

# INDIA PAVILION AT THE BIG5 2018

DUBAI, UAE, 26 – 29 NOVEMBER 2018



## EEPC India invites participation

Participate through EEPC India to enjoy  
substantial savings!

### **About the exhibition**

The Big 5 is the largest construction exhibition in the Middle East, serving as a networking platform for construction product suppliers and buyers since 1979. For more than three decades The Big 5 has gone from strength to strength, to evolve into the largest, most influential and renowned portfolio of construc-

tion industry events spanning the Middle East, India and South East Asia. The Big 5 network now includes more than 300,000 suppliers and buyers of construction products from 120 countries worldwide. It is the most important exhibition in the region to meet existing as well as new customers and increase the presence in the Gulf region.

## Economic scenario: UAE

**Shift from dominance of Oil:** The economy of UAE has been driven mainly by crude oil and natural gas since long, but at the same time, it is also recognised as the most diversified economy in the middle-east region as successful effort of the government towards economic diversification have helped the economy to substantially reduce the dependence of oil and gas sector in the economic activities. GDP (at official exchange rate) is recorded at 378.7 billion as on 2017 with 15 percent contribution from the industry and as high as 78 percent from the service sector.

**Focus on diversification - Vision 2021:** Although, economic growth has slowed down to 1.3 percent in 2017 from around 4 percent in 2015 and 3 percent in 2016 due to ripple effect of low oil price regime for the last couple of years, recovery is likely to start in 2018 and will consolidate in 2019. The UAE government has developed its National Agenda called 'Vision 2021' where it has stressed on making the UAE an economic, touristic and commercial capital for more than two billion people by transitioning to a knowledge-based economy, promoting innovation and R & D, strengthening the regulatory framework for key sectors and encouraging establishment as well as expansion of high value-adding sectors. The global economy will witness significant economic changes in the coming years and the Vision 2021 aims for the UAE to be at its heart. More spending on infrastructure development by the government as a part of the agenda will lead to higher job creation, improve the country's business environment by inviting more private participation and increase its attractiveness to foreign investment.

**Major trade partner of India:** UAE is a trade surplus economy. Its export basket constitutes dried fish, dates and re-exports apart from crude oil and natural gas that contributes to nearly 50 percent in exports. Major imports of UAE comprise of machinery and equipments, chemicals and food items. India is one of the largest trading partners of UAE with merchandise trade totaling US\$ 53 billion and engineering trade at US\$ 6.3 billion in 2017. UAE is the second largest destination for Indian engineering exports with ships, boats and floating structures; iron and steel and its products; copper and its products, and electric machinery as major exported product groups.

**Construction sector is likely to see a boom:** Construction is one of the major industries in UAE especially after the new agenda for economic development adopted by the government. The government's stress on diversification of economic activities includes spending in infrastructure, building new industrial areas and development of education and healthcare has enhanced the scope for construction sector. Another major driver of the upsurge in construction is the mega trade show 'World Expo 2020' which is scheduled to be held in Dubai during October

2020. According to mid-2017 reports, a bulk of new projects in urban, industrial, transport, utilities and oil and gas segments are in the tender phase. Strong prospect of construction industry will certainly make room for 'construction products & machinery' segment to flourish as an invariable consequence.

**Optimistic Outlook:** Both IMF and the world Bank has projected economic recovery in the UAE in 2018 and further strengthening of the same in 2019. Export earnings will pick up gradually with non-oil goods trade and services outpacing oil export growth. Oil production capacity is expected to increase but the strength of the non-oil economy is to boost prospects particularly in 2019 as megaproject implementation ramps up ahead of Expo 2020 hosted by Dubai.

### Why exhibit?

- The GCC construction market is set to grow over 6% in the next three years
- Benefit from US\$ 2.4 trillion worth of construction projects in the GCC currently running until 2020
- Continued development of projects including Expo 2020, Dubai Harbour and FIFA World Cup in 2022.
- 138 projects with a value of US\$ 20.7 billion have been announced in UAE
- Main growth coming from markets including UAE, Saudi Arabia and Qatar due to huge projects in these markets.
- UAE's urban construction projects valued at US\$ 537 billion

### Concurrent events

2nd edition of The Big 5 Solar in 2018. This event is dedicated to driving a solar powered world and building the solar community of tomorrow.

