

**GMIS**

Global Manufacturing &  
Industrialisation Summit



# #GMIS2020

## PROSPECTUS

20-21 April, Hannover, Germany

Co-chair



وزارة الطاقة والصناعة  
MINISTRY OF ENERGY & INDUSTRY

Co-chair



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

Strategic Partner





# EXECUTIVE SUMMARY

Manufacturers play a crucial role in the exponentially evolving world economy. They generate wealth for investors, pay taxes to governments and employ half a billion people worldwide. They are also facing challenges from rapid transformations in technology and global value chains that are driven by the fluctuating impact of the digital revolution, automation and geopolitical reordering. These challenges can no longer be resolved in isolation, they require a global solution – a solution that will also connect manufacturing closer to the UN Sustainable Development Goals (UN SDGs), for the benefit of businesses as well as the communities they serve.

The Global Manufacturing and Industrialisation Summit (GMIS) was established in 2015 as an industry association to build bridges between manufacturers, governments and NGOs, technologists, and investors in harnessing the Fourth Industrial Revolution's transformation of manufacturing to the regeneration of the global economy.

Co-Chaired by the Ministry of Energy and Industry of the United Arab Emirates and the United Nations Industrial Development Organization (UNIDO), GMIS is the world's first cross-industrial and cross-functional platform that offers a voice and venue for leaders to transform manufacturing, encourage greater investment in capabilities, foster innovation and drive global skills development. Uniting influential delegates, including visionary world leaders, expert industry CEOs and specialist researchers and academics, the summit aims to place manufacturing at the heart of economic regeneration and government policymaking, utilising it as a tool for global cooperation and collaboration.

First announced by Ban Ki-moon, the former Secretary-General of the United Nations, in 2016, the inaugural edition of the Summit, #GMIS2017, was held in March 2017 in Abu Dhabi, the capital of the United Arab Emirates, and hosted over 3,000 delegates from more than 40 countries.

In 2019, the city of Yekaterinburg, Russian Federation, hosted the second edition of the Summit from 9 to 11 July 2019, #GMIS2019 united over 3,300 global leaders from over 60 countries across three days of discussion and debate, led by an address from Mr. Vladimir Putin, President of the Russian Federation

In 2020, the third edition of the Global Manufacturing and Industrialisation Summit #GMIS2020 will take place alongside Hannover Messe, one of the world's largest industrial technology trade fairs from 20-21 April 2020 in Hannover, Germany.



"The year 2020 will mark a new era of cooperation between the UAE and Germany as part of our shared vision for positioning the industrial sector as a key driver for economic prosperity, and in employing Fourth Industrial Revolution technologies to further enhance economic cooperation and to connect innovators, small and medium-sized enterprises (SMEs) and large industrial conglomerates beyond geographical and physical barriers, thereby establishing cross-border digital partnerships."

**-H.E. Eng. Suhail Mohamed Faraj Al Mazrouei,  
UAE Minister of Energy & Industry**



“The Global Manufacturing and Industrialisation Summit (GMIS) 2020 in Germany will harness the expertise of two important platforms, GMIS and Hannover Messe. It is a defining moment in the Summit’s journey as the three development partners, the UAE, Germany and the United Nations Industrial Development Organization (UNIDO) join forces to support the achievement of SDG 9, which aims to ‘build resilient infrastructure, promote inclusive and sustainable industrialisation, and foster innovation’. This partnership will enable us to intensify our efforts and build on our shared vision for inclusive and sustainable industrial development globally.”

*-Mr. Li Yong, Director General of the United Nations Industrial Development Organization (UNIDO)*

## THE UN SUSTAINABLE DEVELOPMENT GOALS

The Sustainable Development Goals of the United Nations are at the heart of the GMIS vision. We believe that only through open dialogue and a cooperative approach can countries, businesses, governments and civil society truly reap the benefits of growth and change in the manufacturing sector and more importantly through sustainable and inclusive industrial development.

