

manufacturing[®]
indaba



CONFERENCE AND EXHIBITION

SANDTON CONVENTION CENTRE
JOHANNESBURG . SOUTH AFRICA

22 - 23
OCTOBER
2024





AFRICA'S MANUFACTURING SECTOR – AN AWAKENING GIANT

Africa's current population of around 1.2 billion people is projected to reach 1.7 billion by 2030

By embracing the multitude of opportunities that stand before African manufacturers, such as increased political stability, growing investment prospects, Industry 4.0, enforcement of policies empowering black and female manufacturers in addition to government funding incentives, the continent can aspire to compete on a global scale and realise its true potential at long last.

**Manufacturing in Africa is
destiny waiting to be fulfilled.**





MANUFACTURING AND INDUSTRIALISATION TO UNLOCK AFRICA'S POTENTIAL

The Annual Manufacturing Indaba has shown impressive growth year on year and has proved its value in catalysing business connections and helping manufacturers to innovate and grow their potential. The event is designed specifically for private & public company representatives to hear from industry experts as they unpack challenges and find solutions for growth across the manufacturing sectors and explore regional trade into Africa.

Manufacturing's impact on the economy and society makes it an unbeatable ingredient in the success of a state, region and continent. The manufacturing sector faces ever-challenging skills and technology requirements, as well as the need to continuously improve productivity and performance. The annual Manufacturing Indaba assembles manufacturers and key decisionmakers from various countries, and provides a platform to discuss these challenges: how to prevent further deindustrialisation, reduce job losses and stabilise the industrial base in Africa and the way forward for finding solutions for growth across the manufacturing sectors.

Industrialisation is considered the engine of economic growth, leading to the accumulation of physical and human capital. In recent years, African countries have witnessed steady economic growth owing to their vibrant manufacturing sectors. This has subsequently boosted exports of many African countries, supporting the diversification of their exports mix, and reducing their reliance on imports. Africa's manufacturing sector has only witnessed the onset of its potential. While the cost of labour in developing countries is on the rise, the World Bank predicts that these manufacturing jobs could migrate to Africa within the next few decades.

WHO ATTENDS MANUFACTURING INDABA?

Conference Delegate and Exhibitor profile:

- Small, medium and large manufacturers
- Allied industries (cement, iron, steel producers, etc.)
- Pharmaceutical manufacturers
- Automotive cluster, manufacturers, part manufacturers
- Industrial Development Zones (IDZs) and Manufacturing Development Agencies
- Private investors: global and domestic
- Government representatives
- Financial institutions and banks
- Chemical manufacturers
- Agro-processing
- Aerospace & defense
- Companies in the energy sector, biofuels, nuclear, renewables, green and energy saving industries
- Service providers, i.e. law firms, consulting firms
- International manufacturers wanting to establish themselves in South Africa
- Policy makers
- Private equity investors
- Industry sector specialists
- Exporters of manufactured goods
- IT solutions providers
- Trade publications / media
- Industrial suppliers
- Logistics / supply chain companies
- Academic & research bodies

BECOME AN EVENT PARTNER

Participating as an Event Partner at Manufacturing Indaba an ideal way to position your company as a market leader at this premier event. Manufacturing Indaba provides an excellent opportunity for your organisation to reach an elite group of manufacturers, thought-leaders and professionals from across the province. Manufacturing Indaba offers a variety of customisable marketing opportunities that fit your brand's needs and objectives.



564

REGISTERED
PARTICIPANTS



4 ADDRESSES

93
CONFERENCE
SPEAKERS

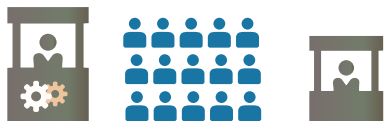


15 CONFERENCE SESSIONS

3 PLENARY PANELS
12 BREAKAWAY SESSIONS



148 EXHIBITORS



7 PAVILIONS

3728
VISITORS



NEW



43 INDUSTRY
CLUSTERS
represented by EU
(European Union) delegation

17
KNOWLEDGE
HUB SPEAKERS



10
INVESTMENT HUB SPEAKERS

1890

SCHEDULED
B2B
MEETINGS



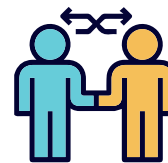
43 MEDIA

MI AVE:
R 6 061 980,33

MI PR:
R 18 185 940,99



3
STRATEGIC
PARTNERS



16
SPONSORS /
PARTNERS

THE 2-DAY MANUFACTURING INDABA CONFERENCE



Manufacturing activities promote development in that they boost the value generated in an economy by creating activity further along value chains, from raw materials to finished products. The introduction of innovative technologies and methodologies in the manufacturing realm further increase productivity levels. In addition, manufacturing creates employment opportunities, boosts the skills of the workforce, reinforces the economy, extends developments into the wider economy and tends to support social stability.

