

East Africa's Largest
International Trade Exhibition
On Industrial Products, Tools,
Machinery & Equipment

POST SHOW REPORT

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04 - 06 May
KICC, Nairobi, Kenya.



► Cabinet Secretary for Ministry of Investments, Trade and Industry, inaugurated the INDUSMACH 2023

As the leading International Exhibition in the East Africa, the 23rd INDUSMACH Africa 2023, set new records this May with an overwhelming response of Trade Visitors and Exhibitors from across the globe making it East Africa's most successful event.

The 23rd INDUSMACH Africa 2023 was held at The KICC, Nairobi, Kenya, from May 19 - 21. Hon. Mr Moses Kuria, Cabinet Secretary for Ministry of Investments, Trade and Industry, inaugurated the event. The show was an exceptional success for the 22nd consecutive year. The expo proved to be a useful stage for visitors to meet exhibitors of their interest.

Organized by EXPOGROUP, the show had exceptional visitor footfall ensuring beneficial interactions for exhibitors with a wide variety of potential business prospects. The expo saw a strong international presence with participants from as many as 20 countries exhibiting their products.

As a proven platform for business to business, the exposition showcased latest developments in the Industrial Tools, Equipments & Machinery Industry from various organizations, decision makers from the end user industries as well as industry observers and experts interacted with each other making the event an excellent platform for networking and relationship building. Exhibitors identified the immense potential of the East African markets while the visitors were exposed to explore various new business options.



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EXPOGROUP supports the “GO GREEN” campaign across the globe. Please use paper only when necessary.

► Exhibitors from 20 countries participated

- Austria
- Bangladesh
- Canada
- China
- Egypt
- Germany
- India
- Iran
- Italy
- Kenya
- Korea
- Malaysia
- Russia
- South Africa
- Tanzania
- Taiwan
- Turkey
- UAE
- UK
- USA



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► Exhibits :

- Tools & Hardware
 - Chemicals, Adhesives & Raw materials
 - Wires, Cables & Connectors
 - Packaging, Weighing & Measuring
 - Surface Treatment Equipment
 - Drilling Equipment
 - Industrial Automation
 - Welding & Foundry
 - Pumps, Motors and Generators
 - Heating & Cooling
 - Wood Working Machinery
 - Metalworking Machine Tools
 - Building & Construction Machinery
 - Earth Moving Machinery
 - Agricultural Machinery
 - Recycling Machinery
 - Laser cutting machines
 - Hand tools
- And much more...



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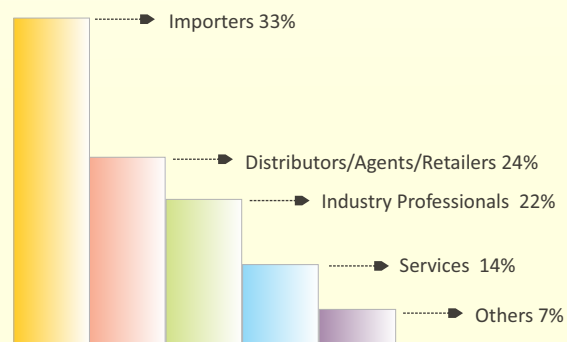
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► Visitor Profile

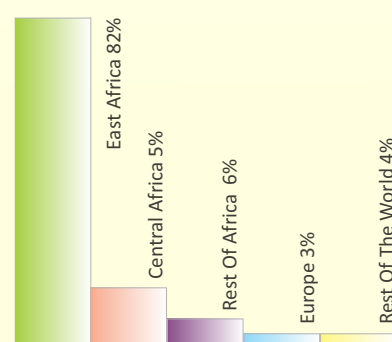
- Importers, Distributors & Retailers
- Manufacturing Community
- CEOs, Engineer
- Technocrats and Scientists Marketing Chiefs
- Professionals and Consultants Policy makers
- Diplomats and Commercial Corporations Industry Associations
- Decision Makers & Techno- commercial personnel from Projects
- Purchase, Production and maintenance Departments from the
- Private and Public Sector, etc.

► Visitor Statistics (Total 3,000)

By Industry



By Region



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89% of exhibitors stated that their overall objectives had been met.

80% stated that they had met or surpassed the number of inquiries received during the 3 day event.

95% of exhibitors stated that the quality of visitors met or surpassed their expectations

83% of exhibitors stated that they would like to repeat their participation.

90% of the exhibitors stated that they were satisfied with the support / services extended by the organizer.

KILEWS INDUSTRIAL CO., LTD., China

"We wanted to do something in Africa so we chose this exhibition. We are showing many news products. We had about 80 customers for the first day from all over the world. We are very happy we decided to exhibit here."

ROBERT BOSCH EAST AFRICA LTD, Kenya:

"We are trying to find a show that can be more competitive. Its good that we chose INDUSMACH as we have met many targeted customers and distributors and dealers."

COMEX INTERNATIONAL, *Egypt*:

"We participate at a number of trade fairs every year. Exhibiting in Kenya this year was a good experience. It was a successful show for us and we have made few good contacts in Kenya as well as some international ones."

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► Supported by:

PRIME EXHIBITORS:

RELIANT®

Baykal

BHAVYA™
AN ISO 9001 : 2008 CERTIFIED COMPANY

DongCheng



DURMA

Starvac
Prime
YOUR WELLNESS. OUR PASSION.

ATUL MACHINE TOOLS

and many more..

SUPPORTED BY:



Ministry of Investments, Trade and Industry
State Department for Industry

Jiji

Dubai Exporters
Dubai Exporters Association

abd
AFRICAN BUSINESS DEVELOPMENT ASSOCIATION

abd
AFRICA
BUSINESS
DIRECTORY

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► Picture Gallery:



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► Book Your Stand At:

24th
INDUSMACH
AFRICA 2024
Int'l. Trade Exhibition

03 - 05 July

KICC, Nairobi, Nairobi - Kenya

Concurrent Event: **AUTOEXPO**
AFRICA 2024

Meet Companies From Over **20** Countries

Bangladesh | China | Egypt | Finland | France | Germany | India
Italy | Kenya | Kuwait | Malaysia | Oman | Saudi Arabia | South Africa
Tanzania | Thailand | Turkey | UAE | Ukraine | UK

► Organized By: **EXPOGROUP**



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International Marketing Headquarters:

19th Floor, Monarch Office Tower, POB 333840, Sheikh Zayed Road, Dubai, UAE

Tel: +971 4 3050755 | feedback@expogr.com | www.expogr.com

