

Exhibition Overview

16th EDITION



8,400 som gross



186 EXHIBITORS



4 COUNTRY PAVILIONS



12,267VISITORS



97+
PARTICIPATING
COUNTRIES



85+
SPEAKERS



22LIVE PRODUCT PITCHES



500+PREMIUM CLUB
ATTENDEES



PRE-SCHEDULED MEETINGS

Launch of Intelligent Building Middle East & Co-location with Intersec

MENA's leading exhibition for the lighting and building services industry was a huge success. With packed halls, busy exhibitor stands, multiple mega deals confirmed by global brands, this was the most successful edition of the event.



The participation for 2023 has been phenomenal. The visitor numbers has definitely increased by two- or three-fold. We are not meeting the existing clients, but have already met a lot of new customers in a span of two days and still one more day to go.

Ghadi Abou Zeid Project Manager, Ledvance, UAE



I have enjoyed being at the show this year. Overall the show has exceeded my expectations. It was fun and nice to meet with so many friends from around the world. It was a real surprise to see the variety and quality manufacturers showcasing their products. I hope that all designers give a broader thought on how to design better to preserve the night sky and how to be thoughtful in their designs in considering the dark.

Charles Stone President, Fisher Marantz Stone, USA

Strategic Collaboration





985+ exhibitors

47,000+ visitors

135+
participating countries

12 halls **60,000**+ SOM gross

SQM gross exhibiting space

Visitor Overview

6,205 4,112

2019

2021

7,154 + 5113*

2023

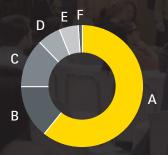
*crossovers from Intersec

97 countries

of which 41 were from MEIA region Top 10 international countries our visitors came from



Visitors by Region



A 61% UAE

14% MEA excluding GCC

C 13% GCC excluding UAE

D 6% Australasia

E 5% Europe F 1% Americas **Increase in Visitors from 2019**

61% UAE

188% International



This is the show for us to visit every year to see all the new and innovative products that these exhibiting companies have to offer. We do not miss out on this amazing opportunity to network and source out our line of business products i.e. industrial and commercial lighting. Here we meet with all the leading manufacturers from different parts of the world with their best offerings.

Basharat Khan *CEO,*Philux International, UAE



The stands were extremely impressive and exhibitors from all around the world showcasing their beautiful lighting products in all aspects. It's a one-stop-shop for all lighting enthusiasts, companies, industries who are looking to source out for lighting products.

Lara Tabet
TV Presenter,
Luxury Brand Ambassador,
G Hospitality, UAE



I am completely overwhelmed to see a topclass exhibition this year. I really enjoyed talking to a lot of exhibitors and seeing the products featured through the exhibition halls. This year LIBME has an amazing new features compilation. Since I'm from the hospitality industry, this is the best and perfect exhibition to participate in, going forward every year. I am looking for new age LED lights and I was really amazed to see the quality and creativity this exhibition has to offer.

Shiraz Shalwani CEO, Ichand Global INC, USA

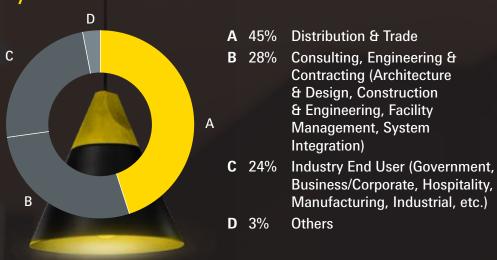


The LIGHTALKS conference was very interesting with some amazing content and conversations hosted by LIBME. Even the products displayed for street lighting by a few exhibitors were outstanding.

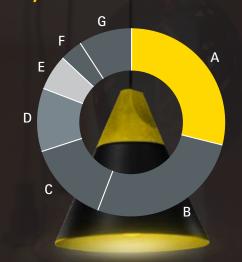
Paulo Tari *Lighting Designer,*Conpiuta, Italy

