





















INDEX AND WORKSPACE AT INDEX 2014 OFFICIAL POST SHOW REPORT

INDEX & WORKSPACE AT INDEX

For the second consecutive year, the INDEX and workspace at INDEX exhibitions ran alongside each other at the Dubai World Trade Centre, 19-22 May 2014. With a combined history of 37 years in the marketplace, INDEX and workspace at INDEX form the MENA region's largest and most attended business-to-business platform for architecture and design professionals seeking to source interior design products and services for their residential, retail, hospitality, commercial, education, and healthcare projects.

Both shows achieved a number of key successes this year, with INDEX achieving a 25% increase in the size of the exhibition, and workspace at INDEX achieving at II6% increase in the total number of attendees – statistics that clearly illustrate the healthy nature of the region's booming interiors and fit-out industries.



INDEX INTERNATIONAL DESIGN EXHIBITION 2014 SHOW OVERVIEW



	Furnishings (including Outdoor Living), Furniture, Kitchen & Bathroom, Lighting, Textiles, Surfaces & Finishes, Objets, InRetail	
Officially inaugurated by	H.H. Sheikh Hamdan bin Rashid Al Maktoum, Deputy Ruler of Dubai and UAE Minister of Finance	
9 features and events	Artists' Avenue, INDEX Design Talks, Contemporary Majlis Design Competition, INDEX & workspace at INDEX Product Design Awards, MENA Interior Design Awards, Student Design Challenge, INDEX Trend Tour INDEX Live Art Installations	

THE MENA REGION'S LARGEST & MOST ATTENDED INTERIORS EXHIBITIONS

With the number of construction projects in the GCC due to complete in 2014 set to top US\$128 billion (a 92% increase on 2013 completions), the level of sales generated as a result of exhibiting at this year's shows also increased – with INDEX reporting a 34% increase in the value of orders made and workspace at INDEX reporting a 140% increase in the value of orders placed.

This report illustrates in more detail the key statistics and success measures for INDEX and workspace at INDEX 2014. All statistics regarding visitor and exhibitor profiling have been taken from either the 2014 visitor survey or from the final attendance registration reports – both of which are compiled by independent companies.



WORKSPACE AT INDEX EXHIBITION 2014 SHOW OVERVIEW



Officially inaugurated by	H.E. Humaid Mohammad Obeid Al Qattami, Minister of Education	
4 features and events	workspace at INDEX Design Talks INDEX & workspace at INDEX Product Design Awards MENA Interior Design Awards workspace at INDEX Trend Tour	