# SUSTAINABLE DEVELOPMENT GOALS



# #GMIS2020 – ABOUT OUR HOSTS

Hosting the 2020 edition of the event in Germany, one of the world's most advanced industrial economies, contributes to promoting sustainable industrial development through innovation and the adoption of Fourth Industrial Revolution (4IR) technologies on a global scale. Germany, Europe's largest economy and one of the world's largest exporters, is renowned as a world leader in manufacturing and is known for the superior quality of its products across a number of major industrial sectors such as automotive, aviation, chemicals, pharmaceuticals, electronics, energy and environmental technologies, among many other sectors that are also led by small and medium-sized enterprises.

Germany is also a pioneer of digital innovation, having launched an initiative to establish its leadership as a provider of Fourth Industrial Revolution technology. The "Industry Strategy 4.0" is one of ten future initiatives launched by the German Government under the "Advanced Technology Strategy 2020".



"The German industrial sector is one of the cornerstones of the German economy and it has a leading position on the global stage. With our clear leadership in developing Fourth Industrial Revolution technologies and the development of effective strategies for its adoption in all aspects of life, Germany is proud to host the Global Manufacturing and Industrialisation Summit (GMIS) in 2020 and to welcome the world to a global gathering that will contribute to shaping a comprehensive and sustainable course for the manufacturing sector to achieve economic and social prosperity across the world."

***-Mr. Peter Altmaier, Germany's Federal Minister for Economic Affairs and Energy***



"Germany's desire to host GMIS in 2020 reinforces the Summit's mission by one of the world's most important industrial powers, recognising it as a unique platform that promotes global cooperation and cross-industrial partnerships in employing Fourth Industrial Revolution technologies. We are proud and privileged to have Germany, a country that is a benchmark for technical excellence and digitisation, as a partner to lead the transformation of the manufacturing sector towards a better future for all of society."

***-Mr. Badr Al Olama, Head of the Organising Committee for the Global Manufacturing and Industrialisation Summit (GMIS)***



In April 2019, representatives of GMIS announced a strategic partnership with Deutsche Messe AG to host #GMIS2020 alongside the Hannover Messe. Hannover Messe is the world's leading trade fair for industrial technology, attracting over 200,000 visitors through its doors annually.

## GMIS AND DEUTSCHE MESSE – ABOUT OUR PARTNERSHIP

GMIS is working alongside our partners at Deutsche Messe to develop a series of events in key global markets worldwide that not only gather industry leaders at the forefront of the Fourth Industrial Revolution to share cutting-edge information, but also as an opportunity for our networks to interact, share best practice and enter into productive dialogue around the challenges and opportunities facing us all in this transformative technological era.

GMIS and Deutsche Messe are also collaborating on research that helps the manufacturing sector navigate the complexities of the new digital age, providing insights that help businesses in scaling up 4IR technologies to maximise efficiency and productivity.

Ultimately, GMIS and Deutsche Messe will work together on developing a forward-looking, multi-stakeholder platform that once again gathers the best and brightest minds from around the world in dynamic discussion and debate around the challenges and opportunities associated with the Fourth Industrial Revolution and the global manufacturing sector at the third edition of the Global Manufacturing and Industrialisation Summit from 20-21 April 2020 in Hannover, Germany.



“Manufacturing is a big part of the global economy, not only as a generator of capital, but also as an important source of jobs and taxes. Digitalisation and globalisation, however, are challenging manufacturers to adapt at an increasingly rapid pace. We are pleased to welcome the Global Manufacturing and Industrialisation Summit to Hannover Messe in 2020, because it addresses exactly these topics.”

**-Dr. Jochen Köckler, Chairman of the Managing Board, Deutsche Messe AG**

## Speakers from past GMIS events include:



**Vladimir Putin,**  
President of  
the Russian Federation



**H.E. Eng. Suhail Al Mazrouei,**  
President of  
the Russian Federation



**Li Yong,**  
Director General, United  
Nations Industrial Development  
Organization



**H.E. Khaldoon Al Mubarak,**  
Group CEO & MD, Mubadala  
Investment Company



**Jean Bennington Sweeney,**  
Chief Sustainability Officer, 3M



**Filippo Bettini,**  
Chief Sustainability and  
Risk Officer, Pirelli



**Bernard Charles,**  
Vice Chairman, Chief Executive  
Officer, Dassault Systemes



**Beth Comstock,**  
Vice-Chair, GE



**H.E. Mohammad Abdulla  
Al Gergawi,**  
Minister of Cabinet Affairs and the  
Future, UAE Ministry of Cabinet  
Affairs



