



PROPAK
CAPE 2023
 PACKAGING • PROCESSING • PRINTING • PLASTICS

24-26 October 2023
 The Cape Town International
 Convention Centre
 Cape Town, South Africa
 9am - 5pm daily



www.propakcape.co.za

Innovative Packaging Solutions
Trade Expo
 for the Western Cape

POST SHOW REPORT



Incorporating:



#propakcape2023 www.propakcape.co.za

Organised by:

1895 MONTGOMERY GROUP
 SPECIALISED EXHIBITIONS

*CHECK THE BACK PAGE FOR PROPAK CAPE 2026 OPPORTUNITIES STEMMING FROM THE SUCCESS OF PROPAK CAPE 2023.

PACKAGING AND RELATED INDUSTRIES EXPO GETS MASSIVE INDUSTRY SUPPORT!



PROPAK CAPE PULLED OUT ALL THE STOPS & DELIVERED A WORLD-CLASS SHOW.

A power-packed showcase of latest trends, technologies, machinery, services and solutions, **Propak Cape** took place at the Cape Town International Conference Centre (CTICC) from 24-26 October 2023, and received massive support from exhibitors & visitors.

Throughout the three days of the show, there was a palpable energy in the exhibition hall: **a buzz of activity and a positive vibe**. 1000s of new products and innovations were on display. Exciting live demos of machinery in action took place. Three days of expert speakers delivering content-rich presentations at the free-to-attend seminars. And the opportunity to attend the **Institute of Packaging SA (IPSA) Responsible Packaging** conference, which was hosted alongside Propak Cape.

Exhibitors reported a high number of onsite sales and hundreds of quality sales leads generated. The networking opportunity was invaluable for all participants.

DON'T TAKE OUR WORD FOR IT... THIS IS WHAT OUR EXHIBITORS HAVE TO SAY!



"From day one the expo has been fantastic with high numbers coming through and a high quality of visitors. We are here to sell, but also to build brand awareness, and we have got some good quality leads."

- Lundi Mbokodi, Greif SA, Sales Director, sub-Saharan Africa

"We have done Propak for the past 20 years. Propak is a platform that works well for us. It is an opportunity to show your product and talk to your clients and new clients."

- Shamila Sibeko, J-Pak, CEO

"An excellent expo. The caliber of people has been very good, and the combination of new leads and existing clients has been a nice mix. We have already booked for the next expo."

- Lars Frohlich, USS Pactech, MD

"While the number of expo visitors has been good, it is the visitor quality that has really stood out. It has been very good, so much so we need more people on our stand, we are so busy."

- Fred Albrecht, Logistics Systems Engineering, CEO

"The quality of the visitors was excellent. Our objective for the expo was to find new customers and we have achieved that; we have some very solid leads. We are very happy with how the expo went."

- Suréte Strydom, HG Molenaar, Head of Marketing

"We exhibit at Propak every year and this year we have seen good quality visitors as always!"

- Dominique Schlenk, Robatech, MD

"We had a mix of visitors to the stand, including from all the major food and beverage companies, and the numbers gave us some quality interactions."

- Lebo Mothobi-Tilo, Tetra Pak, Marketing Director

"We have gathered some great leads as well as sold some equipment. We have already signed for the next expo, and we might even go bigger."

- Michael Aengenvoort, Rotocon, Group CEO

HERE'S WHAT SOME VISITORS HAD TO SAY!



"My expectations of the expo were met as I found Cellar technology, which is difficult to come by. Propak was the perfect place to find it, instead of having to search on the internet for hours"

- Gabriella Lundall, Novu Wine Company, Outsourced Consultant

"As a small company I came to the show to find packaging solutions for my business and I found exactly what I was looking for"

- Dudley Kearns, Chefs Connection CC, Member

"The beauty of an expo like Propak is that it brings all the industry suppliers into one space, making it easy to find what you are looking for"

- Doug Parsons, Snuggletime, Chairperson

"I am from PE and have never been to one of these expos before and I have really enjoyed it and will definitely come back"

- Clair Bain, Afrospeed Pty Ltd T/A Power Tool Traders, Sales Director

FACTS & FIGURES

PROPAK CAPE 2023 STATS

EXHIBITION STATISTICS

Total Visitors

7 350

190

Total Exhibitors



173

Local Exhibitors



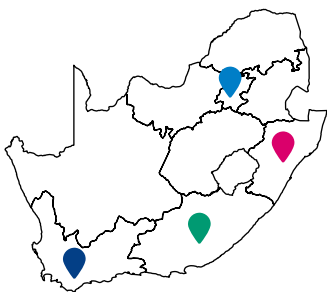
17

International Exhibitors

Space occupied (m²)

5391 m²

VISITORS BY GEOGRAPHICAL AREA



Western Cape	74 %
Gauteng	13 %
Kwa-Zulu-Natal	5 %
International	5 %
Eastern Cape	1 %
Other	2 %
TOTAL	100%

INTERNATIONAL VISITORS

410 international visitors from 54 different countries attended Propak Cape. The major countries represented were Zimbabwe, Botswana and Namibia, followed by Nigeria, Italy, India and Germany.



