



The Kenyatta International Convention Centre (KICC) Africa's Premier Meeting Venue



## THE INDUSTRY

The Build, Furniture and Interiors industries in East Africa, already one of the most promising markets globally, is set to grow at a very fast pace. Covering a population in excess of 460 million, East Africa is already the most populous region in Africa, growing by over 2.5% every year. The market potential is much more evident when comparing the Global Furniture market, expected to grow annually by 5.36%, with East Africa forecasting a growth rate of 8.9% (CAGR 2023-2028). The increase in urbanization, along with the changing habits of the growing middle-income group in the region, and the increasing disposable income has spearheaded the growth of Housing and Mix use units, thus boosting African and international furniture companies and a vibrant interior design community in the region. Along with the growing furniture production industry, there is market demand in domestic and imported furniture and interior design objects.

The expertise of CNR Holding in organizing market-leading exhibitions globally extends more than 39 years, having organized the leading International Furniture Exhibition IMOB in Istanbul for over 20 years. Observing the demand for a platform that provides both Furniture Companies and Build Industry stakeholders the opportunity to penetrate and grow their market share in the region, we believe it is the right place and the right time to launch the Furniture, Interiors, and Build East Africa Exhibition. Kenya, having earned the title of the biggest trade hub in the region, hosting the exhibition annually in Nairobi, setting itself as a must-attend event for all stakeholders in the Furniture and Build industries that operate, or intend to operate, in East Africa-from industry giants to innovative start-ups alike.





#### Be inspired, with innovations where eclectic designs meet functionality.



### Discover opportunities in Cross Border Trade to East Africa and the greater continent.

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Enter the market or Increase market Share by meeting buyers directly, placing your products into the shelf.

# The EXHIBITORS

Discover companies from Furniture, Interiors and Building materials industries, ranging from leading design brands to bulk manufacturing experts:



# **PRODUCTS TO BE DISCOVERED**



Home Furniture Includes sofas, chairs, tables, beds, wardrobes, and other furniture for residential settings.



Beds and Bedding Mattresses, bed frames, bed linens, and other bedding accessories.



**Construction Materials** Cement, bricks, concrete, glass, steel, and other building materials.



Office Furniture Features ergonomic chairs, desks, conference tables, and modular office systems.



Lighting Indoor and outdoor lighting solutions, including ceiling lights, lamps, and decorative lighting.



Kitchen and Bathroom Fixtures Sinks, faucets, bathtubs, shower systems, and kitchen and bathroom hardware.



Outdoor Furniture Garden sets, patio furniture, outdoor lounges, and accessories suitable for exterior spaces.



Roofing and Insulation Wall and Floor Coverings Innovative roofing materials, insulation solutions, and weatherproofing products. Wallpapers, wall tiles, floor tiles, carpets, and rugs.



HVAC Systems Heating, ventilation, and air conditioning systems for residential, commercial, and industrial buildings.



**Contract Furniture** Customizable furniture solutions for commercial spaces such as hotels, restaurants, and public areas.



Home Textiles Curtains, drapes, table linens, towels, and decorative textiles for home use.



Building Technologies Smart home technologies, building automation systems, and energy-efficient solutions.

# **VISITORS PROFILE**

- Retail Store Representatives
- Wholesalers and Distributors
- Importers and Exporters
- Interior Designers and Architects
- Furniture and Decor Designers
- Press and Media
- Property Developers and Real Estate Professionals

- Hospitality Industry Professionals
- Corporate Purchasers
- Government and Institutional Buyers
- General Public and Homeowners
- Construction Companies
- Engineers and Contractors
- Project Managers
- Urban Planners

## WHY NAIROBI?

Nestled in the vibrant heart of East Africa, Nairobi emerges as the quintessential host. Renowned as the premier business hub of the region, it's where innovation, culture, and commerce converge, offering a fertile ground for industry growth and global connections.

## **Strategically Positioned**

**Global Connectivity:** Direct flights from Istanbul, Dubai, and other major cities position Nairobi as a gateway for international attendees, ensuring seamless access to the exhibition.

**Business Epicenter:** The city's dynamic economy is a beacon for entrepreneurs, designers, and industry leaders. **Rich Cultural Experience:** Nairobi's lively cultural scene promises an enriching stay, from exquisite dining to natural wonders.



# THE FURNITURE SECTOR

Africa meets nearly 40% of its entire furniture needs through imports. Imports, which stood at \$3.6 billion in 2013, exceeded \$5 billion in 2018.

 2013
 \$3,6 Mr

 2018
 \$5 Mr

 2022
 THE RAPID RISE IN THE REAL ESTATE SECTOR IN AFRICA IS ALSO REVITALIZING THE FURNITURE SECTOR.

### The distribution of furniture imports by country



Total furniture imports in Africa (from within the continent and abroad) \$3.2 Billion.

According to CSIL data, this amount represents approximately 2% of the global total.







### Design Talks

Dive into the world of creativity with our Design Talks inspirational sessions led by industry visionaries.



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Explore the latest trends, sustainability practices, and innovative approaches that are shaping the future of interior design. Engage with the minds driving change in the industry.





Tailored B2B Networking events are the cornerstone for building lasting business relationships.

Wholesalers Distributors Producers Brands







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# **Contact us**



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