**H.E. Eng. Hussain bin Ibrahim  
Al Hammadi,**  
Minister of Education,  
United Arab Emirates



**H.E. Airlangga Hartarto,**  
Minister of Industry,  
Republic of Indonesia



**Joe Kaeser,**  
CEO, Siemens



**Denis Manturov,**  
Minister of Industry and Trade,  
Russian Federation



**Dr. Bernard Meyerson,**  
Chief Innovation Officer,  
IBM



**Robert E. Moritz,**  
Global Chairman,  
PricewaterhouseCoopers



**H.E. Cham Prasidh,**  
Senior Minister of  
Industry and Handicrafts,  
Cambodia



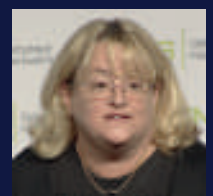
**Dr. Peter Ramsauer,**  
Member of the German  
Bundestag, Chairman of the  
Committee on Economic Affairs  
and Energy, Germany



**Yosuke Takagi,**  
State Minister of Economy,  
Trade and Industry, Japan



**Le Tien Truong,**  
CEO, Vietnam National Textile  
and Garment Group



**Kathryn E. Wengel,**  
Worldwide Vice President and  
Chief Supply Chain Officer,  
Management Committee  
Member, Johnson & Johnson

# #GMIS2020 THEME

## *Enabling Glocalisation: Reshaping trade, industrialisation and policies*

#GMIS2020 will bring together a cross-section of thought-leaders from public and private sectors, academia and NGOs, developing and developed countries and more to facilitate a truly global, multi-sectoral and multi-stakeholder dialogue around some of the issues at the heart of the Fourth Industrial Revolution and manufacturing. These themes will provide the foundation for discussions taking place throughout the event and will filter through all sessions, in line with the Sustainable Development Goals of the United Nations.

