

PROPAK EAST AFRICA 2026



DAILY

DAY 2 MAR 04, 2026

■ PACKAGING ■ PROCESSING ■ PRINTING ■ PLASTICS

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DAILY NEWS, REPORT & INSIGHTS AT THE SHOW

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DAILY NEWS, REPORT & INSIGHTS AT THE SHOW

DAY ONE DELIVERS SUBSTANCE, CONNECTION, AND IMPACT



Montgomery Group East Africa LTD, organiser of **PROPAK East Africa**, East Africa's leading show for packaging, printing, plastics, and food processing industries, turned the 10th anniversary milestone into a carnival of memories as **DAY 1** opens to energetic show floors packed with live demonstrations of cutting-edge technologies, product launches, and real business connections. **PROPAK East Africa DAILY** reports:

Recounting the humbling years of the industry dedicated show, **Angela Kinyua**, the Managing Director of **Montgomery Group East Africa LTD**, organiser of **PROPAK East Africa** and other leading regional exhibitions, noted how the go-to-exhibition has grown over the years, "I have had the privilege of watching this platform grow from a regional exhibition into East Africa's leading convergence point for the packaging, printing, plastics and processing industry. Today, that journey reached a new

milestone," she asserted while expressing gratitude to all stakeholders for their unalloyed support. "To our guests of honour, sponsors, exhibitors, and partners, your presence and commitment to this platform are what make it meaningful. Thank you. And to my team, your dedication behind the scenes is the foundation on which everything else is built".

She noted further that, "Day 1 delivered exactly what this exhibition stands for: substance, connection, and

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QUOTE OF THE DAY...

I see this market, in the next 10 years, reaching South African standards. You can feel the excitement – the growth is tangible. It takes time, but it's inevitable.

-Mr. Pascal Aengenvoort, Director – ROTOCON (Stand No: D4)

Page 14



Continued on page 4



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impact. **The 4th Eastern African Packaging Summit** set a powerful tone, bringing together policymakers, industry leaders, and innovators for conversations that go far beyond the exhibition floor. The level of dialogue we witnessed today reflects just how strategically important our industry has become to East Africa's economic growth agenda".

And what a joy and incredible moment to witness the official opening ceremony of the landmark edition with the cutting of the 10th anniversary cake, amidst pomp and pageantry laced with scintillating performances from Kenyan cultural dancers, that stunned the audience. Immediately after, the doors of the **Sarit Expo Centre**, Nairobi, were flung open to an energetic show floors packed with live demonstrations of cutting-edge technologies, product launches, and real business connections.

And running alongside the busy show floors was the 4th edition of The East

African Packaging Summit. The high-level, insight-driven conference dedicated to advancing the future of packaging across the region brought together leaders, policymakers, manufacturers, brand owners, and innovators who examined market forces, regulatory developments, and technological advancements shaping the next phase of packaging in Eastern Africa.

In all, **DAY 1** opens the way for what is expected over the next two days: a concerted effort to deepen and expand East Africa's economies, regional trade integration, and ensure packaging emerges as a critical enabler of industrial growth, cross-border commerce, brand competitiveness, and sustainable transformation. PROPAK East Africa DAILY relives the celebratory but energetic mood from across the show floors on **DAY 1** with the following memorable images:

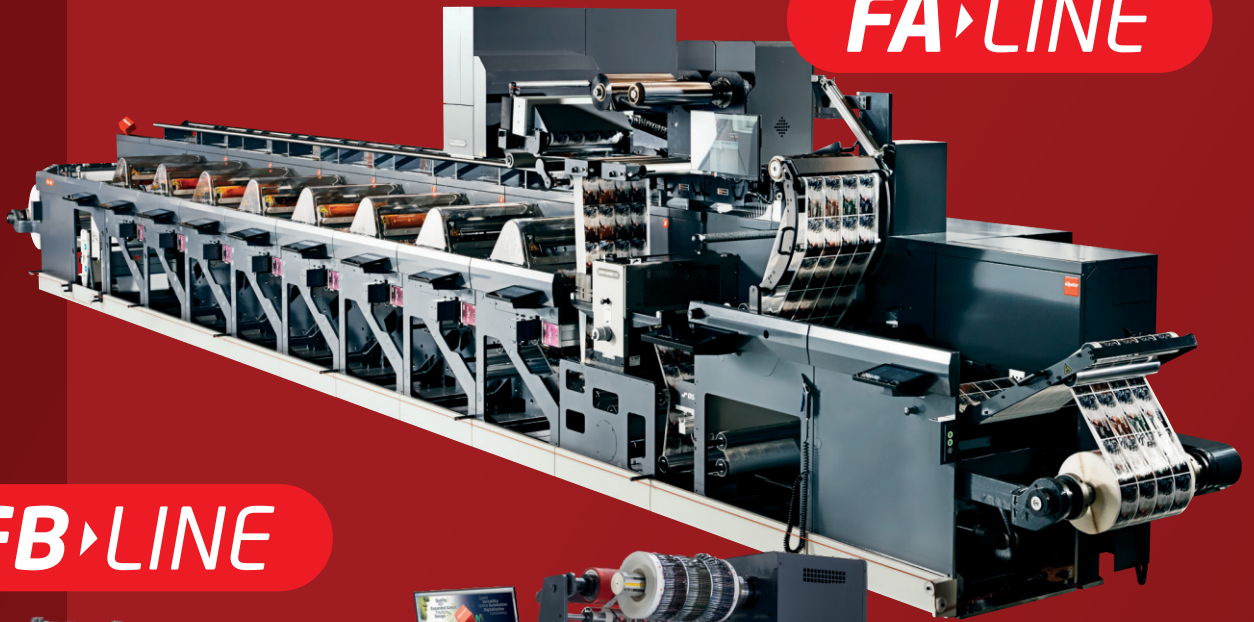
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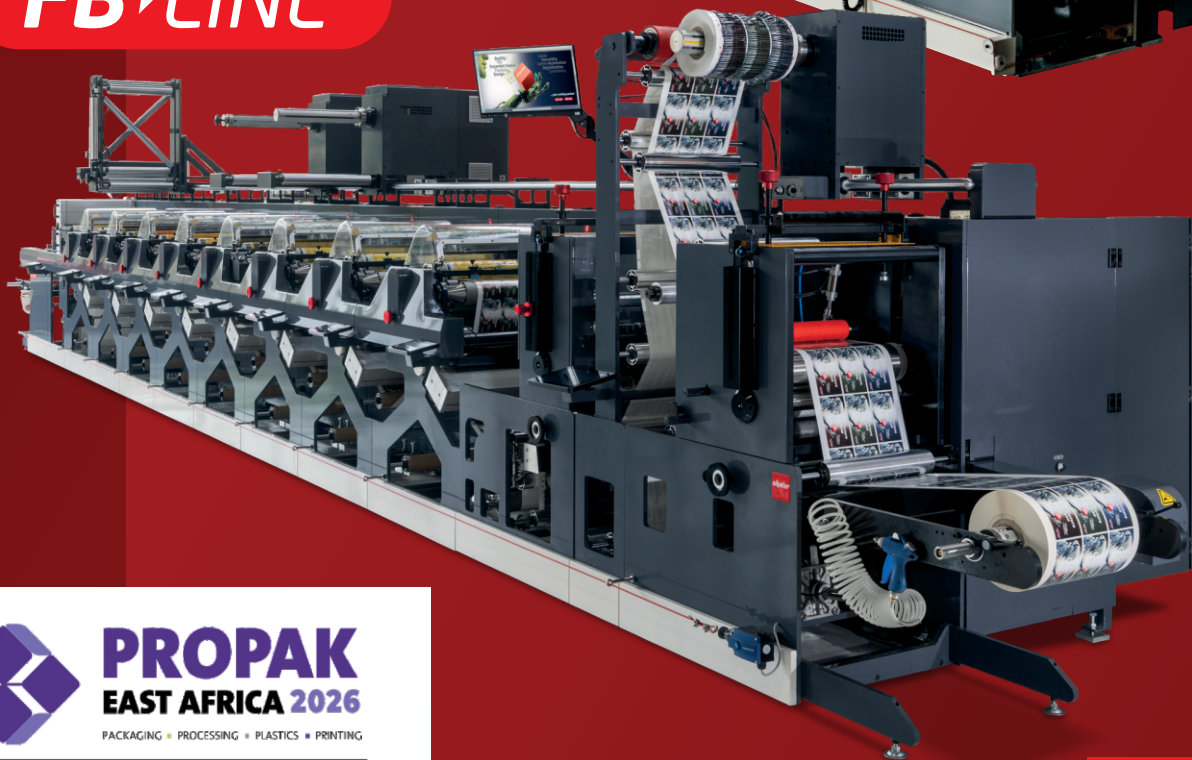
Continued on page 6

The Future is Flexo

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**PROPAK
EAST AFRICA 2026**

PACKAGING • PROCESSING • PLASTICS • PRINTING

03-05 MARCH 2026

SARIT EXPO CENTRE • NAIROBI • KENYA

Meet us at booth A6



nilpeter



Continued on page 8

HARMONIZING COATING AND LAMINATING CAPABILITIES WITH SCALABLE AND HYBRID SOLUTIONS FROM BOBST

Drawing on extensive experience, BOBST has developed modular hybrid technologies that combine coating and laminating within a single scalable platform. Configured from entry-level to highly complex lines, these solutions enable flexible packaging converters to process a wide range of substrates and applications that meet the evolving demands of the market.

