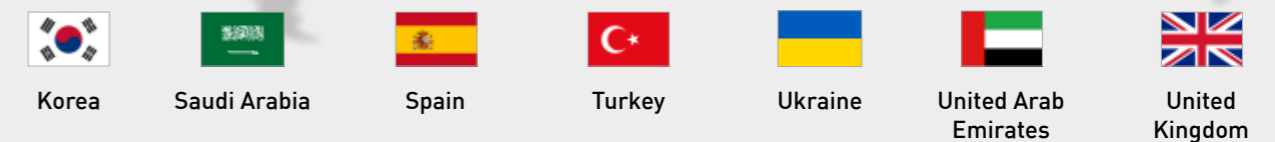
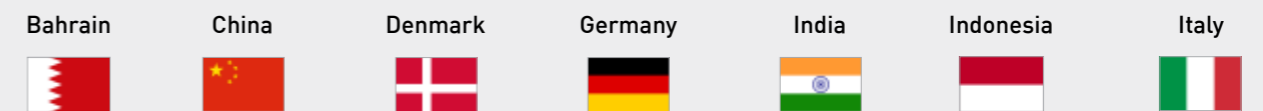


91%

OF EXHIBITORS THINK THE EVENT IS ESSENTIAL TO THEIR BUSINESS



ESTABLISH YOUR COMPANY AMONG INTERNATIONAL BRANDS FROM



FIND DEDICATED BUYERS FOR YOUR PRODUCTS AND SERVICES



ALUMINIUM COMPOSITE PANEL

Cast-in anchor channels
Curtain wall systems
Facade cleaning & access systems
Facade solutions (design & fabrication)
Insulation materials
Other cladding materials



DOORS

Aluminium doors
Automatic doors
Electric doors
Entrance doors
Garage doors
Gate operators
Gates / Parking systems
Hinged doors
Industrial doors
Shutters & rolling grilles
Steel doors
Wooden doors



HARDWARE

Door closers
EPDM rubber gaskets
Facade hardware
Fasteners
Handles & hinges
Locks
Profile lamination films
Window mechanisms



MACHINERY

Aluminium processing
Facade elements
Operational software
Panel processing
Polishing machines
Steel processing
Thermal break assembly
Transporting equipment
uPVC processing
Woodworking



RAW MATERIALS

Films & Chemicals
Fire proof sealant
Plastic granules
Polyamide strips
Powder coatings
PUR foams
Rigid uPVC adhesives
Sealants



ROLLERS AND SHUTTERS

External venetian blinds
Sun protection
Roller shutters & accessories
Awnings
Technical textiles & textile constructions
Grilles & fences
Drive and control systems



SERVICE PROVIDERS

Building maintenance unit
Fire protection
Testing, Inspection & certification



WINDOWS

Aluminium windows
Awnings
Venetian blinds
Internal sun protection
Sliders
uPVC windows
Wood windows
Steel windows
Variety of profiles, systems & mechanisms



The construction sector is a main pillar of the UAE economy, and a major drive for economic diversification, accounting for 10% of the country's GDP. The windows and doors market in the GCC and Middle East region is valued at USD 5 billion, or 3.5% of the global market.

There are great opportunities here, which need to be taken by industry players. A stable presence in the UAE is needed in order to succeed here.

GIANPAOLO BRUNO
Director of the Italian Trade Agency (ICE)
UAE, Oman and Pakistan



78%

OF EXHIBITORS
EXPECT GOOD
ROI FROM THEIR
PARTICIPATION

FEATURES TO KEEP VISITORS ENGAGED

MIDDLE EAST FACADES SUMMIT

This one day summit will touch base on current issues such as LEED, BIM, Fire & Facade Safety, Advanced Technology and Innovation. Attendees benefit from the knowledge shared by international and local industry experts.

ATTENDEES IN 2018: 689

FACADES SEMINAR SERIES

Certified sessions are very popular and well attended by industry buyers. These CPD-certified sessions will comprise of panel sessions as well as presentations. Industry leaders will educate visitors on topics such as Cost Analysis, Drone Logistics, Fire and Life Safety.