INDEX INTERNATIONAL DESIGN EXHIBITION 2014 VISITOR PROFILE

VISITORS BY NATURE OF BUSINESS %



46%

OF VISITORS ARE IN THE FINAL STAGES OF THE BUYING CYCLE

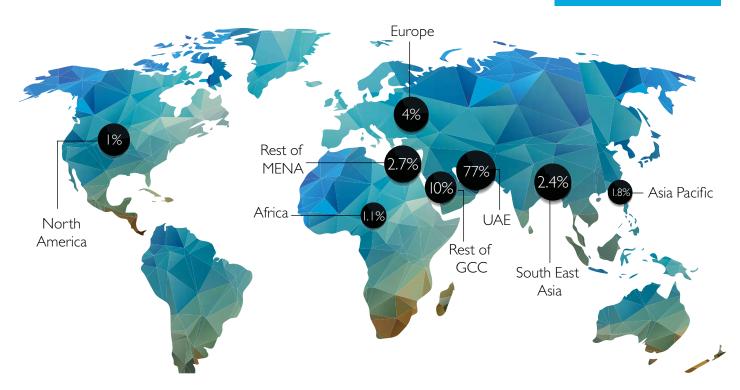
Us\$2.54bn

OF NEW PRODUCT ORDERS WILL BE PLACED BY VISITORS WITH COMPANIES THAT EXHIBITED AT INDEX 2014

54%

OF VISITORS HAVE PURCHASING AUTHORITY

VISITORS BY COUNTRY/REGION

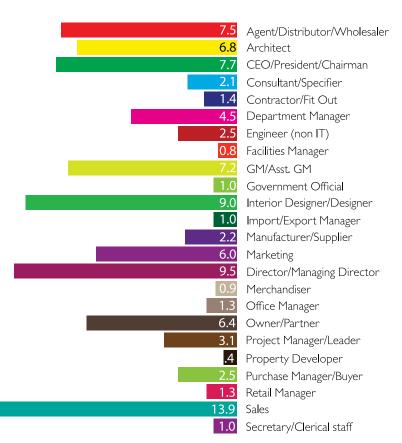




TOTAL ATTENDANCE INDEX 2014

Trade Visitor	12,591
VIP	2,691
Public Visitor	303
Press	132
Student	173
TOTAL UNIQUE VISITORS	15,890
Revisits	5,707
TOTAL VISITOR ATTENDANCE	21,597
Exhibitor Attendance	3,296
TOTAL EXHIBITION ATTENDANCE	24,893

PRIMARY JOB FUNCTION %







14.8	Furnishings
19.5	Furniture
10.0	

10.9 Kitchen and Bathroom

I3.1 Lighting

6.8 Objets - Homeware & Giftware

9.1 Outdoor Living

9.5 Retail Fit-out & Design Products

8.7 Surfaces and Finishes

7.6 Textiles

INDEX 2014 EXHIBITOR FEEDBACK

725 companies from 5I countries, with 23 national pavilions, exhibited at INDEX 2014. The exhibition occupied over 36,000 sqm of exhibition space at the Dubai World Trade Centre – representing a 25% increase in the size of the show from 2013.

TOP 5 REASONS FOR EXHIBITING **COUNTRIES REPRESENTED** AT INDEX 2014 Generating new sales leads/orders Austria Ireland Russia 83% Bahrain KSA Promote company/brand in the Middle East Belgium Jordan Singapore 74% South Meet existing clients Brazil Kuwait Africa 51% South Canada Lebanon Korea Launch new products/services China Libya Spain 36% Cyprus Lithuania Sudan Recruit new agents/distributors Czech 35% Malaysia Switzerland Republic * Exhibitors could select more than one reason for exhibiting Egypt Morocco Taiwan Ethiopia Netherlands Thailand **VALUE OF** France Oman Tunisia **PRODUCT ORDERS PLACED** Pakistan Turkey Germany WITH EXHIBITORS AT THE Philippines Greece Ukraine **EXHIBITION%** Hong Kong Poland UAE UK India Portugal US\$1 million+ USA Indonesia Qatar US\$100,000 - US\$1 million Iran Romania Vietnam Up to US\$100,000



71%

OF INDEX 2014
EXHIBITING
COMPANIES DO NOT
EXHIBIT AT ANY OTHEF
TRADE EVENT IN THE

85%

OF EXHIBITORS WERE SATISFIED WITH THE QUALITY OF VISITORS 70%

OF EXHIBITORS WERE SATISFIED WITH THE QUANTITY \$2.5Bn

PRODUCT ORDERS
IS EXPECTED TO BE
GENERATED AS A
RESULT OF EXHIBITING

82%

HAVE OR ARE IN
THE PROCESS OF
CONFIRMING THEIR
PARTICIPATION FOR
INDEX 2015

EXHIBITOR TESTIMONIALS

"This is our first time at INDEX, and as a result of this show we have met a lot of good designers and made some good contacts, one of which is going to open up a new Swaffer showroom in Dubai in September, which is very exciting. We are hoping to develop this market and we will certainly be following up the many leads generated at this show."

Martin Fear, Export Sales Director, Swaffer Fabrics

"INDEX has exceeded my expectations in all manners. We found terrific partners and retailers in different sections, not only in Dubai but other surrounding nations, and we are convinced that this is a significant area of growth for our brand. We will return to INDEX in an expanded capacity next year."

Mark Phillips, CEO, Phillips Collection

"This is our first year participating at INDEX and we have gathered a great amount of information to follow up on. This also helps us shape our marketing and product design for the future, now that we have a better understanding of what interior designers and architectural companies are looking for."