Flexible packaging is a growing industry driven by the call for lightweight, sustainable, and cost-effective solutions. Converters are required to provide packaging with the correct barrier properties, high-quality print, sealability, excellent durability, and seamless compatibility with filling and packing lines. Applications must also offer consumer convenience and meet the desire for higher recyclability or be biodegradable, all at an attractive price level.

Coating and laminating technologies are crucial elements in addressing these challenges, allowing converters of all sizes to balance cost with performance, adapt to eco-friendly materials and recyclability requirements, and achieve the high print quality and shelf appeal demanded.

As a long-term supplier to this industry, BOBST has developed a range of technologically advanced solutions and processes that meet the requirements of all segments. In response to the growing demand for equipment with multiple functions, BOBST offers hybrid technologies that combine coating and laminating in one platform.

"Customers take advantage of the very broad experience BOBST has in this field and its wide portfolio of coaters and laminators for processing paper, film, and foil. Notably, they enjoy the scalability and flexibility of BOBST's solutions, which allow each investment to be tailored to their exact need, level of expertise, and growth strategy without compromising on performance," says Ferioli Massimiliano, Product Management Director – Extrusion, Laminating, Coating, Vacuum Metallizing, and Gravure.

Taking the hybrid approach to success with BOBST
BOBST's range of coaters and laminators are characterized by their ease of operation, high performance, low wastage, and reduced impact on the environment. They include capabilities for using solventless, solvent-based, and water-based technology tailored to the end application. Hybrid solutions with coating and laminating in one are available for every level, from compact solutions such as the VISIONCOAT 800 to very high-end production lines like the EXPERTLAM 900.

"The industry is moving away from working in 'silos' – where each process is completely separate – to embracing new hybrid technologies. These provide much greater flexibility and are recognized as an answer to reducing lead times, lowering waste, and optimizing scarce human resources," comments Mr. Massimiliano.

He goes on to highlight one of the standout aspects of these BOBST technologies, namely their modular nature: "It is important to note that the right level of complexity is achieved through the combination of modules. This means we can respond to each converter's exact needs by building the perfect solution."

Quality, reliability, and flexibility: BOBST VISIONCOAT 800

Offering the flexibility of hybrid working, the BOBST VISIONCOAT 800 presents an affordable option with a more compact footprint for smaller operations. It is a single-head coating line designed for barrier film production and substrate lacquering, offering a balance of productivity and advanced process control.

Equipped with automatic winders, the VISIONCOAT



800 can be configured in duplex or duplex tandem setups, making it suitable for dedicated barrier applications (oxygen, moisture, aroma retention), as well as more flexible coating requirements. The system supports solventless lamination and maintains accurate web handling across different substrate types and thicknesses. Its hybrid dual-technology dryer and precise drying control contribute to consistent coating quality and stable production.

From a technical perspective, the VISIONCOAT 800 operates at speeds up to 450 m/min and emphasizes automation for uptime and process repeatability. Automatic winders enable bi-directional reel splicing at full production speed, while integrated HMI control allows for easy job setup, monitoring, and storage of parameters for repeat runs. The optional modular trolley-type design provides adaptability for future process changes, while BOBST Connect can allow remote access to production data. Versatility, efficiency, and productivity: BOBST EXPERTLAM 900

and integrated control via an HMI system, with safety ensured by the fully enclosed coating unit. The EXPERTLAM is also BOBST Connect ready to promote efficiency and increase productivity through performance analysis and remote support.

With added service solutions for maximum impact
Converters in this space partnering with BOBST can also benefit from a range of application and process management consulting services. BOBST Process Optimization Program has been designed to maximize the potential of investments in equipment with access to the experience and expertise of highly qualified Process Specialists. Aimed at allowing customers to reach higher productivity targets, the program is tailored specifically to each production scenario, providing a deep analysis of the process steps to examine opportunities for improvement and growth.

The latest service initiative from BOBST is Application Management, a new hands-on consulting service that offers project support from initial concept right through to when the



At the top end of the scale, the BOBST EXPERTLAM 900 is a modular laminator designed to provide flexibility for a wide range of coating and laminating applications. It can be configured as a basic laminating system or equipped with specialized Barrier coating packages for recyclable film and paper packaging production. One of its key advantages is the ability to be upgraded after installation, including conversion to a tandem configuration, allowing customers to adapt it to changing requirements.

The EXPERTLAM 900 features a multi-trolley system – with rotogravure, flexo coating, solventless, flexo printing, and twin roll trolleys – covering applications from solvent- and water-based dry lamination to in-register cold seal coating and printing of one additional color, as well as barrier coating on pre-printed substrates. It operates at speeds up to 600 m/min and includes a hybrid dryer with up to five sections for efficient drying. Features such as automatic bi-directional reel splicing, sensitive web handling for thin or delicate materials, and uniform coating contribute to consistent output quality.

Additional elements like an enlarged heated laminating drum, pressure-controlled nip rollers, and multiple cooling rollers improve stability during production. Operator-oriented functions include fast tool-free changeovers, accessible dryer and nip positions for easier maintenance,

packaging is presented to the consumer in store. The service can be scaled to the specific needs of converters and brand owners in the flexible packaging space, with as much or as little guidance as they require. It builds on the company's strong vision for the future of the packaging world, where each element is connected, automated, digitalized, and sustainable by leveraging BOBST's deep insights and understanding of the market needs.

East Africa continues to show a growing market share in gravure, driven by key milestones such as the first BOBST NOVA RS 5003 installation in Tanzania and new gravure projects emerging in Ethiopia. The NOVA RS 5003 demonstrates versatility across a wide range of applications, including beer labels as well as food and non-food packaging.

© BOBST

For more information, contact:
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“WE ASSURE OUR CUSTOMERS OF WORLD-CLASS MACHINES BACKED BY 24/7 AFTER-SALES SERVICES”.



© L-R: Mr. Anil Rai, General Manager, Sales & Marketing and Mr. S.M. Karnad, General Manager, Operations

Incorporated in 1995 to provide comprehensive solutions for the commercial printing industry, **Multigraph Machinery (Kenya) LTD** (Stand No. 8) has since partnered with world-renowned Original Equipment Manufacturers (OEMs) such as **Bobst, Manugraph, Autoprint, Condot**, etc to offer a wide range of solutions across the East Africa sub-region. In this exclusive **SPECIAL FEATURE INTERVIEW** with the duo of **Mr. S.M. Karnad and Mr. Anil Rai**, General Managers for Operations and Sales & Marketing, respectively, **PROPAK East Africa DAILY** uncovers the company's offerings with assurance for the label, flexible packaging, folding cartons, and corrugated board industries at the ongoing **PROPAK East Africa 2026**. Excerpt below:

AND WHICH OF THE BRANDS YOU REPRESENT ARE POSITIONED FOR THESE TRENDS IN THIS REGION?

We see a lot of opportunities and strategic investments in all four key segments. These are:

- Flexible packaging
- Folding carton
- Label manufacturing
- Corrugation



Apart from our other partners, we have Eterna Machinery (a Bobst Group company) for medium and low-budget projects in folding carton and corrugated segments.

WHAT ARE THE UNIQUE PRESSES IN MULTIGRAPH'S FLEXO AND LABEL PRODUCTION PORTFOLIOS?

