

powered by **intersec**

SECROTEC
EAST AFRICA



EAST AND CENTRAL AFRICA'S LEADING TRADE FAIR FOR SECURITY, PROTECTION AND TECHNOLOGY



Securing East Africa's Future



12th – 14th July 2016

KICC, NAIROBI, KENYA



ABOUT THE SHOW

CELEBRATING ITS 4TH EDITION SecProTec East Africa powered by Intersec is the most important trade fair for the security, safety and protection industry in the entire East and Central African region. Leading suppliers will be meeting buyers from minimum 17 different countries at this key industry event providing a vibrant showcase of contemporary equipment and latest technology. More than just a trade fair, the event also includes matchmakings, seminars, round table discussions and lectures!

SecProTec East Africa powered by Intersec gives you a full 360° view on the East and Central African security market and is a must-to-visit event for industry professionals throughout the region. It is the only trade fair with ministerial support and in partnership with Kenya Security Industry Association (KSIA).

» For some exhibitors in the field of Police and Homeland Security SecProTec 2015 was a first international appearance in the developing and promising market of East Africa. We have seen that there is a strong demand for the respective equipment and will therefore expand the efforts to stimulate more companies to present their special products at SecProTec 2016 under the umbrella of our GPEC-CCExpo-Pavilion. For our topics and target groups SecProTec East Africa is the first and only business hub for the whole region. «

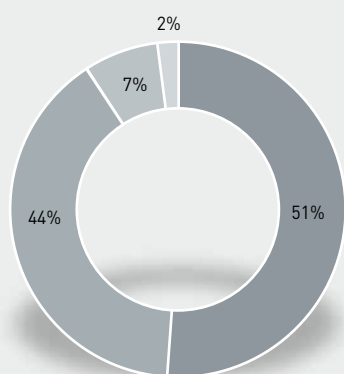
MR. UWE H. WEHRSTEDT, ORGANIZER OF GPEC AND CCExPO AND THE GPEC-CCExPO-PAVILION AT SECPROTEC

POWERED BY **intersec**

intersec HAS COME TO EAST AFRICA! The new cooperation between SecProTec East Africa and Intersec, the famous brand of world's leading organizer Messe Frankfurt, has a huge impact on the East African security and protection technology market. In addition, the sectors of media relation, global agency network and international marketing are generating new prospects for faster growth of East Africa's leading Security Show.

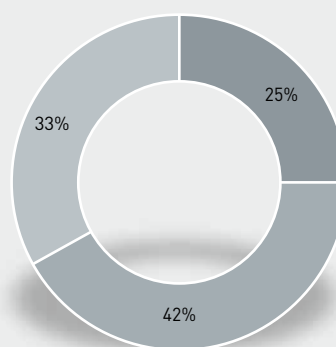
Renowned as the world's largest and most international trade and networking exhibition for the Security and Safety industries, Intersec in Dubai (17-19 Jan, 2016) offers a unique spectrum of products from the fields of Commercial Security, Information Security, Fire & Rescue, Safety & Health, Homeland Security and Policing.

SECROTEC 2015 FEEDBACK



VISITORS How do you rate the product range of exhibits?

Excellent	51%
Good	44%
Fair	7%
Poor	2%



EXHIBITORS How do you rate to meet your existing clients?

Excellent	25%
Good	42%
Fair	33%
Poor	0%



SECROTEC 2015

- **61 EXHIBITORS FROM 17 NATIONS** (America, Europe, Asia, the Middle East and Africa.)
- **3-DAY INTERNATIONAL CONFERENCE PROGRAM** with international experts from Europe, Asia and Africa.
- **98% OF RESPONDENT VISITORS** rated the product range of exhibits with excellent (51%), good (40%) or fair (7%).
- **92% WILL BUY, ORDER OR PLAN** to do any other kind of business as a result of information gained at SecProTec East Africa powered by Intersec 2015.

» We have made good leads and had very promising meetings. The coming years will be very interesting as SecProTec East Africa has built awareness for this industry.«

MR. SAM OOMMEN, CANON MIDDLE EAST, ARAB EMIRATES

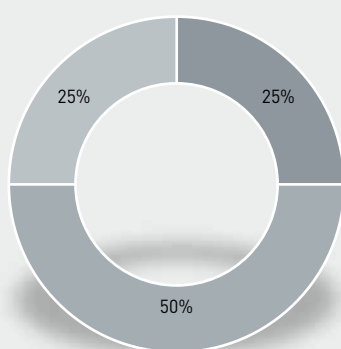
» SecProTec East Africa 2015 is a good exhibition with excellent organizers and visitors, which is helpful to the development of public security of Kenya, even East Africa.«

MS. QIJING ZHENG, PROJECT MANAGER, ECRIEE, CHINA

WHY EXHIBIT

SecProTec powered by Intersec 2016 is

- member of Intersec Family – the world leading trade show for the security, safety and protection technology industry.
- the 4th edition in Nairobi.
- the leading trade show within East and Central Africa.
- the only show providing the entire value chain for the security and protection technology
- the only trade show supported by regional governments and associations!
- the only trade show taking place at the main exhibition venue, KICC Nairobi!



EXHIBITORS How do you rate to promote your corporate image?