Medy Nahravani, Creative Director, Bold Bespoke Design

"We have been exhibiting at INDEX for the last 9 years and our goal is to meet new clients and expand our portfolio to our existing database. This particular year the show has been fabulous, I met some amazing people from Northern Africa, and have struck some good deals which will be prosperous for us."

Neel Shukla, Managing Partner, Troy Lighting





WORKSPACE AT INDEX 2014 VISITOR PROFILE

VISITORS BY NATURE OF BUSINESS %



47%

OF VISITORS ARE IN THE FINAL STAGES OF THE BUYING CYCLE

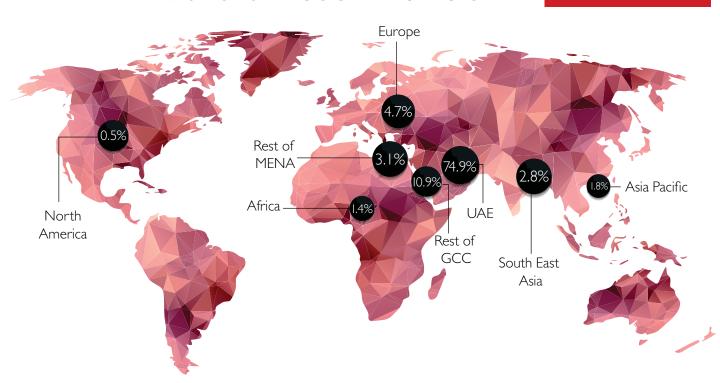
US\$437m

OF NEW PRODUCT
ORDERS WILL BE
PLACED BY VISITORS
WITH COMPANIES
THAT EXHIBITED AT
WORKSPACE AT
INDEX 2014

49%

OF VISITORS HAVE PURCHASING AUTHORITY

VISITORS BY COUNTRY/REGION





TOTAL ATTENDANCE WORKSPACE AT INDEX 2014

Trade Visitor	6,757
VIP	2,289
Public Visitor	18
Press	48
Student	41
TOTAL UNIQUE VISITORS	9,153
Revisits	3,239
TOTAL VISITOR ATTENDANCE	12,392
Exhibitor Attendance	838
TOTAL EXHIBITION ATTENDANCE	13,230

PRIMARY JOB FUNCTION %



Property Developer Government Official



24.1 Up to \$50000

I5.8 \$50001 - \$100000

3.4 \$500001 - \$1 million

13.3 \$100001 - \$300000

II.I \$300001 - \$500000

9.1 More than \$10 million

More than \$10 million

8.9 \$1 million - \$5 million

\$5 million - \$10 million



51.6 Commercial design

27.7 Education Fit-out & Design Products

22.6 Healthcare Fit-out & Design Products

WORKSPACE AT INDEX 2014 EXHIBITOR FEEDBACK

106 companies from **38 countries**, with **7 national pavilions**, exhibited at workspace at INDEX 2014. The exhibition occupied 8,800 sqm of exhibition space at the Dubai World Trade Centre.

COUNTRIES REPRESENTED



TOP 5 REASONS FOR EXHIBITING AT WORKSPACE AT INDEX 2014





78%

OF WORKSPACE
EXHIBITING COMPANIES
DO NOT EXHIBIT AT ANY
OTHER TRADE EVENT IN
THE MIDDLE FAST

87%

OF EXHIBITORS WERE SATISFIED WITH THE OUALITY OF VISITORS \$437m

WORTH OF NEW
PRODUCT ORDERS
IS EXPECTED TO BE
GENERATED AS A
RESULT OF EXHIBITING

91%

HAVE OR ARE IN THE PROCESS OF CONFIRMING THEIR PARTICIPATION FOR WORKSPACE 2015

EXHIBITOR TESTIMONIALS

"We have invested in the show for the past 15 years and it has always had a great end result for us. We have continued to generate new business, brand awareness and launch new products, and we find that workspace is a great platform to do this and to see what is happening in the market and supporting industries."

Patrick Taylor, Regional Manager, HNI Middle East

"This was our first time at workspace and it is a wonderful show, as we had a lot of designers attend our stand, as well as some great opportunities that we will develop after the show in terms of clients and new dealers. It is a fantastic show as you have everyone from the whole Gulf region visiting you, everyone from the buyers, the designers, the contractors, and we met with all of them so it was a really positive show for us. We will be returning next year."

