

# FM EXPO

## FACILITIES MANAGEMENT

### Marketing information on the FM market in the Gulf Region

Facilities Management can be described as the many disciplines involved in making buildings and urban areas pleasant, functional, and efficiently manageable places to live, work and play.

In the design, construction and operation of any building or area whether it be a train station, Golf Club or Apartment block, a vast number of companies and professions are typically involved. From the design concept to the actual management of the project many companies and Industries become involved encompassing a large list of potential exhibitors which will fit into the profile of FM EXPO.

All Property Management companies, waste management, cleaning companies, catering companies - vending machines for office blocks and schools, air-conditioning companies, security companies, IT Companies specialising in Intelligent building concepts, financial and insurance companies and any company involved in the upkeep of buildings and smooth running of them will apply to the FM profile.

- With the Gulf economy being the second fastest growing in the world, after China's, the demand on asset, infrastructure and facilities management in the GCC is tremendous.
- The ongoing construction boom in the region makes this sector all the more critically important as decision-makers strive to maximise long-term bottom-line profits while optimising structural functionality and providing optimum services.
- Senior decision makers in the GCC are responsible for buildings maintenance expenditure in excess of Dhs 3.5 billion (approximately \$1 billion) annually.
- Municipality department heads are responsible for offering tenders on a range of multi-million dollar projects in the GCC.

#### **Gateway to the world's fastest growing facilities management market**

With FM being one of the fastest growing industries worldwide and with the construction spend in the GCC estimated to have surpassed \$200 billion at the start of 2005, the maintenance of these buildings over their life time alone will well exceed \$1 trillion. The exhibition will be a gateway to this lucrative and diverse industry, providing FM service and equipment suppliers with a unique opportunity to capitalize on the world's fastest growing facilities management market.

Held alongside The Office Exhibition, The Hotel Show and InRetail, FM EXPO will promote your company to over 12,000 professionals in the industry from architects and property developers to consultants, building managers and urban developers. An event to meet, network and contract!

### **Some of the categories that will sit in FM EXPO:**

**Environment/Energy ~ Health & Safety ~ Information Technology ~  
Maintenance ~ Management ~ Outdoor/Factory ~ Property ~ Security ~  
Finance**

### **Who will visit?**

FM EXPO has a solid regional focus, with trade visitors and seminar programme delegates stretching from across the UAE, throughout the GCC and wider Middle East. FM EXPO expects to attract over 12,000 visitors, with numerous visitor 'crossovers' with the associated Office Exhibition, Hotel Show and InRetail exhibition.

Airport Management  
Finance Directors  
FM Operations Managers  
GMs Support Services  
Heads of Facilities Maintenance & Management  
Heads of Maintenance  
Hospital / Clinic Management  
Hotel Management & Owners  
Interior Designers  
Investors  
IT Directors  
Landlords & Owners  
Maintenance Superintendents & Supervisors  
Managers  
Factory Management  
Architects/planners  
Building Maintenance Managers  
Building Services Managers  
Building/house Technicians  
Chief of Building and Facilities  
Commercial Directors  
Contract Administrators  
Controllers  
Educational Institution Management  
Estate Service Officers  
Facilities Engineers  
Facilities Managers and Director