We have a wide range of Bobst machines in the flexible packaging segment, like in gravure, where we have NOVA RS 5003 and MASTER RS 6003. Also in flexography, we have VISION CI, among others. There is also NOVACUT 106E for die-cutting and folding carton production. Most importantly, our wide range of

LAST YEAR WAS INDEED A VERY BUSY BUT SUCCESSFUL YEAR FOR MULTIGRAPH MACHINERY (KENYA) LTD. WITH YOUR EXCLUSIVE REPRESENTATION OF MAJOR PRINT & ALLIED MACHINERY MANUFACTURERS, AND RECENTLY AS THE OFFICIAL REPRESENTATIVE OF WORLD-RENOWNED BOBST. BRIEFLY SUMMARISE YOUR THOUGHTS ON THE 2025 BUSINESS YEAR FOR MULTIGRAPH AS WELL AS THE INDUSTRY AS A WHOLE?

2025 has been very encouraging for Multigraph Machinery Limited. We have had very good inquiries in flexible packaging, folding carton, narrow middle web, and corrugation sections, and also for our Manugraph web offset printing machine for the production of textbooks across the East African region.

Cost effective, sustainable production



GRAVURE PRINTING
NOVA RS 5003

www.bobst.com



TELL US ABOUT MULTIGRAPH'S PARTNERSHIP WITH BOBST. WHICH COUNTRY DOES THIS PARTNERSHIP COVERS AS WELL AS THE TARGET MARKET SEGMENTS?

Multigraph Machinery entered into a partnership with Bobst and Eterna products for six countries: Kenya, Tanzania, Uganda, Rwanda, Ethiopia, and Mauritius since 2023. Among others, our target markets are flexible packaging, folding carton, label manufacturing, and corrugation.

SUSTAINABILITY AND ARTIFICIAL INTELLIGENCE (AI) ARE SOME OF THE BIGGEST ISSUES DRIVING INVESTMENT. HOW ARE your MACHINES DRIVING SUSTAINABILITY AND AI QUESTIONS IN TERMS OF CARBON EMISSIONS, WASTE REDUCTION, ENERGY COST, AND WORK EFFICIENCY, AMONG OTHERS?

Bobst, Eterna, and Manugraph are focused on reducing carbon emissions through innovative technologies to control and reduce power consumption and wastage during production. We have also introduced AI systems into our equipment to identify loopholes in quality production, enhance productivity, and provide on-time after-sales services, among other unique features.

WHAT ARE THE OTHER TRENDS PLAYERS MUST WATCH OUT FOR THIS YEAR,

The ultimate digitalized flexo press



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MASTER M5

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Equipped with High Speed Bookline Folder and Higher Level of Accuracy



MANUGRAPH
Technology in Print

unique products can be customised as per customers' requirements.

WHICH AFRICAN COUNTRY ARE YOUR PRESSES RUNNING SUCCESSFULLY IN, AND WHICH SHOULD WE EXPECT ANOTHER INSTALLATION AND IN WHICH COMPANY(IES)?

Our presses are running successfully in almost all major African countries,

Continued on page 11

specifically in Kenya, Nigeria, Tanzania, Ghana, South Africa, Tunisia, Ethiopia, Algeria, Congo, Angola, Madagascar, etc.

AT THIS YEAR'S PROPAK EAST AFRICA, WHAT SHOULD ATTENDEES LOOK FORWARD TO AT MULTIGRAPH'S STAND?

Attendees will have opportunities for customised solutions in all four segments mentioned earlier, which include flexible packaging, folding carton, label manufacturing, and corrugation. We also have Eterna Machinery for those in the medium and low-budget projects in folding carton and corrugated segments. There is also Manugraph Cityline Express for quality and effective textbook production.

ACQUIRING BRAND-NEW PRESSES CAN BE HIGHLY CAPITAL-INTENSIVE FOR A SMALL/MEDIUM-SCALE PRINT & ALLIED BUSINESS. TELL US ABOUT MULTIGRAPH'S PRE-OWNED PROGRAM AND WHY PRINTING COMPANIES SHOULD TAKE ADVANTAGE OF IT?

Brand owners have to look for good-quality machines that can give the best quality output. For any desiring customers, Multigraph and Bobst have unique solutions with long-term payment facilities and after-sales services. We invite you to visit our Stand 8 so that we can tailor our solutions to your needs.

ARE THERE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT PROPAK EAST AFRICA 2026?

Yes, Eterna has a promotional offer for any deserving customers for extended credit facilities. Also, Bobst is offering prospects good discounts if they make their order during the ongoing PROPAK East Africa 2026. Not only that, Manugraph has come up with a new pricing policy, which makes their products affordable to our customers. So, visit us at Stand 8 to learn more about these unique offers on our wide range of equipment.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS YEAR AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We assure our customers of world-class machines backed by 24/7 after-sales services, and of course, with very competitive pricing.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2026?

We look forward to meeting both current and prospective customers, to come up openly about their requirements so we can customise our solutions to their needs and offer them very competitive pricing and services.

THANK YOU FOR YOUR TIME.

You're welcome.



Equipped with High Speed Bookline Folder and Higher Level of Accuracy



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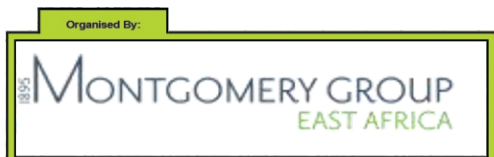
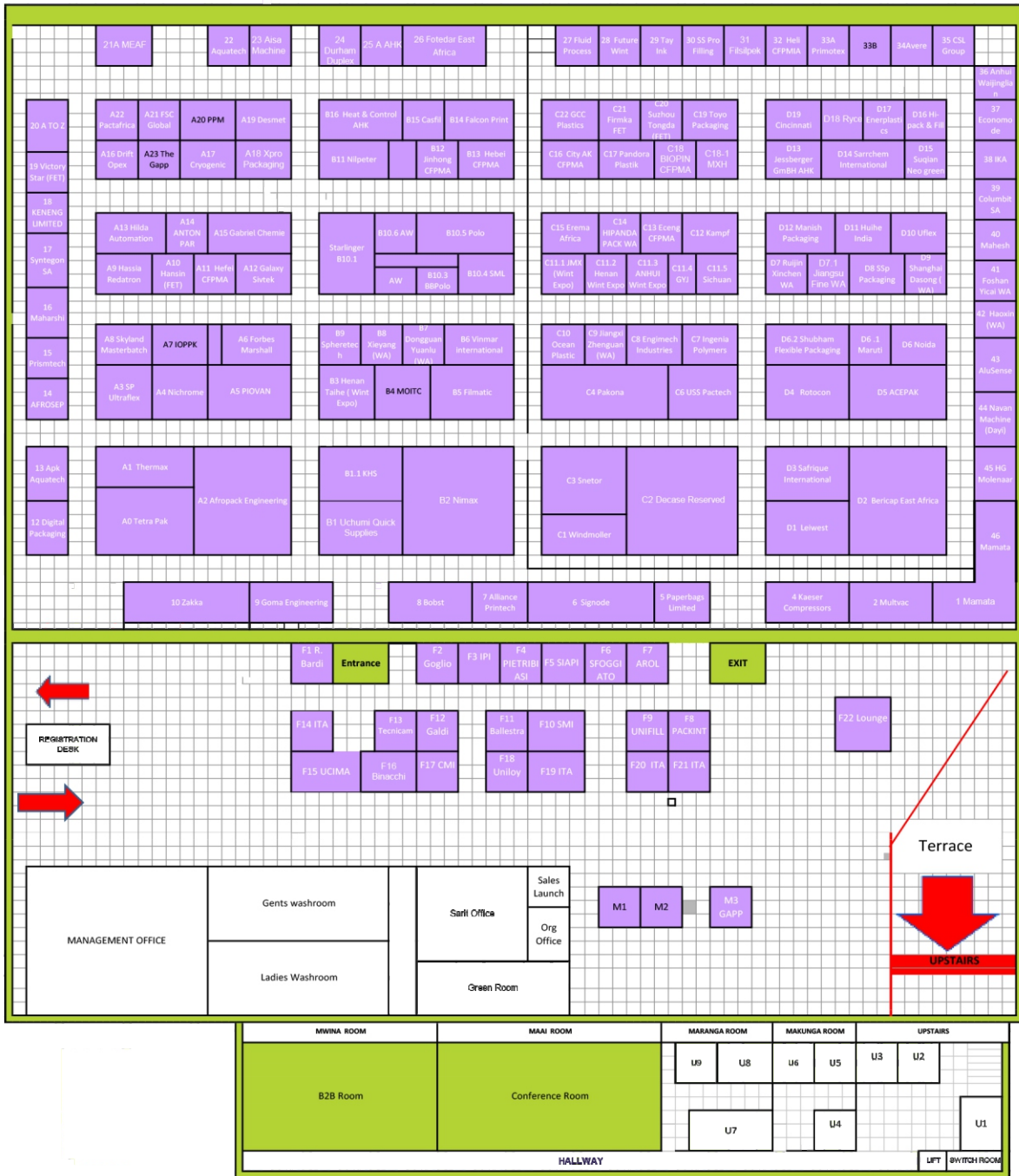