Beth Hassler, Director International Sales, SAFCO

"As it is our second year at workspace and we now have more experience, we have been better equipped to set goals, in terms of what we what from the exhibition. This year we have been successful in distribution and traffic has been great, as this is one of the fastest growing regions in the world. The show management has been wonderful, allowing us to concentrate on our stand, which is our job."

John Buening, Director of Global Accounts, OFS Brands.





ATTRACTING THE REGION'S KEY BUYERS THE INDEX & WORKSPACE ONE VIP PROGRAMME

The ONE VIP Programme is a dedicated initiative aimed at delivering key buyers to both INDEX and workspace at INDEX exhibitions.

The programme is managed and delivered on an exclusive invite only system, based on a number of demographics relevant to visitors' purchasing power, project involvement, and position in the buying cycle.

IN 2014, INDEX & WORKSPACE AT INDEX DELIVERED A TOTAL OF 2,700 KEY BUYERS TO BOTH EXHIBITIONS AS PART OF THE ONE VIP PROGRAMME

ONE VIP BENEFITS INCLUDED

- Free valet parking
- Fast-track entry into the exhibitions
- Exclusive ONE VIP bag
- Exclusive INDEX 25th anniversary year notebook
- Exclusive access to the ONE VIP lounge
- Free Wi-Fi facilities
- Free hot and cold refreshments & snacks
- Meeting facilities
- Invitation to select networking events





FEATURED ONE VIP PROGRAMME BUYERS

2XL FURNITURE & HOME DECOR	PURCHASING MANAGER
88 CAPITAL & INVESTMENT LIMITED	MANAGING PARTNER
AA INVESTMENTS	ARCHITECT
AATI CONTRACTS	PURCHASE MANAGER
AATI CONTRACTS	QUANTITY SURVEYOR
ABJAR HOTELS INTERNATIONAL CLUBS & RESORTS	GROUP PURCHASING DIRECTOR
ABU DHABI MEDIA	HEAD OF SET DESIGN AND DECOR
ABU DHABI NATIONAL HOTELS	ASST. PURCHASING MANAGER
ABYAT MEGASTORE	TRADING MANAGER
ACCESS ARCHITECTS	DIRECTOR
ACE INTERIOR DESIGN LLC	PURCHASE MANAGER
ADAC	VICE PRESIDENT OF ABU DHABI AIRPORTS FACILITIES
ADIA	INVESTMENT MANAGER
ADS	PROJECT ARCHITECT
AHW ARCHITECTS D+B PROJECTS	FOUNDER, PRINCIPAL
AJMAN MUNICIPALITY AND PLANNING DEPARTMENT	PROJECT MANAGER
AJRAK GALLERY	GALLERY OWNER
AL FUTTAIM / CARILLION	DESIGN DIRECTOR
AL HAYAT GROUP	DIRECTOR AND CHIEF DESIGNER
AL HOKAIR GROUP	PROJECTS MANAGER
AL MUTLAQ HOLDING	MERCHANDISE DIRECTOR
AL NABOODA INTERIORS	SENIOR INTERIOR DESIGNER
AL NABOODA INTERIORS LLC	ARCHITECT
AL REYAMI INTERIORS LLC	SENIOR INTERIOR DESIGNER
AL TAYER	PROCUREMENT MANAGER
AL-ABDALI CO.	PROJECT MANAGER
ALALI ENGINEERING	PURCHASING MANAGER
ALREYAMI GROUP	DESIGN MANAGER
ALSHUAIBI ARCHITECTS	GENERAL MANAGER
AMBIANCE LIVING BY BINA BUTT	ARCHITECT
APPAREL GROUP	INTERIOR DESIGNER
ARABCO GROUP	CHIEF EXECUTIVE OFFICER
ARABTEC	ESTIMATOR SIDE OF OR OTHER DESCRIPTION OF OTHER DES
ARCH IN DESIGN	PROJECTS DIRECTOR
ARCUBE GROUP	PURCHASE MANAGER
ARKI GROUP DESIGN	PROCUREMENT
ARTAN ARTLAND	ARCHITECT
	ARCHITECT
BATODOT NIGERIA LIMITED	ARCHITECT ASSISTANT BUYER
BLOOMINGDALES BLUE CAMEL DESIGN & FIT OUT	SR. ARCHITECT- PROCUREMENT
	MANAGER
BLUEHAUS BRACARABROJECTOS	DESIGN DIRECTOR
BRACARAPROJECTOS CHALHOUB GROUP	ARCHITECT & CEO
CLEVELAND CLINIC ABU DHABI	PROJECT MANAGER HEALTHCARE INTERIOR ARCHITECT
DAMAC PROPERTIES	PROCUREMENT ENGINEER
DESIGN WORLDWIDE PARTNERSHIP (DWP)	DESIGN DIRECTOR
DEWAN ARCHITECTS	ARCHITECT
DMN FURNITURE	PURCHASING HEAD
DUBAI DUTY FREE	SENIOR VISUAL MERCHANDISER
DUBAI MUNCIPALITY	PRINCIPAL ARCHITECT ENGINEER
DUBAI WORLD	PROJECT ENGINEER
DUSIT THANI DUBAI	PURCHASING MANAGER
EC HARRIS, UAE	PARTNER & HEAD OF PROPERTY & SOCIAL INFRASTRUCTURE UAE
EIC INTERIORS	CHIEF EXECUTIVE OFFICER

