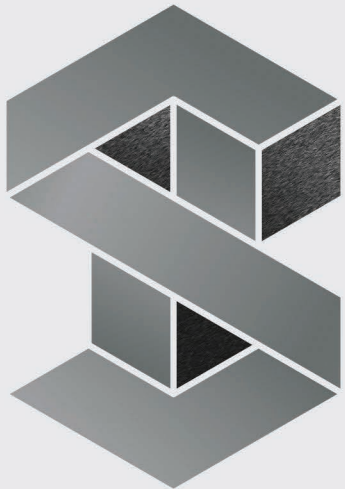


# Post Show Report

The Middle East premier trade show for the metal working, metal manufacturing and steel fabrication Industry



## STEEL FAB

### MACHINERY TECHNOLOGY EQUIPMENT

18<sup>TH</sup> EDITION

## 9 - 12 JANUARY 2023

Expo Centre Sharjah  
United Arab Emirates

Organized by:



Supported by:



Technology &  
Innovation Partner:



مركز البحوث والتكنولوجيا  
بإدارة: ش.ت.إ. ش.ج.ا.ر.  
Sharjah Research Technology  
and Innovation Park

[Twitter](#) [Facebook](#) [LinkedIn](#) @SteelFabME

[www.steelfabme.com](http://www.steelfabme.com)



Concurrent Event

**Fasteners** Fasteners  
**World** & Fixing  
**Middle East** Technology

# STEEL-ING THE SHOW

## SPECIAL FOCUS AREAS

- ▶ Welding & Cutting
- ▶ Machine Tools
- ▶ Stainless Steel
- ▶ Power Tools
- ▶ Pipe & Tube Machinery
- ▶ AI & Robotics

## Show Highlights

- ◆ Successfully delivered 18 editions, since 2004
- ◆ Largest LIVE display of latest Welding, Cutting Machinery & Equipment in the Middle East
- ◆ Major manufacturers of structural steel-fabrication machines
- ◆ Industry Conference (2nd Edition)
- ◆ Best Welder Competition
- ◆ 1st ever Hosted-Buyers Program
- ◆ Online B2B Matchmaking



Inaugurated by:

**H. E. Sheikh Khalid bin Abdullah bin Sultan Al Qasimi**  
Chairman

Sharjah Seaports and Customs Authority  
Hamriyah Free Zone

Sharjah Airport International Free Zone Authority

# KEY HIGHLIGHTS

**Edition**  
18th edition

**Gross Occupied Space**  
15,400 sqm

**Exhibitors**  
(showcasing multiple manufacturers)  
200 exhibitors  
(from 33 countries)

**Brands on display**  
400 + brands  
(from over 30 countries)

**SteelFab Industry Conference**  
2nd Edition

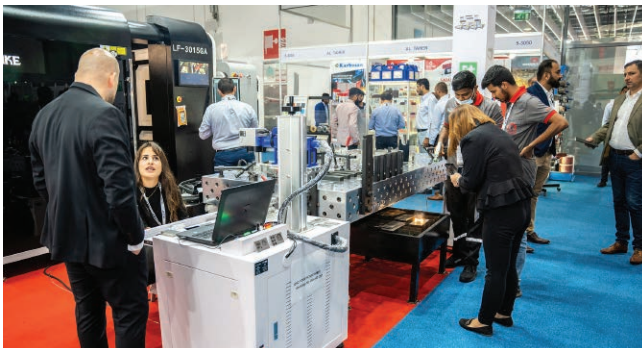
**Trade Visitors**  
6000+  
(from 65 countries)