Visitor Profile

By Nature of Business



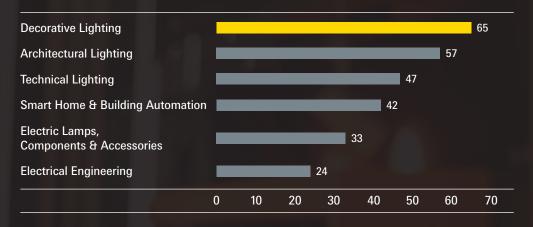
By Job Function



A	29%	Senior Management (MD/CEO)
В	27%	Business Development/ Sales
С	14%	Engineering/Technical
D	11%	Consulting
Ε	6%	Procurement/Purchasing
F	4%	Marketing/Communications
G	9%	Others

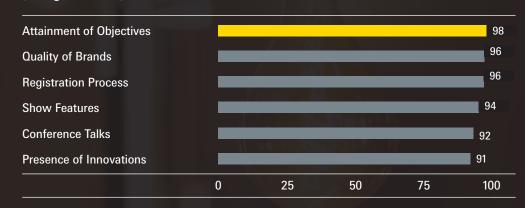
What our Visitors were Looking for

(all figures in %)



Visitor Satisfaction

(all figures in %)



Exhibitor Overview

186

global exhibitors presented innovations from

34 countries



NETHERLANDS UNITED GERMANY CZECH POLAND

Exhibitors Showcased New Products and Innovations Under 6 Key Product Segments:





UNITED ARAB

EMIRATES

QATAR

ARARIA

This is a great platform to meet with our existing clients and also an opportunity to meet with new customers. The show has been very busy for us this year.

UKRAINE

TÜRKIYE

RUSSIAN FEDERATION

CHINA

INDIA

TAIWAN

HONG KONG

THAILAND

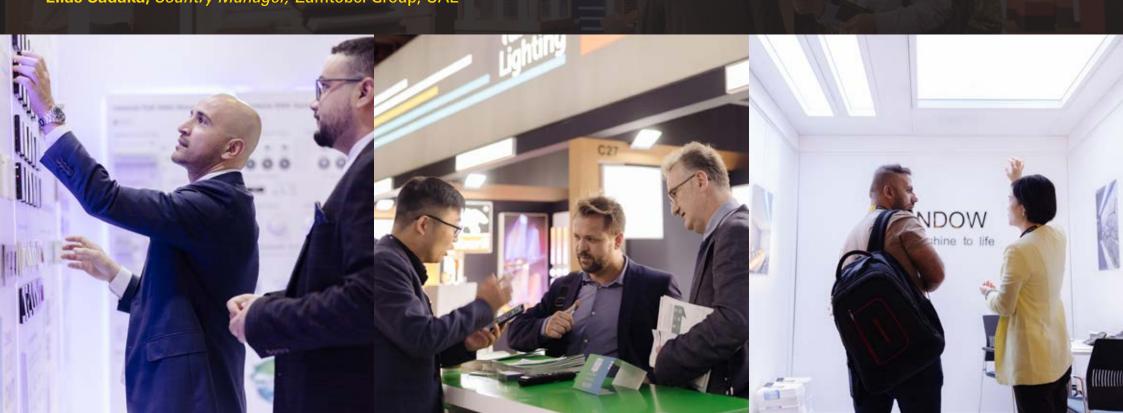
BANGI ADESH

Stefan Verhoef Founder OneEightOne, Netherlands



The show gathers the lighting design community from all over the world. It also allows us to meet with new customers post COVID-19 not only from the Gulf region but from other countries around the globe.





Some of our Featured Exhibitors Include:









































































































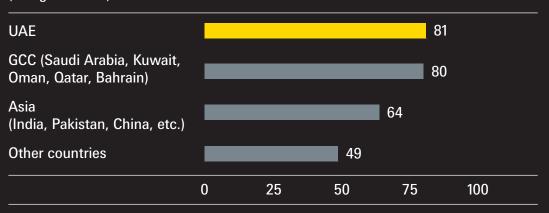




Exhibitor Satisfaction

with Visitors from

(all figures in %)



96%

Reaching relevant visitor target groups

89% Number of new

contacts

88%

Decision-making authority of visitors

Expected post-show business

The Launch of Intelligent Building Middle East

The launch of Intelligent Building Middle East in a powerful co-location with Light Middle East and Intersec gave exhibitors and visitors a first-hand opportunity to find the right solutions and will continue to drive the region to build a smart, safe, secure and sustainable future.