EMAAR PROPERTIES	SR.MANAGER LANDSCAPING
EMIRATES PALACE HOTEL	PURCHASING MANAGER
ENOC PROPERTIES	FACILITIES MANAGER
ESTIM CONSTRUCTION CO	INTERIOR DESIGNER
ETISALAT	MANAGER / PROCUREMENT
EXTREME ART ELEMENTS	PROJECT MANAGER
FANAN	INTERIOR DESIGNER
GAJ	SENIOR INTERIOR DESIGNER
GALERIE ABED LATIF BIZRI	INTERIOR DESIGNER
GLOBAL VILLAGE	ARCHITECT
GOLDEN ALSHALL	PROJECTS DIRECTOR
GRANDSPACE INTERIORS	SENIOR FF&E DESIGNER
GUSEN ALBAN	PURCHASE MANAGER
HOMECENTRE LLC	BUYER
HOMES R US	BUYER
HOTELS GLOBAL GROUP	MANAGING DIRECTOR
ILTAY ARCHITECTURE	PARTNER
INFORM CREATIVE INTERIORS LTD.	DESIGN CHIEF/MD
INTERNATIONAL GOLDEN FURNITURE COMPANY	IMPORT & PURCHASING MANAGER
IP DESIGN	PRINCIPAL
ISKAN ARCHITECTS	ARCHITECT
ISKANDAR SABA & PARTNERS CO.	IMPORT MANAGER
LANARK VISUALIZATION LTD	PRINCIPAL ARCHITECT
LANDMARK GROUP	ARCHITECT
LANDMARK GROUP	BUYER
MAJED AL FUTTAIM	DESIGN AND DELIVERY MANAGER
MIRAI ARCHITECTURE AND ENGINEERING	PARTNER
MOF ARCHITECTS	INTERIOR DESIGNER & ARCHITECT
NAQVI & SIDDIQUIE ASSOCIATES PAKISTAN	PARTNER ARCHITECT
NOBICO INTERIOR DESIGN GROUP	GENERAL MANAGER
NORTHRIDGE DEVELOPMENT & DESIGN	OWNER
OFFICE OF H.H.CROWN PRINCE OF DUBAI	DIRECTOR OF PROJECTS DEPARTMENT
PADOVAR	HEAD OF DESIGNING DEPARTMENT
PERKINS + WILL	JUNIOR ARCHITECT
PNC ARCHITECTS	SENIOR DESIGN ARCHITECT
PRAGMA ARCHITECTS	PARTNER
RAK CONSULTANT ENGINEERING	
	ARCHITECT
RAMEE GROUP OF HOTELS	PROJECT HEAD
RAMEE GROUP OF HOTELS RED CIRCLES DESIGN	
	PROJECT HEAD
RED CIRCLES DESIGN	PROJECT HEAD ARCHITECT
RED CIRCLES DESIGN REZAYAT GROUP	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT ARCHITECT
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE OFFICE	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT ARCHITECT GM
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE OFFICE SOHA	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT GM ARCHITECT
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE OFFICE SOHA SOURCE HOSPITALITY SERVICES PVT. LTD	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT ARCHITECT GM ARCHITECT CHIEF OPERATING OFFICER
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE OFFICE SOHA SOURCE HOSPITALITY SERVICES PVT. LTD THE SOCIETY OF ENGINEERS	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT ARCHITECT GM ARCHITECT CHIEF OPERATING OFFICER CHAIRMAN
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE OFFICE SOHA SOURCE HOSPITALITY SERVICES PVT. LTD THE SOCIETY OF ENGINEERS UMDASCH SHOPFITTING LLC	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT ARCHITECT GM ARCHITECT CHIEF OPERATING OFFICER CHAIRMAN PURCHASER
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE OFFICE SOHA SOURCE HOSPITALITY SERVICES PVT. LTD THE SOCIETY OF ENGINEERS UMDASCH SHOPFITTING LLC WA INTERNATIONAL	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT ARCHITECT GM ARCHITECT CHIEF OPERATING OFFICER CHAIRMAN PURCHASER ART CONSULTANT SUSTAINABILITY CONSULTANT &
RED CIRCLES DESIGN REZAYAT GROUP ROTANA HOTELS ROYAL COURT AFFAIRS - OMAN S. S. LOOTAH GROUP SADDA INTERIORS SHARJAH ART FOUNDATION SHEIKH HAMAD BIN HAMDAN PRIVATE OFFICE SOHA SOURCE HOSPITALITY SERVICES PVT. LTD THE SOCIETY OF ENGINEERS UMDASCH SHOPFITTING LLC WA INTERNATIONAL WANDERS ARCHITECTS/ AIA MIDDLE EAST	PROJECT HEAD ARCHITECT GROUP PURCHASING MANAGER PURCHASING MANAGER SENIOR SPECIALIST - LIGHTING PROJECT MANAGER ARCHITECT ARCHITECT GM ARCHITECT CHIEF OPERATING OFFICER CHAIRMAN PURCHASER ART CONSULTANT SUSTAINABILITY CONSULTANT & PARTNER ARCHITECT & REGIONAL TECHNICAL