FLOOR PLAN

DRIVING EAST AFRICA'S INDUSTRIAL EVOLUTION- ONE PACKAGE, PRINT & PROCESS AT A TIME



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EXHIBITORS LIST

Organization	Stand Number	Organization	Stand Number
Acepak	D5	Noida Fabcon Machines Pvt LTD	D6
Austrian Federal Economic Chamber	B16 and A15	Ocean Plastic Intertrade (OPI)	C10
Afropack Group	A2	OMG Graphic	B14
Afrosep LTD	14	Packint Chocolate Machines S.R.L.	F8
AHK Services Eastern Africa Ltd	A2	PactAfrica	A22
Aisa Machine	A1.1	Pakona Engineers (India) PVT LTD	C4
Alliance Printech	7	Pandora Plastik	C17
Alusense	43	Paperbags LTD	5
Anhui Black Cat Material Science Co. LTD	36	Pietribiasi Michelangelo S.R.L.	F4
Anhui Cole Packaging Materials Co. LTD	C11.3	Piovan Gulf FZE	A5
Anton Paar Southern Africa	A14	Polo Handels GmbH	B10.5
Apk Aquatech Pvt LTD	13	Primabake Baking Paper	34
Aquatechplus Overseas LTD	22	Primotex Labels Pvt LTD	33A
Arol S.P.A.	F7	Prismtech Packaging Solutions Pvt. LTD	15
Atoz Group LTD	20	R.BARDI SRL	F1
Ballestra S.P.A.	F11	Roastmaster India Pvt. LTD	C8
Battenfeld-Cincinnati	D9	ROTOCON	D4
BB Trading	B10.3	Ruijin Xincheng Technology Co., LTD	D7
Bericap East Africa	D2	SAfrique International LTD	D3
Binacchi E.C. SRL	F16	Sarchem International LTD	D14
Bobst	2	SFOGGIATECH SRL	F6
Cap Snap Lanka (Pvt) LTD	35	Shanghai Dasonq Corrugating Roll Co., LTD	D9
CASFIL Indústria de Plásticos, S.A.	B15	Shanghai Victorystar Intelligent Technology Co., LTD	19
CMI Industries S.P.A	F17	Shenzhen GYJ Aluminum Industry Co., LTD	C11.4
Columbit South Africa	39	Shubham Flexible Packaging Machines Pvt. LTD	D6.2
Cryogenic Specialty Manufacturing (CSM)	A17	SIAPI SRL	F5
Decase Chemicals Ltd	C2	Sichuan Xingzhijian Machinery Co., LTD	C11.5
Desmet Belgium	A19	Signode	6
Digital Packaging Innovations Holdings LTD	12	Skyland Masterbatch & Polymers	A8
Dongguan Haoxin Precision Machinery Co., LTD	42	SMI S.p.A.	F10
Dongguan Yuanluh Machinery Co., LTD	B7	SML Maschinengesellschaft mbH	B10.4
Drift Opex	A16	Snetor East Africa LTD	C3
Durham Duplex Knives	24	SP Ultraflex Systems Private LTD	A3
Economode	37	Spheretech Packaging India PVT LTD	B9
Enerplastics LLC	D17	SSP Packaging Industries Pvt LTD	D8
Engimech Industries	C8	Starlinger & Co Gesellschaft M.B.H	B10.1
EREMA / Lindner Washtech	C15	Starlinger Recycling Technology	B10.2
Falcon Printchem Trading DMCC	B14	SUQIAN GETTEL PLASTIC INDUSTRY CO., LTD	D15
Filmatic Packaging Systems (PTY) LTD	B5	Suzhou Tongda Machinery Co., LTD	D20
Firmka Machinery Co., LTD	C21	Syntegon Technology South Africa	17
Fluid Process Solutions	27	Tay Industrial & Commercial (TIC)	29
Forbes Marshall Pvt LTD	A6	TECNICAM SRL	F13
Forest Stewardship Council® (FSC®)	A21	Tetra Pak LTD	A0
Foshan Yicai Packaging Technology Co., LTD	41	Thermax LTD	A1
Fotedar East Africa LTD	26	Toyo Packaging LTD	C19
Gabriel-Chemie GmbH	A15	Uchumi Quick Suppliers LTD	B1
Galaxy Sivtek PVT LTD	A12	UCIMA - Italian Packaging Machinery Manufacturers' Association	79
Galdi SRL	F12	UFLEX LTD	D10
Gelgoog (Henan) Intelligent Equipment Co., LTD	C11.2	UNIFILL	F9
Goglio SPA	F2	USS Pactech (Pty) LTD	C6
Goma Engineering Pvt LTD	9	Viet Trung Plastic Chemical Joint Stock Company	C22
Guangzhou Leiwest Pak Co., LTD	D1	Vinmar International LLC	B6
Guangzhou Ribbo Precision Machinery Co., LTD	C18.1	WHERE TO PRINT	Media
Hangzhou Hansin New Packing Material Co., LTD	A10	Windmüller & Hölscher KG	C1
Hassia Redatron	A9	Xieyang Machinery (Guangdong) Co., LTD	B8
Heat and Control East Africa	B16	Xpro Packaging LTD	A18
Hebei Y.C.T.D.Packaging Machinery Co., LTD	C16	Zakka Multitec Kenya LTD	10
Hefei Biopin Import & Export Trading Co., LTD	C18	Zhangjiagang City AK Machinery Co., LTD	B7
Heli Pack Science And Technology(Qingzhou) Co. LTD	32	Zhangjiagang Eceng Machinery Co., LTD	C13
Henan Taihe Packaging Co., LTD	B3	Zhangjiagang King Machine Tech Co., LTD	C11.1
Hilda Automation	A13	Zhangjiagang Navan Industrial Co., LTD	44
Hipandapack	C14	Zhejiang Future Petrochemical Co., LTD	28
Huihe India	D11	Zhejiang Jinhong Intelligent Technology Co., LTD	B12
IKA Group	38		
Ingenia Polymers Chemical Industries LLC	C7		
Institute of Packaging Professionals Kenya (IOPPK)	NA		
IPI SRL	F3		
Italian Trade Agency	79		
Jiangsu Fine Polymer Materials Co., LTD	D7.1		
Jiangxi Zhenguan New Material Co., LTD	C9		
Kaeser Compressors	4		
Kampf GmbH	C12		
Keneng LTD	18		
KHS East Africa LTD	B1.1		
LMI (India) Pvt. LTD	D16		
Maharshi Packaging Industries	16		
Mahesh Twisto Tech Pvt. LTD (MTPL)	40		
Mamata Machinery Pvt. LTD	1 & 46		
Manish Packaging Pvt. LTD	D12		
Maruti Plastotech Pvt. LTD	D6.1		
Meaf Consultants LTD and Ave Technologies SRL	21B		
Molenaar Industrial Technologies	45		
Multigraph Machinery (Kenya) LTD	8		
MULTIVAC East Africa	2		
Nichrome India LTD	B4		
Nilpeter	A6		
Nimax East Africa	B2		



SHUBHAM FLEXIBLE PACKAGING MACHINES PVT. LTD (Stand No: D6.2)

“THE VALUE OF RETURN ON INVESTMENT AND ITS FUNCTIONALITY MAKE OUR MACHINES DIFFERENT FROM THE COMPETITION”.



© Shubham Flexible Packaging Machines Pvt. LTD Manager, International Business - Shiv Om Kaushik

Established in 1998 as 'Ganga Packaging' in 1998, the company transitioned to **Shubham Flexible Packaging Machines Pvt. LTD** in 2002, relentless in its vision of meeting every customer's packaging needs. **PROPAK East Africa DAILY** Team caught up with **Shiv Om Kaushik** – Manager, International Business, to find out what the company has in store for the market. Read an excerpt of the brief interview below:

packaging machines, and other secondary packaging solutions. The value of return on investment and its functionality make our machines different from the competition.

ARE THERE SPECIAL PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK EAST AFRICA 2025?