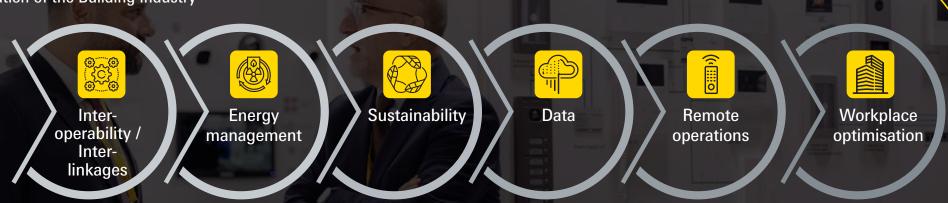
I believe this is the right platform to meet and discuss business with our partners and customers and also share the latest innovative solutions in the building technology. We are launching our Building Management Solutions at the event for the very first time in the ME region. This is where we get to meet with people from the entire Gulf region. This year we got an opportunity to meet with good quality customers.

Thamer Omari

Product Marketing Director, ABB, UAE

Emerging Focus Areas for the Building Industry

Evolution of the Building Industry



Key Exhibitors who Showcased Smart Home and Building Solutions























Net-zero Targets, GCC

COUNTRY	NET-ZERO TIMELINES
UAE ¹²	2050
Saudi Arabia ¹³	2060
Qatar ¹⁴	Reduce 25% of GHG emissions by 2030
Oman ¹⁵	2050
Kuwait ¹⁶	2050 (oil & gas sector only) 2060 (whole country)
Bahrain ¹⁷	2060

Source: Frost & Sullivan Analysis

Outlook for Smart and Sustainable Buildings in the Middle East:

The Middle East, particularly the GCC countries, has always been at the forefront of innovation in the buildings sector. With the growing focus on climate action and each country committing to emission reductions, there is a need to move toward a more technology-driven, innovative, and digitalised built environment. This would drive the growth of the smart buildings market in the GCC.

4

I have enjoyed my entire time during the show, discussing topics around sustainability and the built environment, renewable alternatives for reducing energy load and so on. The venue created here is amazing with very high quality speakers, excellent content some really innovative solutions showcased by exhibitors.

Chris Seymour
Regional Director,
Mott MacDonald, MEA

Market Segments Impacted by the Adoption of Smart Buildings, GCC

HOMES & BUILDINGS



- LED lighting
- Lighting controls
- Smart street lighting and smart lamp poles
- Emergency lighting

- Energy Management
- Low-voltage power distribution
- Heating ventilation, air conditioning & refrigeration (HVAC&R)
- Indoor air quality



- Building automation
- Building Energy
 Management System
 (BEMS)



- Fire safety (fire detection and fire suppression)
- Electronic security



- Single services
- Bundled services
- Integrated Facility Management (IFM)



- Home energy management
- Home automation and controls
- Home safety and security
- Home entertainment
- Health and wellness



- Building Information Modelling (BIM)
- Digital twin
- Construction management software

Smart Building Summit

Bringing together construction companies, governments, technology firms, and design & engineering firms to collaborate and adapt

48 speakers in total

228
delegates

KEY SESSIONS & SPEAKERS

- Vision for Smart Building Construction to Achieve Net Zero Strategic Initiative 2050
- Keep Up with the Rapid Pace of Change in Smart Buildings: Stagnate or Innovate
- Digital Twins in the Metaverse
- The Smart Building Lifecycle: Delivering Sustainability Throughout
- Next Generation of Smart & Sustainable Cities The Metropolis of the Future
- Spearheading Towards Vision 2030: Designing & Advancing Kingdom's Future Smart Build Landscape
- Demystifying Digital Twins: Business Value of Digital Twins for Construction & Smart Cities Project Applications

Key Speakers



Eng. Nawal Alhanaee Director of Future Energy Department, Ministry of Energy & Infrastructure



Christopher Seymour
Regional Director & Head
of Strategy & Investment
MEASA, Mott MacDonald &
Chairman, RICS MENA



Ioannis Spanos Director, Sustainability & Environmental Services Division, KEO International



Dr. Jacques Khouri
Independent Senior Consultant / Advisor Digital
Twins, BIM, Smart City – Switzerland & Subject
Matter Expert for NEOM (the Line and Oxagon
cities) / PWC - Digital Twins & Smart City - KSA