MARKETING & PROMOTION

PRINT ADVERTISING – TRADE-CONSUMER MAGAZINES & NEWSPAPERS

INDEX and workspace at INDEX 2014 were supported by a total of 58 print and 48 online advertisements in relevant national, regional, and international media.

INDEX & WORKSPACE AT INDEX MEDIA PARTNERS

INDEX Headline Media Partner

Premium Media Partner

workspace at INDEX Official Magazine







INDEX and workspace at INDEX Media Partners





































































reaching a targeted business audience...

ONLINE MARKETING

Websites are one of the most effective methods of reaching a targeted business audience and delivering ROI. The online campaign for INDEX and workspace at INDEX generated over **160,000 unique visitors** to the official show websites. Both exhibitions' Facebook and Twitter pages provided additional interaction with a wider social audience and achieved significant growth in followers.

PRESS RELATIONS

The INDEX and workspace at INDEX PR campaign was supported by an extensive pre-show PR campaign, conducted by our partner ASDA'A Burson-Marsteller.

PR COVERAGE OVERVIEW

30m
PEOPLE IS THE ESTIMATED
COMBINED REACH OF

90

INTERVIEWS, FEATURES,
PRESS RELEASES
GENERATED BY THE 2014
CAMPAIGN

\$1.2m

IS THE ADVERTISING VALUE OF THE PR CAMPAIGN \$4.2m

IS THE PERCEIVED
VALUE OF THE 2014 PR
CAMPAIGN

TELEMARKETING

The INDEX and workspace at INDEX visitor campaign was accompanied by a 6-week telemarketing campaign, inviting people personally to attend the show. The campaign targeted a specific visitor profile, including VIP visitors, and covered more than **29,000 contacts** from the MENA region.