### *Topics to be covered include:*

**Global partnerships and collaboration for 4IR technology advancement**

**Global value chains**

**Standardisation and cross-border regulations**

**5G communication**

**Artificial intelligence**

**Robotics**

**Internet of Things**

**Data and analytics**

**Autonomous vehicles**

**Additive manufacturing**

**Blockchain**

**Cybersecurity**

**The future of work and the human context in Industry 4.0**





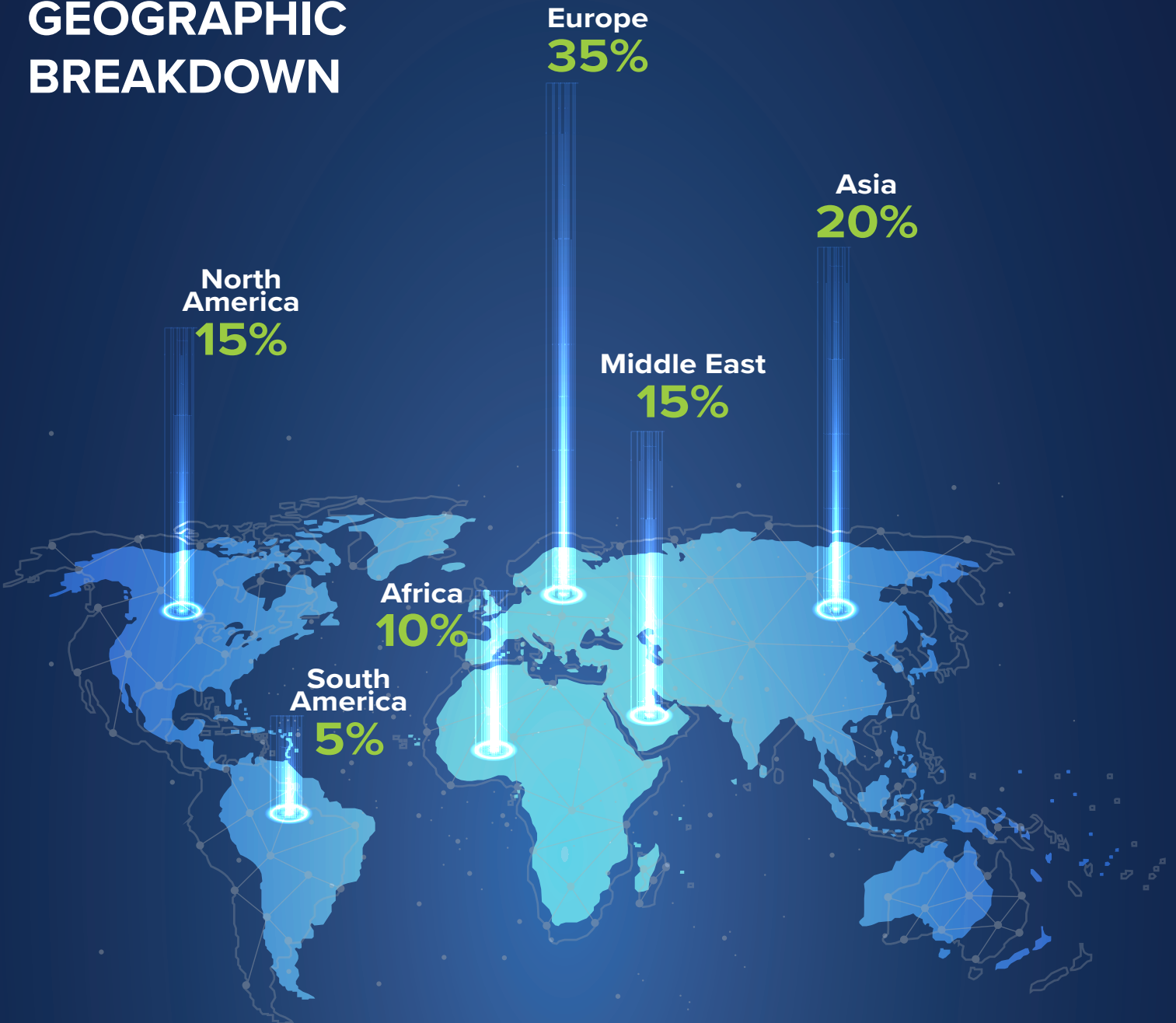
# WHAT'S NEW FOR #GMIS2020

- A dedicated GMIS expo area located within Hannover Messe to showcase services and solutions related to 4IR and manufacturing
- The Mohammed bin Rashid Initiative for Global Prosperity Pitch Event pitting 16 start-up finalists from around the world against one another to win one of four prizes as part of our start-up theatre
- More practical, hands-on learning sessions focused on specific 4IR technologies including AI, VR and AR, 5G, additive manufacturing, robotics and more
- A 2-day, 3-stream programme full of exciting discussions, presentations, and interviews with the industry's most prominent speakers
- A new summit theme based on extensive industry research focusing on Global Value Chains (GVCs), standardisation and sustainability