Dr. Marwan Abu Ebeid
Digital Transformation Lead,
Turner Construction - International
LLC & Co-Author of National
Smart Construction Guidelines,
Ministry of Energy & Infrastructure



Ahmed Aboualfa Head of Digital Delivery & BI, Diriyah Gate Development Authority



Baharash Bagherian CEO, URB



Richard Dib Smart City Advisor, Royal Commission of Al Aula



Karim El-Jisr Chief Sustainability Officer, Diamond Developers



Jesús Sancho Carrascosa Middle East Director General, ACCIONA



Omar Barakat Associate Director - Projects Delivery, The Red Sea Development Company



Farah Naz Head of Innovation, Sustainability & ESG Middle East and Africa, AECOM & Chair, CIBSE UAE



Ranju Warrier Editor-in-Chief, Construction Week Middle East & Construction Week Saudi



Gaby Abdalla Digital Twin Leader, Arup



Abdullatif Albitawi Director, Emirates Green Building Council



Mario Saab Head of Sustainability MENA, Cundall



Martin Williamson Head of Commissioning -Middle East, **AESG**



Rohan Chandavarkar Associate Digital Delivery, **AESG**



Wissam Hijazi Sr. Director Innovation -MENA, Virtual Design & Construction Services, EllisDon



Baharash Bagherian CEO, URB



Brian Sweeney Head of Projects, Ramboll



Associate Principal -Digital Leader, InSite -Planners / Landscape



Prakash Senghani **Digital Construction** Thought Leader, Startup Founder, Early Stage Investor, Board Advisor



Dr. Yasemin Neilsen Associate Professor Centre of Excellence in Sustainable Building Design, Heriot Watt University Dubai



Mansour Fareid Chief Engineer / Director of Engineering, China **State Construction** Engineering Corp. ME



Amr Saad Associate Director. BIM, ROSHN



Mohammad Ali Shalan VP Digital Transformation, **Project Management** Institute, (PMI) KSA Chapter



Wajdi Mereb Senior Manager -Engineering Digitalisation -**BIM & Digital Twins**



Christopher Stock BIM Operation Head, Dewan Architects & Engineers



Sana Zidan Assistant Design Manager, Dewan Architects & Engineers



Garald Todd Director – Property & Buildings, WSP Middle East



Abdulmajid Karanouh International Director & Head of Interdisciplinary Design & Innovation



Greig Paterson Interdisciplinary Design Manager, Drees & Sommer



John Shenton Chair, Dubai Hub for the Chartered Institute of Building



Kaarin Kalavus-Collins Associate Director – BIM, Turner & Townsend



Paul Drosihn General Manager. DALI Alliance



Sophia Kee Head of Future Ready -Property & Buildings Middle East, WSP Middle East



Nizar Jegham Director, Digital Advisory Services, WSP Middle East



Abhay Bhargava VP - Energy & **Environment and** Industrial, Frost & Sullivan



Karim Daoudi **Business Development** Manager, Microsens GmbH & Co. KG



Steven Yule Director of Technology **Enabled Solutions -**Strategic Consulting, Jacobs



Asim Rehmani Digital Transformation Manager -VDC. EllisDon & Co-author of **National Smart Construction** Guidelines, Ministry of Energy & Infrastructure



Kevin Harris Digital Twin Delivery Program Head. **Royal Commission for** Jubail and Yanbu



Philipp Heindl Vice President Business Development, Tridonic



Melani Sabhaney Partner & Design Director, Interspace



Praveen Thampi Creative Director.



Dr. Bhakti More Chairperson & Associate Professor - School of Design & Architecture, Manipal Academy of Higher Education



Vasushree Mohta De Practice Director -Planning, Urban Design & Landscape Middle East, Atkins, a member of the SNC-Lavalin Group



Arsen Safarvan Director - Information & Data Management Development, Saudi Entertainment Ventures (SEVEN)



The Ministry of Light, India









We have met some very high level policy makers at this show including decision makers, government authorities, industry leaders and experts who can make a real change to the environment and its infrastructure, making it a better place to live in.