SMS CAMPAIGN

The INDEX and workspace at INDEX 2014 SMS campaign included a total of **I0 separate SMS** broadcasts to a total audience of **218,000 contacts** across the GCC region.

RADIO AD CAMPAIGN

INDEX and workspace at INDEX visitor campaigns were also supported by a radio advertising campaign, in English and Arabic, on Dubai Eye and Al Arabiya stations, owned by the Arabian Radio Network (ARN). The advertising campaign included **95 radio spots**, running across the four days of the event. The radio advertising campaign was further supported by a live outside broadcast on the opening day of the exhibitions.

FEATURES & EVENTS AT INDEX & WORKSPACE AT INDEX 2014

ARTISTS' AVENUE

The INDEX Artists' Avenue is an art gallery on the show floor, created specifically for artists and galleries looking for exposure to art procurement managers and commercial art buyers.

The Artists' Avenue 2014 participants included:

Best Italian Design, Artist - Michele Roccotelli, Iron Lady, Loreta Lithuania, Novo Cuadro, Aisha Imtiaz, National Academy of Fine Arts Brazil, Eric Art, Stone's Dream, Reham Odeh, Jam Jar, and Ronen Art.



INDEX & WORKSPACE AT INDEX DESIGN TALKS

Design Talks is a series of free-to-attend seminar sessions aimed at the region's architecture, design, and fitout communities. The 2014 Design Talks saw a total of 43 sessions presented to visitors on topics including: architecture, business management, project management, commercial interior design, residential interior design, hospitality interior design, and retail design.





more than just an exhibition...

INDEX & WORKSPACE AT INDEX TREND TOURS



Compiled by industry experts, the INDEX and workspace at INDEX Trend Tours offer a self-guided tour of some of the most innovative products being showcased at both exhibitions.

The 2014 Trend Tour saw a total of 25 products highlighted for their innovative qualities. A special guided tour was also conducted on the opening day of the show for invited members of the media.

INDEX CONTEMPORARY MAJLIS DESIGN COMPETITION

The 6th annual Contemporary Majlis Design Competition was held at INDEX 2014. Four finalist design firms were tasked with realising their interpretation of a contemporary majlis at the event as a physical room set. Two awards for the best designs were presented at the show:

2014 Judges' Award Winner: Majlis 3 a'm, by Intercon & 2014 People's Choice Winner: The Global Majlis, by Tangram Gulf





STUDENT DESIGN CHALLENGE

The Student Design Challenge is an annual design competition hosted by ISG and tasmena, and featured at the INDEX International Design Exhibition. The 2014 Student Design Challenge theme was "100 Years." Participants were asked to design a piece of furniture for personal use for an imagined future scenario.



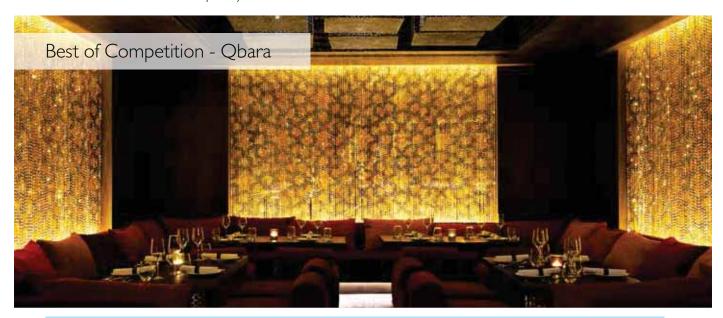


MIDDLE EAST & NORTH AFRICA INTERIOR DESIGN AWARDS

interiordesignawards

The Middle East Interior Design Awards recognise and reward outstanding interior design and architecture projects across the Middle East and North Africa. The awards are open to all Interior Designers, Interior Architects, and Architects for design projects located in the Middle East and North Africa region (Algeria, Bahrain, Egypt, Iran, Iraq, Jordan, Kingdom of Saudi Arabia, Kuwait, Lebanon, Libya, Morocco, Oman Qatar, Sudan, Syria, Tunisia, Turkey, United Arab Emirates, and Yemen).