Yes, we offer a special exhibition discount to customers who order at the show.

WHAT ASSURANCE ARE YOU GIVING TO YOUR CUSTOMERS THIS 2026 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We are available for both online and on-site support 24/ 7.

FINALLY WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2026?

We expect quality visitors with good enquiries.

THANK YOU FOR YOUR TIME.



TELL US ABOUT YOUR COMPANY?

Shubham Flexible Packaging Machines Pvt. LTD was established in 1998, and today, it is one of the leading global suppliers of flexible pouch packaging machines.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM THE COMPETITION?

We have different packaging machines, such as vertical form-fill-seal packaging machines, horizontal form-fill-seal

“WE OFFER 20% DISCOUNT ON ALL OF OUR PUMPS AT PROPAK EAST AFRICA 2026”.



JESSBERGER GMBH (Stand No: D13)

The family-run company **JESSBERGER**, headquartered in Ottobrunn near Munich, is a manufacturer of electric and pneumatic driven drum and container pumps, vertical and horizontal eccentric screw pumps, dosing pumps for high viscous media, hand operated pumps, and a comprehensive range of accessories like flow meters, nozzles, etc. Check out this **SPECIAL FEATURE INTERVIEW** with CEO, **Tobias Jessberger**, to know why the German company is exhibiting at **PROPAK East Africa 2026**:



© Jessberger CEO, Tobias Jessberger, with colleague Nevsal Alhas at PROPAK East Africa 2026

TELL US ABOUT YOUR COMPANY?

We are a 23-year-old family-run company located in Ottobrunn near Munich, Germany, where we manufacture a wide range of pumps and accessories such as electric and pneumatic driven drum and container pumps, vertical and horizontal eccentric screw pumps, dosing pumps for high viscous media, hand operated pumps. There are also air-operated diaphragm pumps, horizontal centrifugal pumps (also available as magnetically coupled sealless centrifugal pumps), and vertical centrifugal pumps, aside from other industrial pumps. We also offer a comprehensive range of accessories like flow meters, nozzles, etc.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM THE COMPETITION?

We have pumps for thin fluid to viscous media with an optimal price-performance ratio.

ARE THERE SPECIAL PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK EAST AFRICA 2025?

Yes, we offer 20% discount on all of our pumps at PROPAK East Africa 2026.

WHAT ASSURANCE ARE YOU GIVING TO YOUR CUSTOMERS THIS 2026 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

Our reputable family name, close and trustful relationship with our customers, suppliers, and distributors are our guarantee.

FINALLY WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2026?

To have a great time and find resellers all over East Africa.

THANK YOU FOR YOUR TIME.



Continued on page 15

KAMPF GMBH (Stand No: C12)

"TITANSLITTER SILVERLINE IS THE RELIABLE SOLUTION FOR YOUR SLITTING AND WINDING TASKS".



For nearly 100 years, the development of new, pioneering technologies for automatic slitting and winding of different materials has been one of Kampf GmbH's core competencies. In this **SPECIAL FEATURE INTERVIEW** with **Barrie Homewood**, Head of Sales, Flexible Packaging, find out what the world leader in winding and slitting technology is offering at **PROPAK East Africa 2026**:

TELL US ABOUT YOUR COMPANY?

Since 1920, Kampf slitting and winding technologies have been an important success factor in the production and processing of web-shaped materials for many decades.

Our customers operate in many different markets and generate new products and applications to meet a wide range of needs. We at Kampf are constantly working together with our customers to continually analyze worldwide market trends and advance new technological developments.

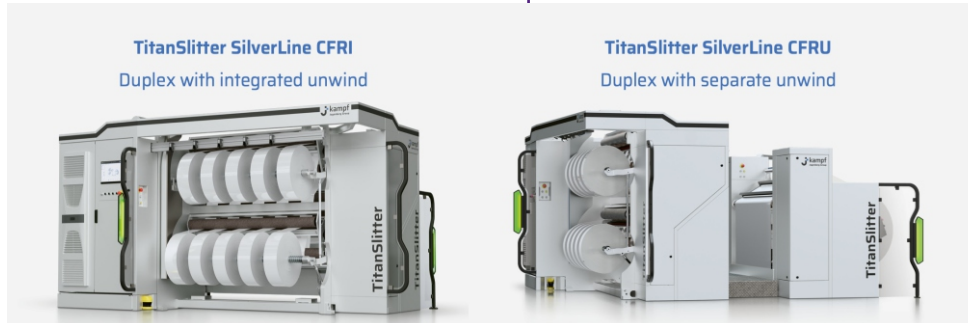
WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM THE COMPETITION?

The TitanSlitter SilverLine. It's the next evolution of the Titan legacy. Smarter, modular, and cost-efficient. It is not only compact in size and easy to operate, but it can also process a wide range of materials; thus, the TitanSlitter SilverLine is the reliable solution for your slitting and winding tasks.

ARE THERE SPECIAL PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK EAST AFRICA 2026?

There are special promotions available for orders at the

© TitanSlitter SilverLine



show.

WHAT ASSURANCE ARE YOU GIVING TO YOUR CUSTOMERS THIS 2026 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We are a business of more than 100 years old with global after-sales service support 24/7.

FINALLY WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2026?

We want to understand the potential market and how to serve our customers better.

THANK YOU FOR YOUR TIME.

"WE DIGITISE YOUR OPERATIONS, DRIVE OUT YOUR INEFFICIENCIES, AND DOUBLE DOWN ON YOUR MARGINS". DRIFT OPEX (Stand No: A16)



DRIFT specializes in asset performance optimization by offering advanced OEE monitoring, IoT-enabled remote machine tracking, and data-driven strategies for proactive maintenance and operational excellence. **PROPAK East Africa DAILY** Team caught up with **Priyen Tanna**, CEO, to find out how the company helps its clients to optimize asset management, which leads to significant reductions in operating costs, wastage, and downtime, translating directly to bottom-line financial performance and market-driven competitive advantages. Find out in the excerpt below:



TELL US ABOUT YOUR COMPANY?

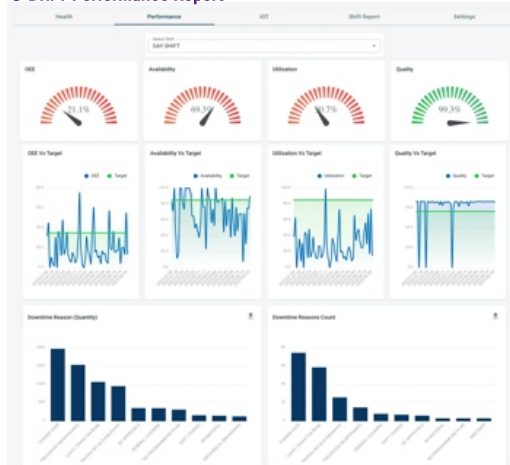
DRIFT empowers organizations to stop reacting and start leading through total asset performance optimization. We digitise your operations, drive out your inefficiencies, and double down on your margins.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM THE COMPETITION?

We offer the following;

1. Digitised Kaizen – pinpoint losses (Overall Equipment Effectiveness, i.e., OEE, downtime, waste, people, and product performance).
2. CMMS/ Maintenance Management – Reliability Centred Maintenance that is focused on compliance, QR Code inspections, work order tracking, and MTTR/ MTBF trending the right way.
3. IoT sensors – tells you what your operators are really producing every 10 minutes; live tracking of speed, downtime, production, and OEE.

© Drift Performance Report



ARE THERE SPECIAL PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK

EAST AFRICA 2025?

One month free trial and 25% off with 1 year subscription.

WHAT ASSURANCE ARE YOU GIVING TO YOUR CUSTOMERS THIS 2026 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

Performance assurance of 20%. Efficiency savings within 6 months.

FINALLY WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2026?

We are here to network and build our brand.

THANK YOU FOR YOUR TIME.

“WE OFFER COMPLETE NARROW WEB SOLUTIONS — FROM TOOLING AND PRINTING TO INSPECTION, FINISHING, AND AUTOMATION”.