### Highlights of Big 5, 2017

- 65,000 visitors from 137 countries
- 2601 No. of exhibitors
- Over 1,10,000 sqm exhibition space
- 64 exhibiting countries
- 72 educational workshops were organized during the 4 day Show
- Visitors Profile:
  - GCC – 61%
  - Europe – 13.28%
  - Asia – 12%
  - MENA (excluding GCC) – 10.56%
  - Africa (excluding North Africa) – 1.9%
  - North America & Others – 1.5%
- Top 10 Exhibiting Countries: UAE, Italy, Germany, China, India, Saudi Arabia, Turkey, Spain, South Korea, Greece

## Product Profile

- **MEP Services**
  - Plumbing & Water Technology
  - Electrical Systems
  - Security & Fire Protection
- **Building Interiors & Finishes**
  - Kitchen, Bathroom & Related Surfaces
  - Flooring, Ceiling, Walling & Other
  - Interior Finishes
  - Lighting
  - Coatings, Sealants & Adhesives
- **Construction Technology & Innovation**
  - Software & IT Solutions
  - Building Information Modeling (BIM)
- Robotics
- 3D Printing
- Smart Building & Automation
- Professional Services
- **Construction Tools & Building Materials**
  - Hardware
  - Construction Tools & Equipment
- **Building Envelope & Special Construction**
  - Windows, Doors & Sun Protection Systems
  - Roofing, Cladding & Glazing
  - Special Construction
  - Metal, Steel & Aluminum

### EEPC India has booked space in the following halls

- Kitchen, Bathroom, Sanitary & Ceramics (Rashid & Maktoum Hall)
- Heating, Ventilation, Air – Conditioning
- Electrical Systems, Security, Fire Protection, Solar Energy (Zabeel 1 – 3)
- Plumbing & Water Technology (Hall 1 – 4)
- Building, Special Construction & Outdoor Construction (Sheikh Saeed Hall)

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## Venue

Dubai World Trade Center, Sheikh Zayed Road,  
Dubai, United Arab Emirates

## Date

26-29 November 2018  
Time: 11.00 – 19.00 hrs

## Mode of payment

Full payment is to be made by:

- Demand draft favouring “EEPC INDIA” along with the duly filled out Application Form

### OR

- Pay through RTGS/NEFT in INR as per the following details:

Name of Bank : HDFC BANK LTD.  
Branch : CENTRAL PLAZA  
Address of Bank : 2/6, SARAT BOSE ROAD, KOLKATA – 700 020  
Account No. : 00142090000452  
Account Name : EEPC INDIA  
NEFT Code : HDFC0000014

You can also make payment online through the following Payment Gateways :

1. Atom;
2. Billdesk

## Participation Charges

- One side open (built-up booth): Rs. 44,000 per sqm.  
(Booth Size: 9 sqm)
- 10% extra for two sides open booth (subject to availability).
- Bare Space – Rs 41,000/- per sqm

## Benefit to member-exporters

EEPC India is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities.

## Booth display

Participation charges for a 9 sqm. booth includes the following services:

- Information Counter
- Three Chairs
- One Round Discussion table
- Three Spot Lights
- Electric Socket
- Waste paper basket
- Carpeted Floor
- Fascia

## Selection criteria

Since limited space is available, selection of participation will be done strictly on first-come, first-served basis.

## Submission of application

Interested firms are requested to fill in the online Application Form latest by 28 September 2018 at the following link.

[https://app.eepcindia.org/ems/exhibitors/exhibitor\\_application\\_form/ODA](https://app.eepcindia.org/ems/exhibitors/exhibitor_application_form/ODA)

Please go through the “Mode of Payment” section for payment details.

## Cancellation of participation

Please note that no request for cancellation and / or refund / adjustment shall be accepted.

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