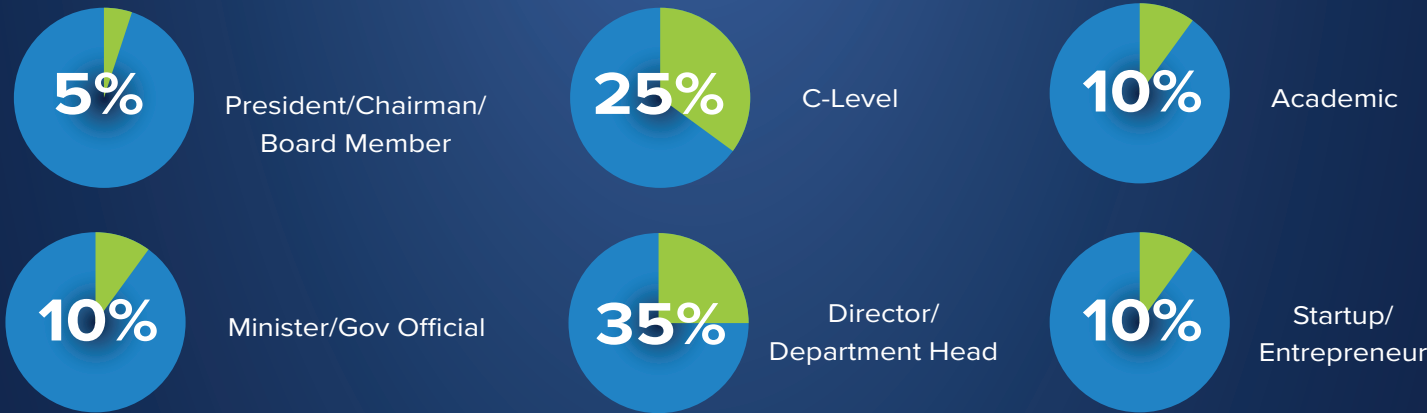
## WHO ATTENDS



# GEOGRAPHIC BREAKDOWN

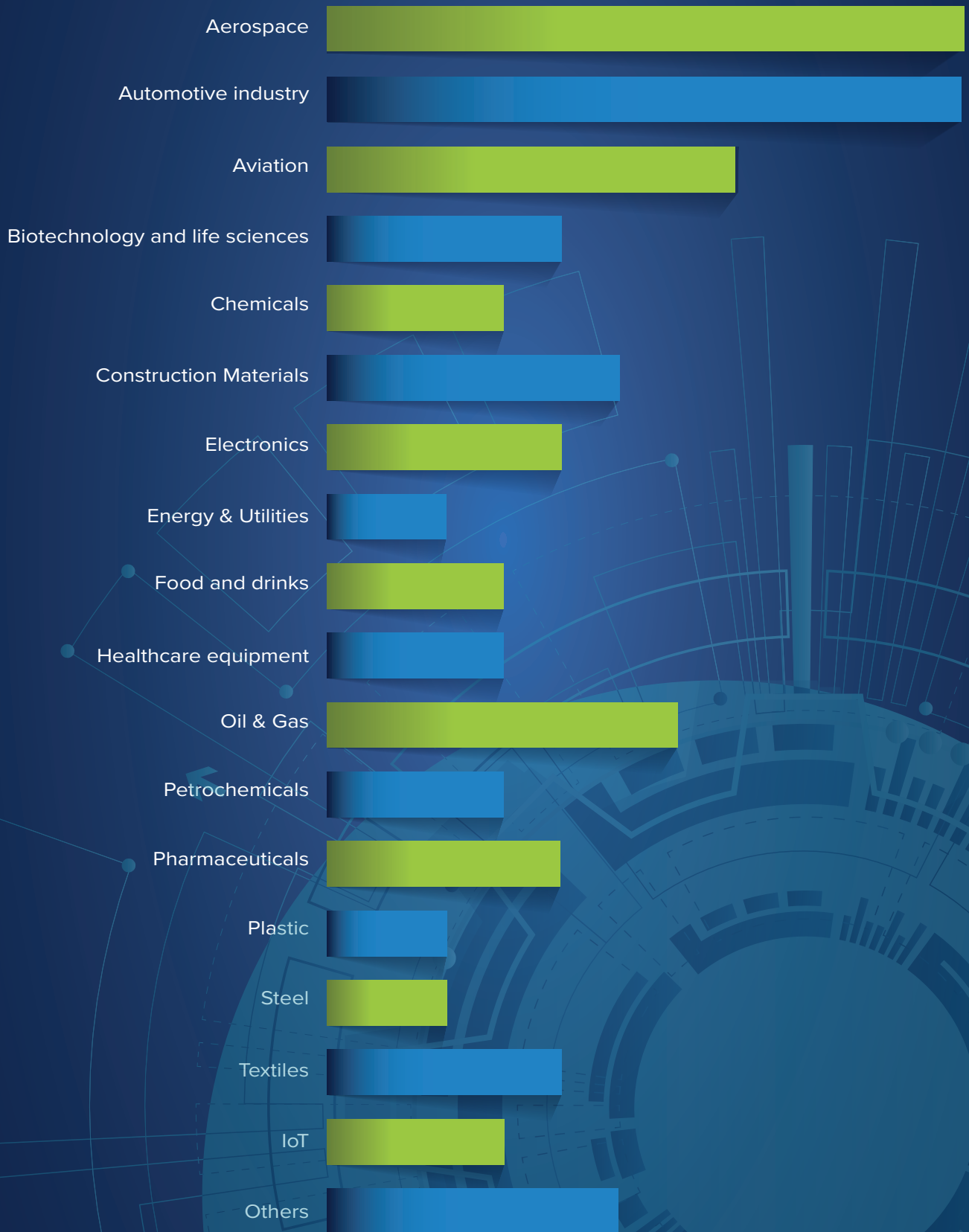


# JOB FUNCTION

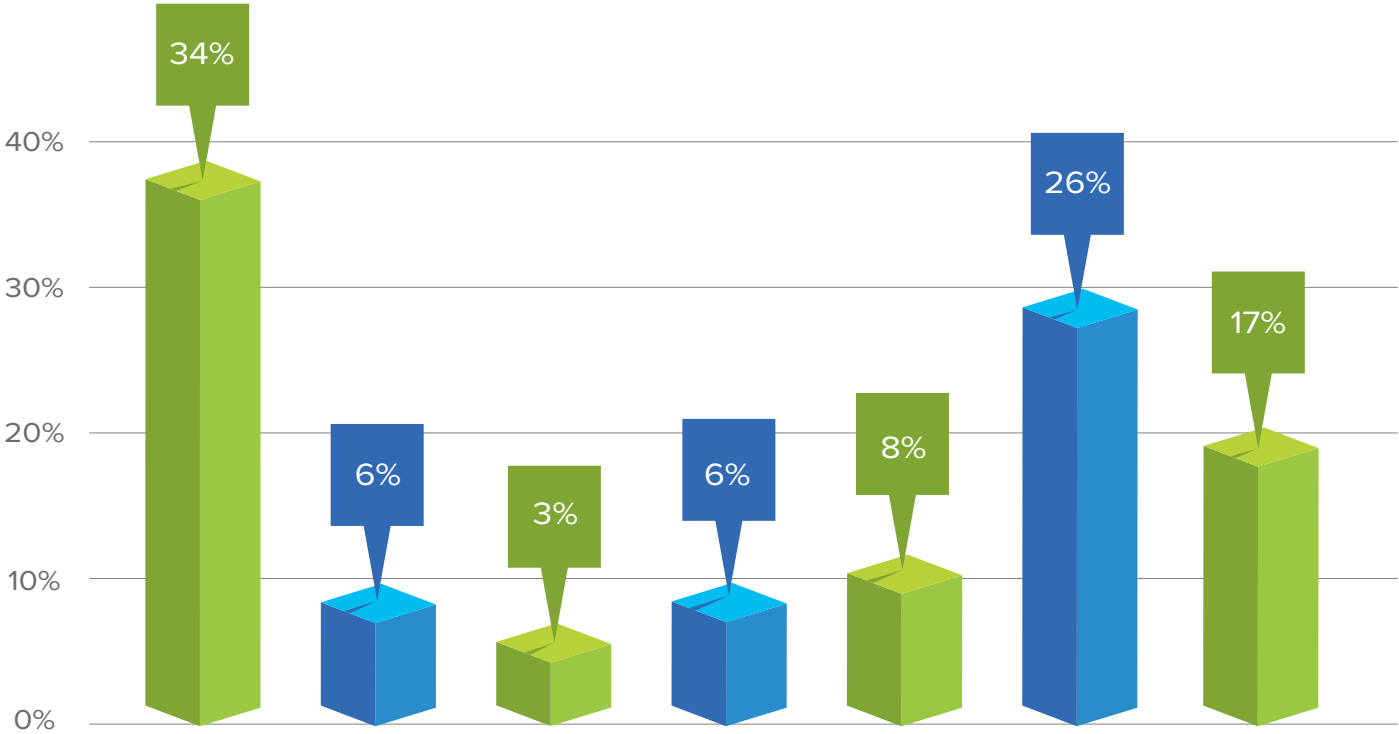


# INDUSTRY BREAKDOWN

1% 2% 3% 4% 5% 6% 7% 8% 9% 10% 11% 12%



# WHY DO PEOPLE ATTEND?



- 34% To do business
- 3% To purchase new products
- 8% To meet with existing suppliers
- 6% To source new products
- 6% To find new suppliers
- 26% To network
- 17% To gain market insight