Africa's rapidly expanding young population and simultaneous surge in demand for consumer goods and food has deemed the continent a progressive business and industrial proposition for the private sector. Ultimately, African people are required to produce more quantity with improved production methodologies. In addition, we need to generate greater value from our raw materials and resources by converting them into products through manufacturing.

Manufacturing plays a prominent role in Africa's economic development - made evident by how industrial growth positively affects the overall GDP and productivity of the nation.

REASONS TO ATTEND THE CONFERENCE:

LEARN ABOUT THE FUTURE OF MANUFACTURING

Learn about the role of Industry 4.0 to accelerate change, the importance of improving efficiency and productivity in Manufacturing, and hear from international speakers about lessons learnt in achieving Manufacturing Excellence.

DISCOVER THE LATEST TECHNOLOGIES AND TRENDS

The conference and exhibition offers opportunities to hear about the latest technologies and practices, including robotics, additive manufacturing, energy efficiency, cybersecurity, industrial automation, innovation, productivity, and more.

LEARN FROM THE INDUSTRY LEADERS

Hear from a diverse group of luminaries and high profile speakers, sharing real-world insights about the manufacturing opportunities in Africa. The event attracts elite CEOs, high-level executives and Government officials from across Africa.

MEET BUYERS AND DO BUSINESS AT THE EVENT

The Business Matchmaking Programme and Hosted Buyer Campaign affords all exhibitors and conference delegates the opportunity to request onsite meetings with high-level buyers, attendees, speakers, sponsors and investors at the event.

MEET & CONNECT WITH SECTOR SPECIALISTS

From the conference refreshment breaks and evening cocktail reception to the lively atmosphere on the exhibition floor, the event provides endless opportunities to meet fellow delegates and share knowledge and ideas.

EXPLORE THE BUSINESS OPPORTUNITIES IN AFRICA

Explore what is needed in Africa to grow the market, which incentives and other financial mechanisms are available to assist manufacturers, the need for Industrialisation and how to solve the manufacturing skill challenge.

The success of the African economy depends on a strong and innovative manufacturing base.



The conference agenda aims to promote a positive change to the environment that supports resilience and addresses challenges that exists within Manufacturing. Manufacturing employs more than 1.6 million people, provides base load and scale for infrastructure, such as electricity, rail, water supply and many other municipal services.



SECTORS

- Automotive sector
- Clothing, Textiles, Leather and Footwear sector
- Agro-processing
- Chemicals Sector
- Metals fabrication, capital and rail transport equipment
- Steel Industry
- Plastics
- Mineral Beneficiation
- Mining Capital Equipment
- Business Process Services(BPS)
- Film sector
- Green industries
- Marine manufacturing and associated services
- Aerospace and Defence
- Electrotechnical
- Advanced Materials

THE EXHIBITION IS IDEAL FOR SMALL AND LARGE MANUFACTURERS WISHING TO:



Display products or services in front of a large audience in an efficient, cost-effective way



Do market research or test ideas in a real-time, vibrant environment



Network and meet potential clients



Launch a new product



Have face-to-face conversations with your target audience



Interact with key players in the manufacturing industry



Collaborate with other manufacturers in the value chain to enhance your business



Rapidly generate sales leads and optimise your sales strategy



Attract potential investors



Close business deals

BOOK YOUR 2-DAY EXHIBITION SPACE FOR MANUFACTURING INDABA

The 2-day Manufacturing Indaba Exhibition, taking place from 22 - 23 October 2024 at the Sandton Convention Centre, provides a platform for companies to showcase their manufacturing technologies, solutions and services. With their tightly focused profiles and carefully targeted audiences, exhibitions are highly cost-effective sales and marketing platforms.

By participating as an exhibitor you have an opportunity to promote your company to delegates, exhibition visitors, international investors, buyers and governments worldwide.

Exhibitors also gain access to the Business Networking programme, which offers networking opportunities for businesses to meet and interact with potential business partners. Exhibitors can network, meet potential clients and establish business relationships with key speakers, sponsors and delegates through pre-arranged meetings.



Research has shown that face-to-face meetings are the most effective way to strengthen relationships with both prospective customers and current customers. Share your product or service with an industry relevant audience of decision-makers from across the continent. You will have access to elite visitors and buyers, which allows you to get valuable feedback, test different marketing techniques and rapidly expand your sales leads.