© ROTOCON Team at PROPAK East Africa 2026

ROTOCON (Stand D4) returns to **PROPAK East Africa 2026**, showcasing turnkey solutions designed to enhance every stage of label and flexible packaging production. In this exclusive **SPECIAL FEATURE INTERVIEW** with the **ROTOCON Team** at the ongoing industry-dedicated show, discover in the excerpt below ROTOCON's complete portfolio from flexo and digital printing to finishing, inspection, embossing, curing, consumables, and precision tooling, and why ROTOCON should be your trusted partner in print technology, offering customised turnkey solutions for your label printing and packaging needs:

LAST YEAR WAS INDEED A VERY BUSY BUT SUCCESSFUL YEAR FOR ROTOCON. WITH YOUR PARTICIPATION AT VARIOUS EXHIBITIONS AND THE ATTENDANT BUSINESS DEALS WHICH HAVE BEEN CULMINATING IN A SERIES OF INSTALLATIONS ACROSS AFRICA AND BEYOND; BRIEFLY SUMMARISE YOUR THOUGHTS ON THE 2025 BUSINESS YEAR FOR ROTOCON AS WELL AS THE INDUSTRY AS A WHOLE?

2025 was a strong growth year for ROTOCON. We expanded our footprint across Africa, secured key installations, and strengthened our brand presence. The industry remains dynamic, driven by innovation, automation, and demand for higher efficiency.

SUSTAINABILITY AND ARTIFICIAL INTELLIGENCE (AI) ARE SOME OF THE BIGGEST ISSUES DRIVING INVESTMENT. HOW ARE YOUR MACHINES DRIVING SUSTAINABILITY AND AI QUESTIONS IN TERMS OF CARBON EMISSIONS, WASTE REDUCTION, ENERGY COST, AND WORK EFFICIENCY, AMONG OTHERS?

Our machines are designed for reduced waste, lower energy consumption, and higher production efficiency. Through automation, remote diagnostics, and smart system integration, we help customers minimise their carbon footprint and maximise output with fewer errors and less downtime.



© Chrome RFP440 flexographic printing press

WHAT ARE THE OTHER TRENDS PLAYERS MUST WATCH OUT FOR THIS YEAR, AND WHICH OF YOUR BRANDS ARE POSITIONED FOR THESE TRENDS?

Automation, shorter run lengths, premium embellishment, and hybrid production lines are key trends. Our ECOLINE and CHROME ranges are well-positioned to meet these evolving market demands.

WHAT ARE THE UNIQUE FEATURES THAT DISTINGUISH ROTOCON PRESSES FROM THE COMPETITION WITHIN THE PACKAGING, FLEXO, AND LABEL PRODUCTION SEGMENTS?

ROTOCON presses are modular, robust, and engineered for flexibility. We focus on precision, durability, and ease of operation, supported by strong local technical backup and turnkey integration.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS YEAR AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANY DAY?

Our commitment is a long-term partnership. We guarantee reliable equipment, strong technical support, and responsive after-sales service — anytime, any day.

ANY NEWS OR INFORMATION YOU WOULD LIKE TO ADD?

ROTOCON continues to invest in innovation, regional growth, and strengthening our African footprint through service, training, and local presence.

TELL US BRIEFLY ABOUT YOUR TURNKEY SOLUTIONS THAT YOU'RE CURRENTLY SHOWCASING AT PROPAK EAST AFRICA 2026?

We offer complete narrow web solutions — from tooling and printing to inspection, finishing, and automation — backed by installation, training, and after-sales support.

WHAT ARE THE OTHER UNIQUE SERVICES ATTENDEES SHOULD LOOK FORWARD TO AT THE ROTOCON STAND?

Expert consultation, local technical support, in-house tooling production, and personalised partnership solutions tailored to regional market needs.

TELL US ABOUT THE SOLUTIONS OFFERED BY YOUR PARTNERS AT PROPAK EAST AFRICA 2026?

Our partners provide advanced digital, inspection, converting, embellishment, and LED UV technologies, enabling customers to build fully integrated production environments.



© Pantec RHINO®E

WE UNDERSTAND THAT A LOT OF ROTOCON PRESSES ARE INSTALLED AND RUNNING SUCCESSFULLY IN SOUTH AFRICA. WHICH OTHER AFRICAN COUNTRY ARE YOUR PRESSES INSTALLED PRESENTLY, AND WHICH ONES SHOULD WE EXPECT INSTALLATION(S) VERY SOON?

Beyond South Africa, our equipment is installed in several African markets, with further installations planned across East and Sub-Saharan Africa as we expand our regional presence.

ARE THERE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT PROPAK EAST AFRICA 2026?

We are offering tailored show packages and consultation-based proposals for customers engaging with us during the exhibition

Continued on page 22



SHS-CAS

Graphische Maschinen GmbH



Dear Colleagues, we like to offer you these machines subject to prior sale.

Ref.-No.: 9293
 Model: SM 52-4 H+LX
 Manufacturer: Heidelberg
 Year of manufacture: 2000
 Serial No.: 204293
 Imps.(mio.) ca.: 92 Mio.
 Delivery: Installed in our warehouse
 Equipment: Alcolor with MGE cooling, CP2000, Autoplate, Preset, all washers, coating unit, extended delivery X1, IR dryer, Eltex antistatic, Grafix alphantronic 200 powder sprayer

Ref.-No.: 9498
 Model: 304 P HOB
 Manufacturer: Roland
 Year of manufacture: 2000
 Serial No.: 28764 B
 Imps.(mio.): 121 Mio
 Delivery: In stock
 Equipment: Rolandmatic dampening, CPL, RCI, Perfecting 4/0; 2/2, Multi CCI, WEKO T77, IR dryer Eltosch



Other current offers:

- Sheet-fed Press | 1-colour Offset | 2-colour Offset
- 4-colour offset | 5-colour Offset | 6-colour Offset
- 8-colour Offset | 10-colour Offset
- 12-colour Offset | 1-colour Letterpress
- Finishing | Converting | Paper processing
- Pre-Press | Cutting Machines | Cutter machine-accessories
- Wrapping machines & others | Spare parts

We are dealers for used printing machines, post-press and pre-press. Main brands: Heidelberg, MAN Roland, Polar, KBA Stahl, Wohlenberg, Schneider Senator, MBO and all the other brands around. If you are searching for anything or you have any questions, please don't hesitate to

contact us @

SHS-CAS Graphische Maschinen GmbH
 Oststraße 87, 22844 Norderstedt Germany

Tel.: +49 (0) 40 52 10 20 60

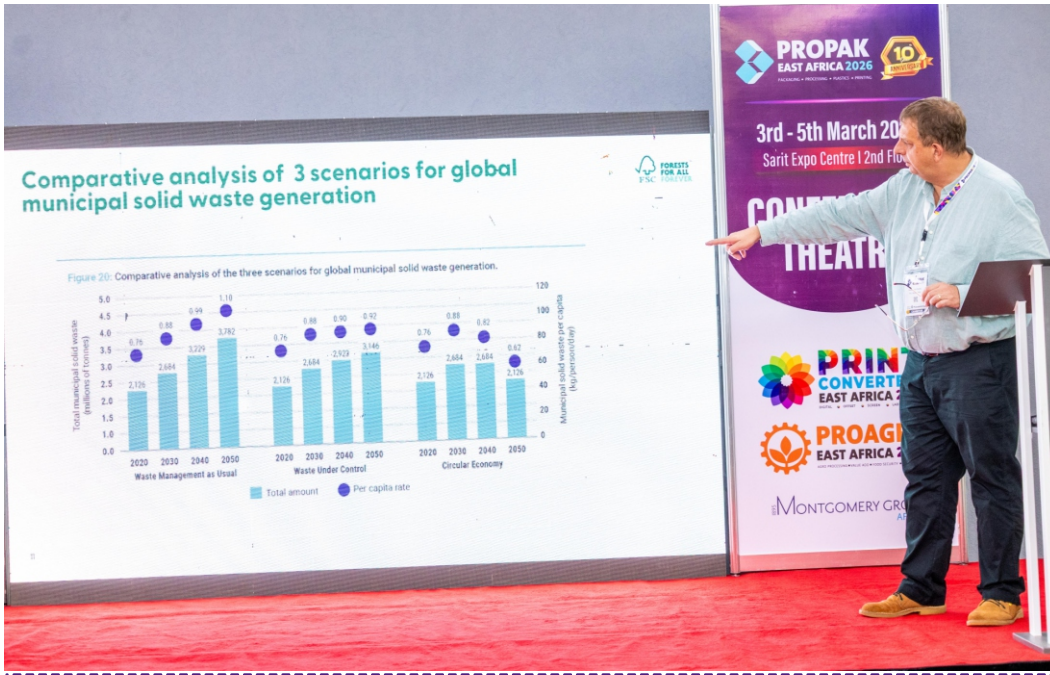
Fax: +49 (0) 40 52 10 20 620

Email: office@shsgm.com

Website: www.shsgm.com

EASTERN AFRICAN PACKAGING SUMMIT – 4TH EDITION

...bringing together industry leaders to discuss innovations, trends, and the future of packaging in the region.