# COMPANY SIZE



# #GMIS2020 PROGRAMME AT A GLANCE

## **MONDAY, 20 APRIL 2020**

09:00-10:00	DELEGATE NETWORKING BREAKFAST
10:00-13:00	INDUSTRY INNOVATIONS TRACK
10:00-13:00	LOCAL VALUE CHAINS TRACK
10:00-13:00	SPECIAL FOCUS TRACK
13:00-14:00	LUNCH AND MARKETPLACE VISIT
14:00-17:00	PLENARY SESSIONS AND OPENING KEYNOTES – GLOBAL VALUE CHAINS

## **TUESDAY, 21 APRIL 2020**

09:00-10:00	DELEGATE NETWORKING BREAKFAST
10:00-13:00	POLICIES AND PARTNERSHIPS
13:00-14:00	LUNCH AND MARKETPLACE VISIT
14:00-16:30	GLOBAL PANORAMA
10:00-16:30	INCLUSIVENESS AND SUSTAINABILITY
10:00-16:30	INDUSTRY INNOVATIONS TRACK
17:00-17:30	#GMIS2020 CLOSING CEREMONY



GMIS Connect is the Global Manufacturing and Industrialisation Summit's international roadshow programme.

Held in key technology and manufacturing hubs around the world and with a focus on growing the GMIS network and visibility amongst international stakeholders such as national governments, the private sector, and civil society leaders, GMIS Connect is the starting point for discussions on trends and challenges within the global manufacturing sector. GMIS Connect events are a key component in gathering international insight into the manufacturing sector of the future as well as a unique tool for gathering data, knowledge, insights and opinion that will feed into, and drive, #GMIS2020.

## FORTHCOMING GMIS CONNECT EVENTS

Please note that GMIS is constantly reviewing requests and opportunities to host our Connect events and thus the GMIS Connect events schedule is subject to change.

UNGA, New York City, USA	25 September
Leon, Mexico	11 October
Singapore	23 October
Arusha, Tanzania	13-14 November
Windhoek, Namibia	10-11 December

# WHY JOIN GMIS AS A PARTNER?

As the countdown to #GMIS2020 continues, the Global Manufacturing and Industrialisation Summit is offering you the chance to be an official partner of this unique and globally-impactful platform – and to feel the benefits that such a partnership brings.

Be a part of the important global dialogue shaping the future of manufacturing. Position your business as a thought-leader and promote your brand and your mission to a global audience of influential decision-makers from around the world.

Furthermore, as a GMIS partner, you will have the chance to both participate in and facilitate panel sessions, industry roundtable events, and working groups, enabling you to share your own knowledge and experiences, promote your projects and your brand, introduce new products and ideas to an engaged expert audience, and benefit from direct engagement with the manufacturing community all around the world.

Pre-defined GMIS partnership packages are available, but we also recognise that every GMIS partner is unique. Our team will therefore be happy to design a bespoke package tailored to your organisation's specific requirements, aligned with your aims and objectives, and intended to ensure that your partnership with this prestigious global event brings you the greatest possible benefits.

## WHY YOU SHOULD SPONSOR

- 1 To drive the conversation and be at the 'forefront' of dialogue shaping the future of manufacturing
- 2 Position your brand in front of thousands of key buyers
- 3 Create and reinforce leadership in these markets
- 4 Meet and partner with key decision-makers from government and industry, both locally, regionally and globally
- 5 Launch new products, initiatives and segments
- 6 Open new market opportunities locally, regionally and globally
- 7 Market, prospect and sell
- 8 Establish partnerships and collaborations
- 9 Leverage GMIS's extensive marketing campaign

## WHO SHOULD SPONSOR

- Artificial intelligence
- Robotics
- Internet of Things
- 5G
- Data and analytics
- Autonomous vehicles
- Additive manufacturing
- Energy storage
- Cyber security
- Cloud computing
- Blockchain