**Concurrent Vertical**  
7th Fasteners  
World  
Middle East

**Special Focus Segments**  
Power Tools | Machine Tools | Tube & Pipe | Welding Cutting | AI & Robotics

**Major participation from**  
UAE | UK | Germany  
Italy | India | Turkey  
China

**First-ever Hosted-Buyers Program and Online B2B Matchmaking**



# EXHIBITOR FACTS

## Key Industries

- ◆ Steel Forming and Sheet Metal Machinery
- ◆ Metal Cutting Machinery, Tooling
- ◆ CNC Cutting Systems
- ◆ Surface Preparation, Blasting, Finishing
- ◆ Welding & Cutting
- ◆ Robots, Positioners, Beam Welding
- ◆ Pipe & Tube
- ◆ Grinding, Power Tools, Hand Tools
- ◆ Fasteners and Fastening Systems

Exclusive display of  
**LIVE machinery & Equipment**

**Largest display**  
of Laser machines  
in the region

**20% increase** in robotics and welding machinery

## Visitors' Industry Profile

Steel Fabrication | Welding & Cutting | Steel & Steel Products  
Tools & Accessories | Packaging & Containers | Aerospace  
/ Automobile | Machining / Job Shop | Coating / Paintings  
MEP (Mechanical, Electrical & Plumbing) | Oil & Gas  
Construction | Ship Building | Machinery | Blasting

## VISITORS BY REGION

UAE	GCC	MEA	ASIA	EUROPE	ROTW
73%	12%	6%	4%	3%	2%

## GCC VISITORS

Bahrain	Kuwait	Oman	Qatar	Saudi Arabia	UAE
2%	2.5%	3.5%	1.5%	7%	83.5%



The event attracted **45% of new visitors**

**More than 80% of visitors** intend to revisit next year

**80% of Exhibitors confirmed** to exhibit in the next edition

**Exhibitors' opinion** on quality and quantity of visitors has strongly increased from last edition

# Steelfab Industry Conference – 2nd Edition






















2 DAYS OF LEARNING & NETWORKING

## Panel Discussions

- State of the Industry - Where are we Now and Future Projections
- How are Innovation & Technology Driving Optimization and Efficiency
- The Evolution of Welding Technology
- The GCC's Role as a Global Steel Industry Leader
- Sustainability a Key Driver to Accelerate Growth in the Steel Industry



## Our Distinguished Line-Up Of Speakers Included

 <p><b>Ankur Dana</b> CEO-DANA Group</p>	 <p><b>Hamad Saif Al Mansouri</b> Chairman MEIT-Middle East Industrial Training Institute</p>	 <p><b>Rajesh Nair</b> General Manager Madar Steel Industries</p>	 <p><b>Salah Al Khatib</b> Senior Representative of the CEO KEZAD Group</p>	 <p><b>Terrence Busuttill</b> Director constructsteel World Steel Association</p>
 <p><b>B.S. Shetty</b> General Manager Commercial Al Ghurair Iron &amp; Steel L.L.C</p>	 <p><b>Tom Pashley</b> Chief Commercial Officer Unger Steel Middle East FZE</p>	 <p><b>Dr. Salam Al SHARIF</b> Chairman Advisory Sharif Metals Group</p>	 <p><b>Rajesh Kumar</b> Executive Director Erbicore Global DMCC</p>	 <p><b>Mandeep Bhandari</b> Managing Director Steel Masters International (ME) FZE</p>
 <p><b>Eng. Michael Angelo</b> Sales Area Manager CML International S.P.A.</p>	 <p><b>Motaz Ben Saoud</b> Director of Business Development Sharjah Research Technology and Innovation Park (SRTIP)</p>	 <p><b>Abu Bucker Husain</b> CEO Al Ghurair Iron &amp; Steel L.L.C</p>	 <p><b>Rajesh Vinayakrao Bangale</b> Manager Fabrication Drydocks World</p>	 <p><b>Riccardo Apra</b> Export Manager SMW AUTOBLOK Group</p>
 <p><b>Neeraj Kumar</b> CEO &amp; Owner, Trend Industries FZC</p>	 <p><b>Rajendra Tapadia</b> Chairman MD Safepeak Ltd</p>	 <p><b>Rafeek MA</b> Executive Director METALFAB, UAE</p>	 <p><b>Dinos Ioannidis</b> Business Development Manager STRUMIS Middle East</p>	 <p><b>Mohsin Ali Khan</b> Sales &amp; Business Development Manager STRUMIS Middle East</p>
 <p><b>Daniyal Qureshi</b> Director Niche Ideas FZE LLC</p>	 <p><b>Neil Yewman</b> Head of Sales Cogsdill</p>	 <p><b>Andy Van Nostrand</b> Cutting Automation Specialist Lincoln Electric</p>		