Excellent	25%
Good	50%
Fair	25%
Poor	0%



SECROTEC 2016 SHOW PROFILE



- Detectors
- Alarms and Systems
- Extinguishers
- Suppression Systems
- Equipment & Vehicles
- Doors & Shutters
- Passive Protection
- Rescue & Emergency Services
- System Integration



- Critical Communications, Information and IT-Forensic Systems
- Cyber Security, Communication Monitoring and Interception
- Safety, Observation and Surveillance Technology
- NBC protection, Detection of Narcotics and Criminal Investigation Equipment
- Vehicle Technology (land, air, sea), Traffic Control and Road Safety Equipment
- Task Force, Anti-Riot, Anti-Terror and Anti-Theft Technology
- Clothing, Body Armour, Ballistic Protection, Personal Equipment
- First Aid and Rescue Equipment
- Education, Training, Logistics



- Surveillance, Monitoring, CCTV
- Access Control, Authentication Systems, Biometrics
- Integrated Systems, Building Automation
- Physical Security (Gates, Doors, Fences, Locks)
- Guarding Services, Equipment & Vehicles
- Intruder Alarm, Detection and Protection
- Perimeter Protection Systems
- Installation and Maintenance Services



- Data Storage and Carrier Security
- Data Recovery
- Data Encryption
- Internet Security
- LAN/WLAN/Network Security
- Devices, Hardware, Servers
- Secure Transactions



- Natural Disasters
- Accidents (Transport, Infrastructure, Industrial, Epidemics)
- Manmade Disasters
- First Aid and Rescue, Vehicles
- Disaster Information Management System



- Fall Arrest / Working at Height Equipment
- PPE Personal Protection Equipment (Clothing, Foot Wear & other Wearable Items)
- Noise Prevention
- Safety Signs & Posters
- Lifting & Handling Equipment
- Occupational Health Services
- Storage & Handling of Hazardous Material



OUTLOOK ON SECPROTEC 2016

- **THE SOLE** security and protection trade fair in the KICC, main fair ground in Nairobi
- **OVER 100 EXHIBITORS** expected from Africa, America, Asia, Europe and the Middle East including country and theme pavilions
- **MORE THAN 2.000 TRADE VISITORS** expected from various countries in the East African region (incl. government bodies)
- **3 DAY CONFERENCE:** international lectures, speeches, workshops and round tables
- **MATCHMAKING:** Pre-arranged meetings with pre-selected partners for exhibitors only
- **OUTDOOR SHOWS:** Fire-fighting, explosive agent detection, attacking security dogs

(expected figures)

» The Kenya Security Industry Association (KSIA) is a natural partner of the SecProTec initiative. We must work together in a common quest to make this region a peaceful and safe place. SecProTec and KSIA stand shoulder to shoulder, facing squarely in that direction. «

MR. CHRIS EVERARD, KENYA SECURITY INDUSTRY ASSOCIATION (KSIA)

ABOUT THE MARKET

East Africa is a great platform with a high growth rate for international manufacturers of security equipment. There is a considerable number of wealthy customers who are willing to pay for their private security. Especially international organizations, embassies, government bodies, NGO's, major enterprises, banks and media as well as middle class and upper class society together with expatriates are potential clients of security companies.

Nairobi is the hub for international organizations. Important clients of security technology are private firefighting companies including civil protection. Another important business is the protection of cash in transit whose demand has increased in the past. Another potential topic within East and Central Africa is electronic locating of vehicles. Only Kenya consists of about 2.000 registered security oriented companies. Trade visitors from more than 16 countries of East and Central Africa are expected to visit the exhibition.

» The SecProTec East Africa 2015 was a success. A special thanks to the organizers. It has been an absolute marketing manager's dream to work with such efficiency. We look forward to 2016! «

MS. NAJDA BEGUM KHAN, HF GIZA, KENYA

WHO WILL VISIT?

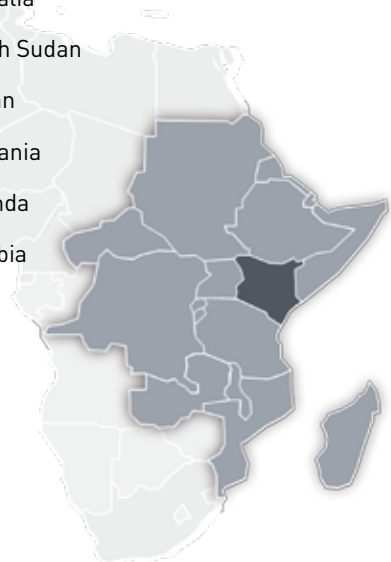
PRIVATE SECTOR Security Services | Guarding Companies | Security Integrators and Security System Providers | Importers, Distributors and Retailers of Security Products | IT and Telecommunication Services, Network Administrators | Security Officers and Managers for Hotels and Hospitality, Embassies, NGO's, Banks, Industrial Plants, Hospitals, Logistics, Malls and Shopping Facilities | Architects and Technicians | Facility Managers

PUBLIC SECTOR Fire Departments | Police | Military | Ministries | Departments | Customs | Passenger Terminals (Airports, Rail Stations, Bus Stations, Harbors) | Embassies, Consulates, UN, Worldbank | Parks and Arenas | Hospitals | Public Enterprises (Energy, Water, Transport)



KENYA, THE HUB FOR EAST AND CENTRAL AFRICA

- Burundi
- Central African Republic
- D. R. Congo
- Djibouti
- Eritrea
- Ethiopia
- KENYA**
- Madagascar
- Malawi
- Mauritius
- Mozambique
- Rwanda
- Somalia
- South Sudan
- Sudan
- Tanzania
- Uganda
- Zambia



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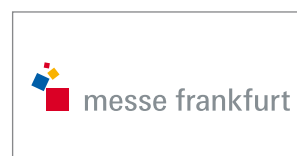
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