# GMIS PARTNERSHIP PACKAGES

<i>GMIS Partnership Packages</i>	<i>Foundation Partner</i>	<i>Strategic Partner</i>	<i>Industry Partner</i>	<i>Summit Partner</i>
<b>Pre-Summit Benefits</b>				
Participation in Media Roundtable:	X	X		
Dedicated Thought Leadership Contribution	X			
Partnership Announcement	X	X	X	X
Partner Exclusively Branded E-shot to the GMIS Database	X	X		
Co-branded Thought Leadership Report	2	2	1	
Partner Placement on GMIS Marketing Collateral	tier 1	tier 2	tier 3	tier 4
Dedicated Op-Ed	X			
Dedicated Webinar	X	X		
<b>Summit Benefits</b>				
Contribution to the Summit Content and Topics	X	X	X	X
Contribution to the GMIS Programme Agenda	X	X		
Speaking Opportunity at a Summit Plenary Session	One (1) on day 1	One (1) on day 1	One (1) on day 2 or 3	One (1) on day 2 or 3
Speaking Opportunity at Breakout Sessions	2	2	1	
Exhibiting at the Summit	1st priority	2nd priority	3rd priority	4th priority
Dedicated On-site Summit Concierge Service	X			
Summit Invitations	X	X		
Branded Gifts/Insertions for Delegates and Visitors	X	X	X	X
Advertisement Insertion in the Official GMIS Guide	2 full pages	1 full page	1/2 page	1/4 page
Recognition and Acknowledgement on GMIS Collaterals	X	X	X	X
Recognition in GMIS Publications, Website and Social Media Platforms	tier 1 + 150 word description on website	tier 2 + 100 word profile	tier 3 + 75 word profile	tier 4 + 50 word profile
Recognition in Post Summit Marketing Collaterals	X	X	X	X
Booking of Additional Branding at the Summit Venue	1st priority	2nd priority	3rd priority	4th priority
Access to the GMIS Delegates List	X	X		
Dedicated Press Release During the GMIS Promotional Campaign	X	X	X	
VIP Breakfast, Lunch, or Business Networking Event	X			
Networking Opportunities with Leaders	X	X	X	X
GMIS Passes	20	15	10	5
GMIS Gala Dinner	20	15	10	5
Opening Ceremony and the Main GMIS Plenary Session	8	6	4	2
Dedicated Meeting Room	X			



<b><i>GMIS Partnership Packages</i></b>	<b><i>Foundation Partner</i></b>	<b><i>Strategic Partner</i></b>	<b><i>Industry Partner</i></b>	<b><i>Summit Partner</i></b>
Press Conference Room: 2 x 30 mins slots	X	X		
Host a Technical Workshop or Masterclass	X	X		
<b>GMIS Connect Benefits</b>				
GMIS Connect Invitations	10	8	6	4
Speaking Opportunity at GMIS Connect	2	1		
Panelist Participation at GMIS Connect	2	1	1	
Video Interviews	X	X		
Partner Placement on GMIS Connect Marketing Collateral	tier 1	tier 2	tier 3	tier 4
Meetings with Delegates	X	X		
Co-host a Technical Workshop or Masterclass	X			
<b>Mohammed Bin Rashid Initiative for Global Prosperity Benefits</b>				
Global Maker Challenge	X			
Challenge Sponsor Status	X			
Nomination for Mohammed bin Rashid Global Prosperity Award	X			
Judging Panel	X			
Access to Solutions and Innovators	X			
Dedicated Video	X			
Challenge Design Workshop Participation	X	X		
Challenge Design Workshop Invitations	X	X		
Speaking Opportunity at the Pitch Event	X			
Annual Award Ceremony	8	6	4	2
Recognition in the Initiative's Publications, Website and Social Media Platforms	X	X		
Partner Placement on the Initiative's Marketing Collateral	tier 1			

To discuss the show and reserve your space, contact the team now on +971 58 847 6874 or email [nish@gmisummit.com](mailto:nish@gmisummit.com).

# THANK YOU TO OUR PARTNERS

## Co-chair



## Co-chair



## Foundation Partners



## Strategic Partners



## Industry Partners



## Summit Partners



## Collaboration Partners



## Global Partners



*To discuss the summit and potential sponsorship and speaking opportunities,*  
please contact the team now on +971 58 847 6874 or email [nish@gmisummit.com](mailto:nish@gmisummit.com).

[www.gmisummit.com](http://www.gmisummit.com)



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