Jesus Sancho, Director General, Acciona, UAE



LIGHTALKS

Innovative Design
Sustainable Future
Seamless Integration

32 speakers in total Strategic Partner

LICHT COLLECTIVE

KEY SESSIONS & SPEAKERS

- Lighting Design and the Circular Economy: Leading the Way
- The Future of Lighting design: Artificial Intelligence, the Blockchain and Digital/Physical Integrations
- Lighting Design and the Night Sky: Preserving and Improving the Relationship of Humans and the Night Sky
- The Rise of Light Festival: Artists Working with Light to Create Immersive Experiences
- Women In Lighting Session: Design for Social Inclusion

Key Speakers



Kevin J Grant
Founder & Creative Director,
LIGHTALLIANCE, UK



Charles Stone
President,
Fisher Marantz Stone,
USA



Mark Lien Industry Relations Manager, Illuminating Engineering Society, USA



Claudia Paz Lighting Designer, Art Light & Design & Claudia Paz Lighting Studio, Peru



Ruth Kelly Waskett Senior Associate, Hoare Lea, UK



Dr. Amardeep M. Dugar Founder & Principal, Lighting Research & Design, India



Giovanni Zambri Project Design Director, Smith Tait, UAE



Praveen Thampi Creative Director, The Ministry Of Light, India





Sharon Stammers Co-founder, Light Collective, UK



Martin Lupton Co-founder, Light Collective, UK



Sometimes as lighting designers we talk about immersive experiences as being in a light installation, but there is nothing more immersive than being in a room full of lighting talent, listening and engaging in great talks and discussions. For me the LIGHTALKS were a highly immersive and thought provoking experience. Congratulations to all involved!

David Gilbey, Founding Director, d-lighting



Cherine Saroufim Interior Architect -Lighting Designer, IDEPCONSULT, Lebanon



Courtney Mark Design Director & Founder, STUDIO MARK, UAE



Dr. Dalal AlSharhan Founder & CEO, DAL Studio, Kuwait



David Gilbey Founding Director, d-lighting, UK



Dipali Shirsat Lighting Designer, Delta Lighting Design



Elena Belova **Business Development** Director, INTILED, Russia



Abdulaziz Al Azem Founder / Principal Lighting Designer, DTS, Saudi Arabia



Erin Denkovska Associate Lighting Designer, Delta Lighting Design, UAE



Faraz Izhar Senior Lighting Designer, **KEO International** Consultants, UAE



James Morris-Jones International Sales Director, Lucent Lighting, UK



Katia Kolovea Founder & Art Director, Archifos, UK



Luca Valdrighi International Specification Manager-Regional Manager LATAM, Targetti, Colombia



Magali Mendez Co-founder, LightInMe, Spain



Manas Bhatia Junior Associate, Ant Studio, India



Maria Dautant Senior Associate, **HLB Lighting Design**, UAE



Mohamed Siraj Medani Associate Lighting Designer, Delta Lighting Design, UK



Momena Saleem Ambassador, Women in Lighting, Pakistan & Design Partner, Worktecht & Co. Japan



Myriam Algassab Founder & Managing Director, Stargazers for Astronomical Science, Bahrain



Paul Nulty Founder, Nulty+, UK



Paula Cortes Castellanos Head of Lighting Design, WSP Middle East, UAE



Regina Santos Founder / Design Director, Light Fusion, UAE



Stephanie Hreiki Senior Lighting Designer, Nulty, UAE



Ar. Surbhi Jindal Founder & CEO, Da Light Hub & Womeninlighting Ambassador, India

Sponsors

TARGETTI INTILED **lucent**

The Premium Club

The Premium Club is an exclusive programme designed for prequalified visitors such as senior buyers & key decision makers to connect with exhibitors and sponsors in order to facilitate a seamless purchasing process.

This year The Premium Club hosted 500+ key buyers & specifiers including 35+ Women in Lighting global designers and supporters, 80+ conference speakers, 25+ awards jury members, international trade delegations, government, media and associations over the course of three days at the Premium Club lounge in the middle of the show floor.

Members also enjoyed complimentary benefits including flights, hotel accommodation & transfers, VIP parking, shuttle service to and from the venue, Fast Track event registration, premium hospitality and catering, dedicated networking areas, assisted match-making, pre-scheduled meetings and so on.

Key activities included 120+ pre-scheduled meetings, 25+ video interview talks with the Virtual Lighting Design Community (VLDC), dedicated networking areas with sponsored catering, the launch of the IALD Middle East Chapter plus cocktail networking reception, guided tour to the AYA Experience.





