

POST SHOW REPORT 2017

The 18th edition of the International Trade Fair
for Tools, Hardware, Materials and Machinery

www.hardwaretoolsME.com



SHOW PROFILE

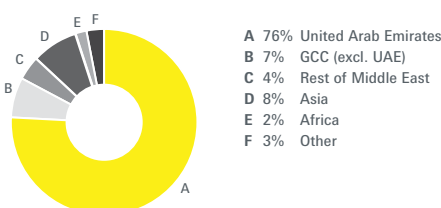
Hardware+Tools Middle East is the region's only dedicated trade fair for Tools, Hardware, Materials and Machinery. Representing a broad spectrum of segments within this ever-growing industry, the show presented manufacturers and suppliers with a platform to network, evaluate market trends and source products and solutions across cost ranges from a variety of international brands.

By meeting the requirements of projects of all scales and complexities, the show hosted exhibitors and visitors looking to capitalise on business possibilities within the region.

Edition	: 18 th
Date	: 22 – 24 May, 2017
Venue	: Dubai International Convention and Exhibition Centre
Organiser	: Messe Frankfurt Middle East GmbH
Total Gross Sqm.	: 3,859 m ²
Exhibitors	: 166
Visitors	: 3,244

from
3,244 visitors
71 countries
166 exhibitors

Regional breakdown of visitors*



Top 10 Countries by visitors*

Countries
1. United Arab Emirates
2. Saudi Arabia
3. China
4. India
5. Pakistan
6. Iran
7. Oman
8. Qatar
9. Bahrain
10. Kuwait

2017 show highlights

EXPERT ZONE

The event showcased the latest technology and solutions from established brands in the business in a dedicated area.

The Expert Zone generated a lot of interest with visitors looking to discover what the world's best brands have to offer in tools, hardware, materials and machinery.

TOOL IT! Challenge

Making its debut at Hardware+Tools Middle East the 'Tool it! Challenge' brought together 48 expert technicians to battle it out, competing in the following categories -

1. Screw Driving
2. Metal Working

It was an exciting and engaging showcase of skill, speed and smarts!

Visitors and industry professionals took the opportunity to cheer the contestants and interact with each other during the event.

➔ [Click here](#) to learn more about the event

2017 VENUE MAP



Organised by

PRODUCT GROUPS

DUBAI'S HARDWARE & TOOLS TRADE VALUED AT

AED
5.07
billion
in 2016

Listed below are the Emirate's top five trading partner countries of construction-related equipment and machinery for the year 2016:

USA	AED 808 million
CHINA	AED 757 million
ITALY	AED 433 million
GERMANY	AED 357 million
INDIA	AED 276 million

Together, the top five countries accounted for 52 per cent (AED 2.631) of all Dubai's hardware and tools trade in 2016.

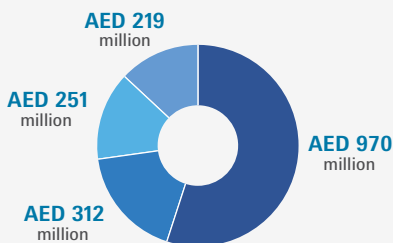
According to figures released by the Dubai Customs

Dubai imported
AED
3.6
billion

exported and re-exported
AED
1.467
billion

worth of hardware and tools last year.

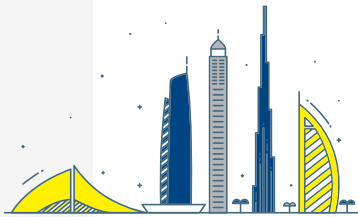
Top product categories for Dubai hardware and tools trade, 2016:



- Rock drilling or earth boring interchangeable hand tools
- Automatic door closers of base metal
- Mountings and fittings suitable for motor vehicles
- Hand tools and parts of machine-tools or water-jet cutting machines

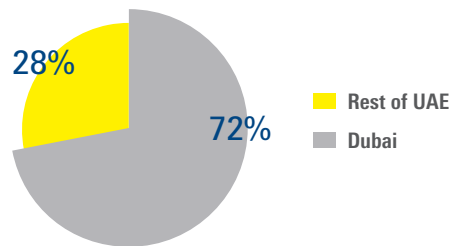
Market information – MEA Regional and Global overview

Construction companies in the GCC are currently experiencing a steady growth rate with more and more opportunities available in the market.



DUBAI

In 2016, the region's strongest markets were Dubai, Kuwait and Bahrain. These markets recorded their second best year in terms of projects awarded since 2007, due in large part to the financial support they received from the Gulf Development Fund.



KUWAIT

BAHRAIN

In 2016, Dubai recorded the largest share of project activity in the UAE, accounting for

72%

of all construction and transport deals in the country

The oil price recovery in 2016 has eased some of the pressure on government finances, while the increased pace in the roll out of economic reforms will see an improvement in confidence as well as an increase in new forms of project models, such as Public Private Partnerships (PPP).



Source: Business Intelligence Service Meed

The GCC's hospitality industry constitutes a market share of,

7% BY VOLUME

13% BY VALUE

in the GCC's urban construction sector

of the total estimated value of the region's urban construction sector

Source: BNC Intelligence

According to a recent BMI Research report, the Middle East and North Africa's construction market is set to top \$300 billion by 2019, and

grow by
43%

from
\$235 billion in 2016

to
\$336 billion by 2020

The approval of the main contract for the expansion of Kuwait's airport took that market to an all-time high of \$12.2 billion worth of project contracts awarded last year. Additionally, the commencement of work towards Expo 2020 in Dubai enabled the UAE to record an increase in projects awarded for the year 2016.

Source: Business intelligence Service Meed

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