DOING BUSINESS AT THE EVENT

THE EVENT AFFORDS AMPLE NETWORKING OPPORTUNITIES FOR DELEGATES AND EXHIBITORS:

- Exhibitor booths are open to conference delegates & the public
- Cocktail reception and business networking evening
- Delegate lunch is hosted in the exhibitor area, to maximise visibility
- B2B platform, designed for companies to do business at the event
- An exclusive Procurement Programme to attract Buyers

MEET POTENTIAL BUYERS

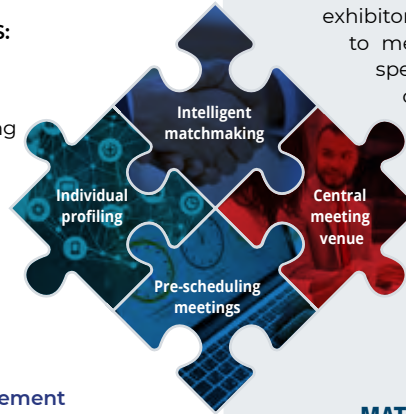
Manufacturing Indaba is hosting an exclusive **Procurement Campaign to attract Buyers** to attend and purchase the products and / or services at the exhibition. The show will benefit from our established and researched network of senior buyers and decision makers, who will be invited to the show as VIPs with an exclusive Buyers Lounge in the exhibition hall.

It will allow exhibitors to:

- Meet industry stakeholders and decision makers face to face
- Conduct business with new and existing buyers
- Gain competitive advantage with a view to becoming market leaders by being seen
- Meet with over 200 Buyers from a diverse range of destinations and industry sectors
- Meet buyers and increase their brand awareness of your product range

BUSINESS TO BUSINESS (B2B)

The Manufacturing Indaba **B2B Programme** affords all exhibitors and conference delegates the opportunity to meet and engage with this year's high level speakers, exhibitors, sponsors and delegates on a one-on-one basis at the event. Using the most sophisticated technology in the industry, the Manufacturing Indaba B2B Programme promises return on your investment. It is uniquely designed to help you to make the right contacts, fulfill your business and target market objectives and establish long-lasting and valuable contacts in the manufacturing sector.



HOW THE BUSINESS MATCHMAKING PROGRAMME WORKS:

- 1. Individual profiling** – Using the information that you provide, as well as our added background research, we will develop your own unique profile. Our matchmaking software will then apply your purpose and goal at the Indaba in its database search of contacts that are most suited to your needs.
- 2. Intelligent matchmaking** – Once we have established your key contacts, you will be able to go online and select the person or company with which you would like to interact with. When you have reached a decision, you may send meeting requests – and let the matchmaking begin!
- 3. Pre-scheduling meetings** – We will ensure that meetings are duly confirmed through the online private diary for tracking a meeting's status and conferring over details such as suitable times.
- 4. Central meeting venue** – An email or text reminder will be sent to both participants for meetings in a pre-confirmed area at the Manufacturing Indaba.

WHAT DO OUR PAST ATTENDEES THINK?



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*Phumzile Mauku -
Strategy and Communications Division -
Trade & Investment Unit, Mpumalanga Economic
Growth Agency (MEGA)*

We would like to express our appreciation and the way we have been received by the ManufacturingIndaba Crew. Our exhibitors are very excited with the interaction and the experience at the show.

DESTEA - Exhibitor

Thank you very much for the opportunity to expose our enterprises. It was worth attending both on the exhibition side and the discussions. The space you chose for us was perfect and as a cherry on top one of the exhibitors got an interview from the SABC, which was the greatest exposure she could get. If we attend again next year, we will request the same space.

Jacques Liebenberg - Exhibition Visitor

Great show. Nice balance of exhibitors and sectors, business workshops. Definitely worth visiting.

Charné Potgieter - Exhibition Visitor

The Manufacturing Indaba 2019 was very well organised with easy registration. I enjoyed the insightful presentations about the manufacturing industry as well as visiting all the exhibitor stands, which provided wonderful networking opportunities.

Humble Gratitude Dondolo - Exhibition Visitor

Great platform for business match making, networking with sector specialists from various sectors in other countries, but most importantly securing markets for businesses participating.

Tatenda-Tatty Shewaz - Exhibition Visitor

Wow! What a wonderful exhibition... the exhibition was so phenomenal from the entrance to the inside, which was very warm.. Every company was prepared and on their toes, took a picture with one of the friendly assistant from #EnviroBlend #ManufacturingIndaba

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CONTACT US

Manufacturing Indaba hosts a portfolio of manufacturing events hosted in South Africa and in East Africa. The aim of the annual Manufacturing Indaba and its provincial roadshows is to bring together manufacturers, industry leaders, government officials, capital providers and professional experts to explore opportunities and grow their manufacturing operations.



Event Organiser: Siyenza, Tel: +27 11 463-9184



Email: info@manufacturingindaba.co.za



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twitter.com/IndabaManufact



linkedin.com/company/manufacturing-indaba/

For more information and to register, visit the website or email us to enquire about an event.