# BEST WELDER COMPETITION



## Key Highlights

First-time participation of a UAE company supporting local Emirati skills, especially in this Industrial field.



## Special Participation:

Mr. Ahmad Abdunasser Kabab

Mr. Yousef Hnan (ADNOC)

## The Only Female Emirati Welder

Ms. Fatima Abu Heliqa (ACTVET)



## CONGRATULATIONS TO OUR WINNERS !

- All competition participants received an Attendance-Certificate
- Last-round winners received an Institutional-Certificate from MEITI
- Top 3 winners received latest welding kits sponsored by ESAB

### 1st Prize Winner

Mr. Hira Manto

Company: Drydocks World Dubai

### 2nd Prize Winner

Mr. Nanda Gopal

Company: Ador Welding Ltd

### 3rd Prize Winner

Mr. Eham Ulla

Company: Al Etimad Steel

# Overview

## Hosted-Buyers Program

Exclusive networking opportunities with top industry professionals  
100+ hosted buyers | 80% international | 20% local

Meetings organized at the venue: 700+

# Overview

## Online B2B Matchmaking

Meetings initiated via the online platform: 300+



## Event Highlights & Glimpses Of Live Machinery & Equipment

Watch: <https://bit.ly/SteelFab-YouTube>

## Exhibitor Interviews & Feedback

Watch: <https://bit.ly/SteelFab-YouTube>

## EXHIBITOR TESTIMONIALS

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**Salvagnini Middle East:** This exhibition is very important for us and this platform gets us buyers all year round.

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**FICEP SPA:** This is the most important event for us and that is why we expand our participation event every year.

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**Pro-Arc Welding & Cutting Systems:** This is our first time to participate and we had a great response at the show.

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**Passtech:** Thanks to the organizer. Job well done.

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# AN AGGRESSIVE MARKETING & PR CAMPAIGN

**3000+**  
**VIP invitations**  
sent to VIP buyers,  
Consulates, Embassies,  
Govn bodies, Media and  
Press



**1.8 million**  
**E-mails**  
sent to the regional  
industry database

**Social media reach**  
Impressions:  
**9 million**  
Reach:  
**3 million**

**Press Release campaign**  
advertising value of over  
**USD 5 million**  
publications within the UAE  
& GCC  
224 Arabic | 126 English  
2 Turkish



**500,000 SMS**  
Messages sent to  
past visitors, industry  
professionals, VIPs and  
Press



Event listed globally with  
**54 publishers**  
with an audience of  
**18.4 million**



**20 barter-adverts**  
run in  
**18 global industry**  
magazines



**200+ radio spots**  
in 7 major broadcasting  
stations



# THANK YOU TO OUR PARTNERS, SUPPORTERS & SPONSORS

Organized by:



Supported by:



Technology & Innovation Partner:



Supporting Partner:



Welding Competition Sponsor:



Judging Panel Partner:



Media Partners:



Official Hotel Partners:



# MARK THE NEXT EDITION DATES



**STEEL  
FAB**

**MACHINERY  
TECHNOLOGY  
EQUIPMENT**

19<sup>TH</sup> EDITION

**8 - 11**

**JANUARY 2024**

**Expo Centre Sharjah**

United Arab Emirates

## STAND BOOKING ENQUIRY:

**Alroy Lobo**

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Mob: +971 50 3506541

**Adib Talat**

Email: [adib@expo-centre.ae](mailto:adib@expo-centre.ae)  
Mob +971 55 5337314