The awards are divided into 13 categories covering the entire spectrum of architecture and design projects across the residential, commercial, retail, hospitality, and leisure sectors



2014 Winners:

Category	Project Name	Company
Corporate Space Large	Emaar Headquaters	DWP
Corporate Space Small	GE Ecomagination Centre	AK Design
Cultural, Institutional & Educational	Little GEMS International	AK Design
Healthcare	Sky Clinic Dental Center	SPLYCE INTERIOR DESIGN
Hospitality	Concourse 3, Emirates First and Business Class Lounges	Darley Interior Architectural Design
Hotels	Hotel 72 by Hues	Draw Link Group
Landscape	Villa in Victory Heights	Terraverde
Municipal/Public Spaces	Terminal Operations Building	Broadway Interiors LLC
Recreational	Wisden Club	Broadway Interiors LLC
Residential Space Large	The Palm Project	Elemento
Residential Space Small	Byblos Sud Village	Prospect Design International
Restaurants	Qbara	Studio Glitt/Copia Communications
Retail	Arteco Ceramics	Studio Bruno Guelaff
	Level Shoe District	Allied Enterprises

more than just an exhibition...

INDEX AND WORKSPACE EXHIBITION

product designawards

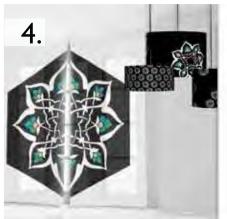
The INDEX & workspace at INDEX Product Design Awards honour manufacturers and designers for excellence and innovation in product design for the residential and commercial sectors. The competition was open exclusively to companies exhibiting at the 2014 editions of INDEX and workspace at INDEX exhibitions, and covered a range of awards categories.

Category	Product Name	Company
(I.) Desks & Tables	Aspire	Guialmi
(2.) Furniture & Outdoor Furnishings	Auping Essential	PSP Prime Selected Products
(3.)	Chipman Tables & Chairs	Landscape Forms
(4.) Lighting	Mix & Match Collection	Light Graphics
(5.) Screens, Partitions & Moveable Walls	Monotop Climate Wall	C+P Moebelsysteme
(6.) Surfaces & Finishes	Net Effect	Interface Middle East
(7.) Seating	Modello	OFS Brands















FEATURES & EVENTS AT INDEX & WORKSPACE AT INDEX 2014

LIVE ART INSTALLATIONS AT INDEX

New for 2014 were a series of live art installations within the exhibition halls. Participants included:

INDEX Artscape with Shannon Crees Art - A Live Art Experience

Internationally renowned artist Shannon Crees created two amazing murals during the exhibition. Shannon was the only Australian artist included in the high profile line up of 'the best graffiti artists in the world' at Banksy's Cans Festival 2 in London.

Fair Trade - Interactive Art

Fair Trade by 17A Art Consultants, part of thejamjar studios and project space. 17A Art Consultants work with clients to achieve custom art environments by providing high quality concepts, artworks and design objects. Their portfolio of projects includes hotels, hospitals, corporate offices, residences and public art initiatives.

Live Art Wall - Year of the Horse

Live art mural exhibiting local artists' talents, as part of a community art event, especially for INDEX 2014.

Live art mural exhibiting local artists' talents as part of a community art event, especially for INDEX 2014, courtesy of The Big Art Co.







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Celebrating 25 years of design! INDEX International Design Exhibition celebrates its 25th anniversary in 2015 with more exhibition space, more exhibitors, and brand new product sectors.

STAND RATES:

Stand type	Regular	Boulevard
Space-only	US\$ 4I5 per sqm	US\$ 435 per sqm
Shell scheme	US\$ 495 per sqm	US\$ 520 per sqm
Premium shell scheme	US\$ 545 per sqm	US\$ 560 per sqm
Artist's Avenue	US\$ 2500	N/A

To discuss your company's participation at either INDEX or workspace at INDEX, contact:

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Alternatively, visit: www.indexexhibition.com or www.workspace-index.com

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