We are so grateful to Light Middle East for bringing this amazing group of women and their supporters together. It is the first time many have met faceto-face and the interactions and relationships that came from this were a joy to witness.

Sharon Stammers and Martin Lupton on behalf of the Women in Lighting project

Sponsors

lucent FILIX LEDLINEAR We-ef

ATEA

Community Partners







At its launch edition, MERAKI celebrated art, creativity, passion through light. This was a **three-day** workshop that was hosted prior to the exhibition and was open to visitors on the show dates.

The workshop was held at the exhibition venue and involved 4 workshops leaders and 31 university students who were divided into groups of four. They, along with their workshop heads were engaged in various brainstorming sessions to come up with ideas to create installations using fixtures and sustainable elements.

Workshop Leaders





Fixture Sponsors















Participating Universities







InSpotLIGHT

- Generation 4TechnologyTech Talks by Tridonic
- Live ProductDemosAwards Product Finalists
- > Workshop
 Light in ME Workshop

Bringing the Spotlight on latest trends and innovations, InSpotlight in its launch edition provided an integrated event experience for professionals representing the entire spectrum of lighting in the built environment including live product demos, tech talks and workshops.

The product demos were a reflection of the **22 shortlisted products** from the Light ME awards which were live-pitched to a jury of **15 independent lighting design specifiers** in a Shark Tank-style format in order to determine **four winners** across The Indoor, Outdoor, Decorative and Intelligent lighting product/solution categories for the year 2022-23.

The pitch was also open to the Light Middle East audience to determine a PEER Award through an online voting system.

Light in ME Workshop

Touched on key topics around Light & Health, consequences of an unbalanced life, tips to grow awareness and how to include active pauses and healthy eating habits with breathing exercises and light meditation in a 90-minute session closing the Day 3 of the exhibition.

Hosted by



Magali Méndez
Design Director,
SáaS Lighting Conception,
Mexico



Grisell C. Herrera Fernández Architect MSc Lighting Design Co-founder at Light In Me



Ana Zúñiga Co-founder, Light In Me

Products InSpotlight:

- Crystal & Light Shed by iGuzzini
- Flexi Grazer 3D by LEDFlex Group
- Funivia, Stellar Nebula & INTEGRALIS® by Artemide
- Ink Recessed & App Twil by Linea Light Group
- Parscan & Beamer by Erco
- ARCOS III zoomfocus, AMBITUS
 & Thorn Carat by Zumtobel Group

- SGN i-6 by SGM Light A/S
- Billet X Eclipse by Bold Lighting
- ALE by Catellani & Smith
- Painted by Light by Luce 5
- Lumos Controls by Wisilica
- Pharos Expert by Pharos Controls





The 9th Annual Light Middle East Awards

The Awards celebrated individuals, products and companies for their outstanding performance, vision, contribution and achievement across the lighting industry.

Under the themes of 'Innovative Design', 'Sustainable Future' and 'Seamless Integration' the 2023 Awards showcased 188 innovations in lighting, design & technology across 18 categories and were judged by a jury of 25 world renowned lighting design professionals.

77 finalists, 18 winners and 2 honourable mentions were recognised and celebrated at the Light Middle East Awards Gala Dinner on the 19th January 2023 at the Ritz Carlton Hotel, DIFC drawing the perfect conclusion to the record breaking edition of Light Middle East supporting the mission and vision of lighting designers, manufacturers, suppliers & system integrators, raising the profile of the profession overall and demonstrating the visible success of lighting inside and outside the region.