The East African Packaging Summit opens PROPAK East Africa 2026 with a high-level, insight-driven conference dedicated to advancing the future of packaging across the region. As East Africa's economies expand and regional trade integration deepens, packaging has emerged as a critical enabler of industrial growth, cross-border commerce, brand competitiveness, and sustainability transformation. The summit convenes industry leaders, policymakers, manufacturers, brand owners, and innovators to examine the market forces, regulatory developments, and technological advancements shaping the next phase of packaging in Eastern Africa. Check out these images highlighting the 4th edition:



CONFERENCE PROGRAMME DAY 3



PROPAK EAST AFRICA CONFERENCE 2026



Your value-add experience at Propak: three days of expert insights, training, and sector-driven conversations designed to elevate East Africa's manufacturing ecosystem.



3-5 MARCH 2026
SARIT EXPO CENTRE

For More Info www.propakeastafrica.com



DAY 3

UNLOCKING EAST AFRICA'S PROCESSING POTENTIAL

A deep dive into finance, innovation, and inclusive value chains, exploring what drives growth in the region's food & beverage processing sector where finance, innovation, and markets meet.



5th March 2026
09:00-16:00

CHARGES KSH 3,200

BOOK YOUR SLOT

www.propakeastafrica.com



DAY 3 CONFERENCE SPEAKERS



Ian Minjire Kibira

Co-founder & Chairman, Melanin Kapital

Competing Globally: Standards, Strategy & Smart Capital for African Industry



Daniel Kirui Njoroge

Managing Director, Afropack Group

Competing Globally: Standards, Strategy & Smart Capital for African Industry

FREE TO ATTEND

5th March 2026
09:00-16:00

REGISTER NOW



DAY 3 CONFERENCE SPEAKERS



Bill Omondi

Professional and Business Development Associate at Protos Capital

Green Financing Tools for Industrial Companies



Jonathan Bamber

Co-Founder & CEO, Burton & Bamber

The SME Story - Building Processing Businesses That Scale



John Macharia

Head of Marketing, Kombucha Kenya

Beyond the Bottle: Innovation & Authenticity in East Africa's Beverage Industry

EAST AFRICA IS ROTOCON'S STRATEGIC GROWTH FRONTIER ROTOCON (Stand D4) ROTOCON



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with Rotocon Team

As ROTOCON returns to PROPAK East Africa 2026 for the fourth time, the message from its leadership team is clear: East Africa is no longer an emerging outpost; it's a strategic growth frontier.

Directors **Pascal** and **Patrick Aengenvoort**, joined by newly appointed Kenya-based Sales Manager **Eugene Isenija**, are using this year's exhibition to deepen the company's regional footprint and reinforce its long-term commitment to the market.

A key announcement at this year's show is the appointment of Eugene Isenija, who will head up sales and technical support in Nairobi. "We recently employed Eugene to service our East African market," says Pascal Aengenvoort. "He has 11 years' experience as an electronics engineer and understands the ins and outs of the printing business in East Africa." Eugene's dual technical and commercial capability is a strategic advantage, Patrick adds. "He's not only a salesman – he's a technical expert. He can sell and support the equipment. That's incredibly valuable in this market."

Beyond its comprehensive range of printing and digital finishing machines, ROTOCON has also built a steady business in rotary and flexible dies, supplying customers in the region directly from Johannesburg.

According to Eugene, demand for print consumables in East Africa is on an upward trajectory. "It's a growing market at the moment, and demand is good," he says, pointing to increasing investment in local converting capacity and rising quality

expectations from brand owners.



© ROTOCON RFP flexographic printing press available in 350S | 450S | 530S | 660S series

While no fixed show specials are being advertised, Patrick emphasises the company's willingness to structure deals around customer needs. "We're always open to talk with customers," he says. "If there's any possibility for a discount or a deal, we're ready. We're known in the industry for helping customers grow their companies. We also offer extensive financing plans and services."

That growth-focused approach underpins ROTOCON's broader value proposition. Pascal believes the company's reputation speaks for itself. "We have a long-standing history and a perfect track record in the industry," he says. "It's about how we deal with customers, how we sort out problems, and how we help them grow. There's no other company in the world that has the kind of care package we offer – from the owners to the staff on the ground, everyone takes ownership."

East Africa: the next frontier

For ROTOCON, East Africa is far more than a satellite market. "Very important," Pascal states. "In Africa, this is the next frontier. We're investing knowledge, resources, and time in this market." The company is focused on securing direct sales and building long-term relationships. "ROTOCON is a truly African company," he adds.

Patrick believes the Kenyan market, in particular, is primed for higher-end technology. "The big brand owners here have tasted quality," he says. "They expect a certain standard, and they're ready for quality machines and five-star service. That's what we deliver."

Pascal agrees, predicting rapid convergence with more mature markets. "I see this market, in the next 10 years, reaching South African standards. You can feel the excitement – the growth is tangible. It takes time, but it's inevitable."

With four consecutive appearances at PROPAK East Africa and boots firmly on the ground in Nairobi, ROTOCON is backing that belief with sustained investment – and a clear intent to grow alongside the region's converters.

ACEPAK REINFORCES ITS 30-YEAR PRESENCE IN THE EAST AFRICAN REGION WITH GUARANTEES Acepak (Stand D5) ACEPAK



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with Acepak Team

Acepak is not unveiling new machinery at PROPAK East Africa 2026, but reinforcing a 30-year presence in Kenya and the wider East African region.

"We've been in Kenya for 30-plus years," says Sales Director **Justin Tomsett**. "This show is about maintaining visibility and reminding the market of the full scope of what we do."

Acepak works locally through long-standing agent KEP Services, providing technical backup and on-the-ground support. "Having a reliable service partner here is key," Justin notes. "It gives customers confidence that the backup is there."

While many Kenyan customers associate Acepak with shrink wrappers and case packers, the company is using this year's platform to showcase the depth of its broader portfolio – from small sealers to high-speed filling lines, palletisers, depalletisers, and robotics. "A lot of clients aren't fully aware of how wide our range actually is," he

says.

On guarantees, Justin is unequivocal: "Whatever we sell is guaranteed to do the job it's quoted to do, otherwise you get your money back. That's in writing. It's part of our ethos."

East Africa remains strategically important, with machines installed across Kenya, Uganda, and Tanzania. "This market values versatility," he adds. "Clients often run multiple product formats on one line, so flexibility and functionality are critical. And when they invest, it's long-term. We've got machines here that are over 50 years old and still running."



© Acepak Wrap Around Case Packer

FILMATIC PRESENTS DECO ROLL-FED LABELLING MACHINE AND OTHERS TO A FAST-EVOLVING, OPPORTUNITY-RICH MARKET Filmatic (Stand B5)



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with Filmatic Sales Manager, Clint Groom

At PROPAK East Africa 2026, Filmatic Packaging Systems is reinforcing its position as one of Africa's leading OEMs in liquid filling and packaging solutions.

Founded in South Africa more than four decades ago, Filmatic designs and manufactures a wide range of filling machines – from semi-automatic units to high-speed rotary systems – serving the dairy, beverage, water, edible oil, and FMCG sectors. The company has a substantial installed base across Africa, as well as in

Europe, Australia, and Russia, supported by 24/7 technical teams and regional service partners.

Key Account Sales Manager **Clint Groom** says a major focus is Filmatic's in-house developed Deco roll-fed labelling machine, launched in late 2024. "It's selling very well because of the savings on label costs compared to self-adhesive and shrink sleeves," he explains. "It can run from 5 000 up to 50 000 or 60 000 bottles an hour, so the versatility is key." The machine complements Filmatic's fastest filling lines and positions the company to serve both mid-sized producers and high-volume multinational operations entering East Africa.

In Kenya specifically, tub fillers remain a top seller. "Yogurt is huge here," Clint notes. "We sell at least four tub fillers a year in Kenya." Rotary level fillers for popular dairy drinks such as mala (similar to drinking yoghurt) are also in strong demand.

Filmatic's commitment, says Clint, is embedded in its African roots. "We're an African OEM with a huge installed base. Our machines are robust, parts are

Continued on page 21

© Filmatic's deco roll-fed labelling machine



readily available, and we have 25 technicians available 24/7." In Kenya, long-standing agent KEP Services provides local support, with additional technicians deployed from neighbouring countries when needed.