NET PROMOTER SCORE (NPS)

We asked Propak Cape visitors:

“How likely is it that you would recommend Propak Cape to a friend or colleague?”

This is how we scored on customer loyalty and satisfaction:

+39

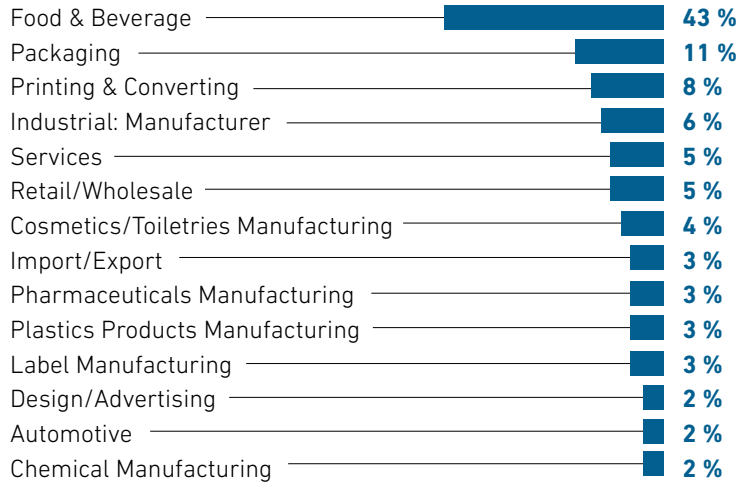
(Global industry standard is +20)



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VISITORS MAIN

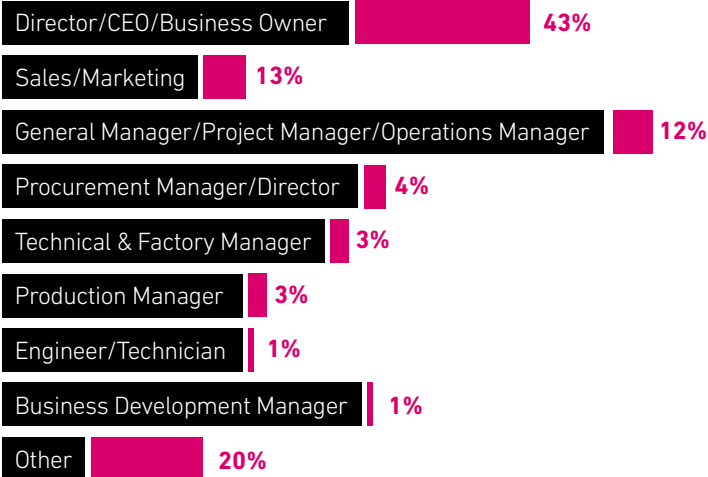
BUSINESS ACTIVITY



TOTAL 100%

VISITORS MAIN

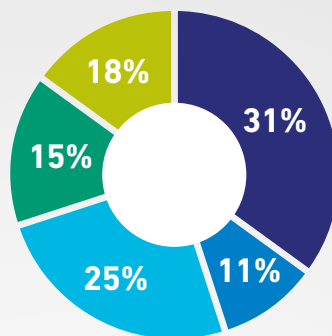
JOB FUNCTION



TOTAL 100%

ANNUAL PURCHASING BUDGETS FOR PRODUCTS/SERVICES

- R 0 - R 500 000
- R 500 000 - R 1 000 000
- R 1 000 000 - R 5 000 000
- R 5 000 000 - R 10 000 000
- R 10 000 000 +



Many exhibitors booked their stand for **PROPAK CAPE 2026** – even before the doors closed on the 2023 show!

TOP REASONS FOR VISITING

- 41% Find out latest industry trends & developments
- 35% Source products & solutions
- 20% Networking with Peers
- 4% Other

83% of visitors either have purchasing decision power or strongly influence the decision-making process.





PROPAK CAPE 2026

PACKAGING • PROCESSING • PRINTING • PLASTICS

27-29 October 2026

Cape Town International
Convention Centre
Cape Town, South Africa

The Essential Packaging Innovation Exhibition of the Western Cape

Incorporating:



Bringing the *Future* of Packaging to the *Western Cape*

As the biggest trade exhibition of its kind in the Western Cape, you don't want to miss this exclusive marketing opportunity! As technology continues to advance at an ever-rapid pace, new packaging trends are emerging and ground-breaking innovations are being seen across the packaging industry. Come and be part of this world-class trade expo that will put the spotlight on your business!

With over 20 years of success, Propak Cape is a proven trade exhibition that delivers results for those serious about growing their business in packaging, plastics, food processing, printing, labelling, and wine and olive oil production.

FOR MORE INFORMATION, CONTACT



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