ATTENDEES IN 2018: 826

LIVE PRODUCT DEMONSTRATIONS



As an exhibitor, draw visitors in with live product demos on the show floor! Bring your innovative products closer to the buyers in this hands-on and live environment, allowing more engagement with potential customers.



MARKETING SUPPORT FOR EXHIBITORS

Our expert marketing team offers a dedicated resource for exhibitors, both pre-show and during the event, offering a comprehensive menu of services designed to help you maximise your presence and generate successful business leads. Some of the most effective channels we use include:



VISITOR INVITATION

We mail personalised invitations to your clients to invite them to visit your stand at the show.



EMAIL INVITATION

We send personalised email invitation to let your clients know about your presence at the show - proven to deliver great results.



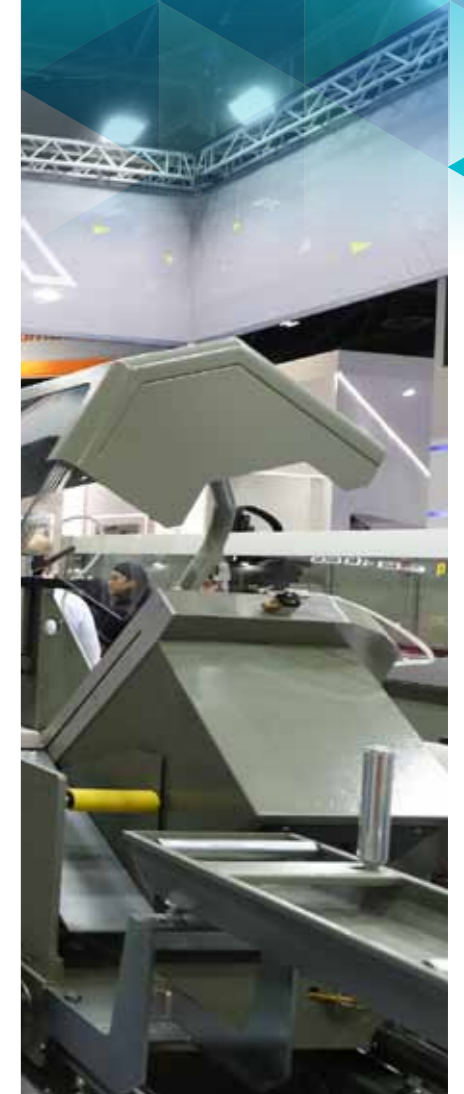
WEB BANNER

We provide branded web banners of any size to highlight your participation on your company website.



EMAIL SIGNATURE

We create a branded signature with your stand number - added to your emails, this offers a fantastic opportunity to boost awareness about your participation.





CAPITALISE ON A \$250,000+ MARKETING CAMPAIGN

HOW WE ATTRACTED INDUSTRY BUYERS TO THE 2018 EVENT



80 Emails sent to **200,000 unique contacts**



Facebook advertising within the GCC resulted in **1,667,414 impressions**



A visitor invitation was sent to **20,000 industry professionals**



Google advertising resulted in **990,312 impressions**



The website attracted **44,768 users** **236,575 page views**



Our LinkedIn text and sponsored ads campaign reached out to an audience of **118,518 industry contacts**



Web banner advertising on Gulf News online, ME Construction News and Construction Week Online gaining **200,000+ impressions**





DON'T MISS THIS OPPORTUNITY TO GROW YOUR BUSINESS IN THE MIDDLE EAST

RATES

| | |
|---------------|------------------|
| Space only | US \$439 per sqm |
| Shell Scheme | US \$495 per sqm |
| Double Decker | US \$580 per sqm |

To discuss how you can get involved
with this industry dedicated event,
contact us today:

Joshua D'Roza

M: +971 50 117 6967

E: joshuadroza@dmgevents.com

W: wdfevent.ae

www.wdfevent.ae

CO-LOCATED WITH

**GULF
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ORGANISED BY

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