Bar Lighting Design Project of the Year

Blind Tiger Restaurant
& Bar Lounge
Light & Lives





Façade Lighting
Design Project of
the Year

Central Library Of
Esfahan Municipality
Behinlighting

Hotel Lighting Design Project of the Year

Radisson Blu Deira Creek STUDIO MARK





Mall Lighting Design Project of the Year

Dubai Mall Enhancements Light Touch Pld

Mall Lighting Design Project of the Year Honourable Mention

Midtown Mall, Riyadh Nulty





Retail Lighting
Design Project of
the Year

Clé d'Or Studio Lumen

Education / Workspace Lighting Design Project of the Year

Anwar Gargash Diplomatic
Academy UAE
CPLD lighting design
consultants





Public Space Lighting Design Project of the Year

Terra - the Sustainability Pavilion Buro Happold

Public Space Lighting Design Project of the Year Honourable Mention

Al Shindagha Museum, Al Maktoum House, Dubai dpa Lighting Consultants fzllc

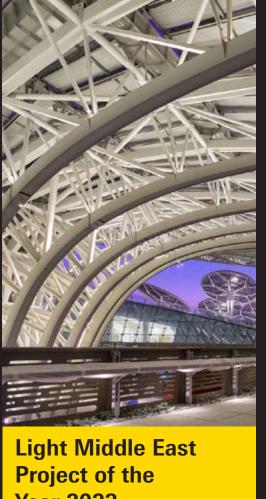


Restaurant Lighting Design Project of the Year **Indego by Vineet** LW

Residential Lighting Design Project of the Year

Dubai Hills Luxury Villa Light & Lives





Year 2023

Terra - the Sustainability Pavilion Buro Happold

Partner of the Year - Manufacturer / Supplier





Project of the Year - International

Copper Light Crystal mtelectro

Indoor Lighting Product of the Year

Parscan ERCO Lighting





Outdoor Lighting Product of the Year

Funivia Outdoor Artemide Middle East

Decorative Lighting Product of the Year

Zumtobel AMBITUS Zumtobel Group





Intelligent Lighting
Product of the Year
INTEGRALIS®
Artemide Middle East

Peer Award

Thorn Carat
Zumtobel Group





Best Newcomer of the Year - Design Practice

Light Fusion Light Fusion



It was a great experience being a part of the judging panel for the projects category.

Amardeep Dugar Lighting Designer, Lighting Research & Design, India



The entries were very interesting and there were a lot of variations and technology. The product pitches were really well done and in a timely manner. It was a great learning experience and gained a lot of knowledge being a part of the entire process.

Martin Lupton Director. **Light Collective, UK**



The entries are very high standard this year, very innovative. Well delivered event, fantastic format to see it in-person and live pitches to get more involved with the event.

David McNeil DPA Lighting Consultants, UAE



There has been an amazing array of different products seen in the line of innovative products, sustainability, etc., from different manufacturers.

Erin Denkovska Associate Lighting Designer, Delta Lighting Design, UAE



Sponsors



















Strategic Partner LICHT COLLECTIVE

International Association of Lighting Designers (IALD) Middle East Chapter Launch at Light ME

The International Association of Lighting Designers (IALD) continues to grow its community, from welcoming new lighting designers to strengthening support with lighting manufacturers. Light Middle East was the perfect platform to officially launch the Middle East Chapter with founding members from the following countries: Egypt, Saudi Arabia, Jordan, Israel, Lebanon, Kuwait, Qatar, Bahrain, United Arab Emirates and Oman.

Lighting Designers from the MENA region along with WIL attendees joined the exclusive launch of the IALD Middle East chapter on the 17th Jan 2023 at The Premium Club followed by a trip to AYA - an immersive show and park that invites you to wander luminous gardens, make music with light, command galaxies and dance with light. AYA combines art, technology and light to explore our invisible connections to beauty and to each other. The perfect inspirational end to a day of path-breaking talks and meetings.







This organisation and its community have been a beacon of integrity and dynamism for over 50 years. The establishment of a new region in the Middle East is a testament to the ceaseless evolution of this incredible profession. Thank you Light Middle East for supporting the IALD. The media coverage has been great. We got such positive feedback with many people afterward who either attended and loved the show or were keen to return next year, there is clearly a lot of energy in the region!

Christopher Knowlton CEO, IALD



AYA was a truly magical experience for me! The combination of sound, lights and tactile experience made this visit a memorable event. This space completely recharged my creative batteries, gave me lots of inspiration and energy, and made me fully present in the moment!

Katia Kolovea founder, ARCHI/FOS



PR & Media Coverage





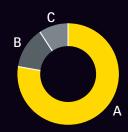


\$412,914 AD VALUE



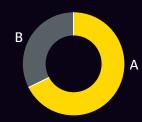
\$1,238,742 PR VALUE

Coverage Breakdown



A 78% OnlineB 13% PrintC 9% Media

Language Overview



A 68% ArabicB 32% English







intelligent building

MIDDLE EAST

16 – 18 January 2024

Dubai, United Arab Emirates

Book Your Stand

for the 17th Edition