A strategic growth region

East Africa is one of Filmatic's largest regional markets. "It's strategically very important to us," Clint says. "There's strong growth, especially among smaller, regional start-ups."

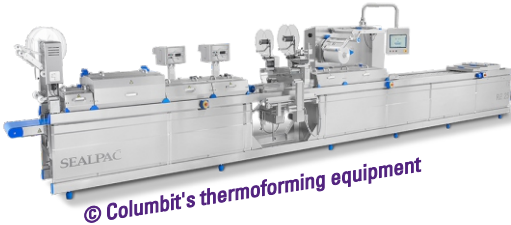
Unlike South Africa's more consolidated landscape, East Africa's packaging demand is highly regionalised. "You'll find specific products packed for specific regions," he explains. "That's why versatility and functionality are critical. Clients need machines that can handle multiple formats and sizes on one line."

For Filmatic, the show is about direct sales and long-term relationships – and positioning its technology for a fast-evolving, opportunity-rich market.

COLUMBIT PRESENTS FULL-SPECTRUM PACKAGING SOLUTION AT PROPAK EAST AFRICA 2026



Client: Columbit (Stand 39)



© Columbit's thermoforming equipment

Columbit is utilising its presence at PROPAK East Africa 2026 to position itself as a full-spectrum packaging partner for a region it views as rich in long-term potential.

Headquartered in South Africa, Columbit is known for designing and manufacturing complete packaging solutions – from raw material handling and primary processing through to filling, sealing, labelling, and end-of-line systems. Its portfolio spans thermoforming equipment, form-fill-seal systems, bagging solutions, preform and closure-related technologies, as well as turnkey integration for food, beverage, and industrial applications.

"We can supply everything from raw material to end-of-line packaging," says CEO **Werner Rautenbach**. "It's about a turnkey solution. We don't just sell a machine, we build a complete line around the customer's needs."

Building presence in East Africa

While Columbit's footprint in East Africa is still developing, the company has already supplied two machines to

Uganda and is actively building brand visibility across the region. "For us, this is not just a market, it's about potential," Werner explains. "We are still in the support phase, building our presence step by step. It's not yet a big footprint, but we are laying the foundation for long-term growth."

He points to increasing demand for more advanced packaging formats, driven by a growing multinational presence and evolving retail expectations. "There is a move towards better presentation and more value-added packaging," he says. "We have to follow that trend and support it."

On show specials, Columbit prefers a tailored strategy. "Any offers will be individual," Werner notes. "We look at each project on its own merits." Commitment to customers, he adds, is embedded in the company's ethos. "It's proof of commitment, not just words. We stand behind what we supply and support our customers to grow to the next level."



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with Columbit Team

Different dynamics to South Africa

Comparing East Africa to South Africa, Werner observes notable differences in product mix and processing trends. "The packaging and products are quite different," he says. "In South Africa, we see more processed products. Here, it's more regional and more varied."

For Columbit, the opportunity lies in supporting that transition, particularly as international brands expand their manufacturing footprint in East Africa. "The multinational presence is growing," he concludes. "And with that comes the need for higher standards and integrated packaging solutions. That's where we see our role."

"WE DON'T WALK AWAY FROM CUSTOMERS – WE BUILD RELATIONSHIPS". Client: Heat & Control (Stand B16)



With more than seven decades of global processing expertise behind it, Heat and Control arrived at PROPAK East Africa 2026 focused less on fanfare and more on long-term market development, underscoring both its established regional footprint and the breadth of its integrated processing capabilities.

Founded in the US more than 75 years ago, Heat and Control designs and manufactures complete processing and packaging systems for the snack, potato, protein,

and prepared foods industries. Its solutions span seasoning, conveying, weighing, inspection, frying, and packaging integration, supported by a global engineering network. The company has operated in South Africa for over 30 years and has maintained an East African footprint for nearly 25.

"We're largely focused on the snack industry," says Regional Sales Manager **JC van der Westhuizen**.

"But we also want to highlight our French fry processing lines and further protein processing systems – breading, crumbing, and battering solutions."

The company is also promoting its agency partnerships in Sub-



© Heat and Control French fry processing line

Saharan Africa, representing Urschel Laboratories for cutting technologies and CEIA for inspection and metal detection systems.

"We celebrated our 75th anniversary last year," JC notes. "We don't walk away from customers – we build relationships".

A large South African engineering team supports Sub-Saharan Africa, backed by global technical resources from Europe, India, China, and Australia. "Service and backup are probably the most important parts," he adds.

Growth, with patience

Heat and Control sees clear growth across East Africa, particularly beyond Kenya. "The Kenyan snack market is well established, but Tanzania and Ethiopia are emerging," he says. Projects can take years to materialise. "We've been speaking to one customer since 2019," JC explains. "Africa takes time. It's about sustainable, long-term partnerships, not quick wins."

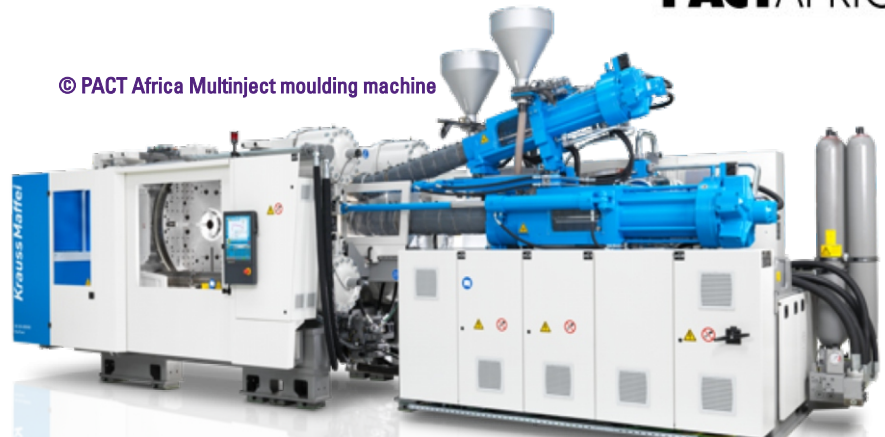
To address more price-sensitive segments, the company has expanded its mid-range offering through its Indian manufacturing arm (Flavorite), creating a bridge between entry-level lines and its premium systems. "Our equipment runs for 30-plus years," he concludes. "It's a long-term investment. Once it's paid off, that's when customers really start making money."

Continued on page 22

At PROPAK East Africa 2026, PACT Africa is showcasing its commitment to precision and reliability in a market often swayed by cost considerations. PACT Africa (Stand A22) **PACTAFRICA**



© PACT Africa Multinjet moulding machine



Managing Director **Ben Cockram** highlights that investing in quality machinery ultimately delivers better results, a philosophy that resonates with manufacturers looking to raise production standards.

PACT Africa was established in 2022 to bring world-class plastics and packaging machine solutions to African manufacturers through partnerships with leading global suppliers. Its portfolio includes thermoforming systems for trays, cups, and fibre packaging, injection moulding technologies for containers and preforms, extrusion plants, quality inspection solutions, and other

production systems – all backed by technical support and after-sales service tailored to local needs.

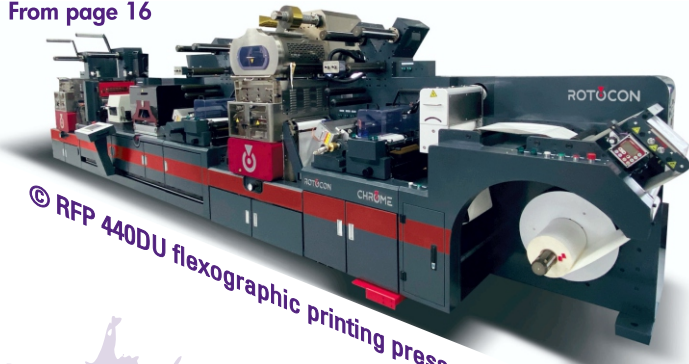
In Nairobi, Ben was clear about his core message. “When you have quality equipment, you can make the cheapest product,” he says. “Thermoformers have to be of the highest standard, because you’ve got a whole supply chain to respect.” For him, the goal is not simply selling machines, but helping customers deliver consistent quality that supports export ambitions and brand credibility.

Despite a generally low expectation of equipment

quality in some segments of the East African market, Ben points out that there are “people who want to export and need to make sure the value of what they’re producing is carried through to the end user.”

On his expectations for PROPAK, he keeps it straightforward: “We come without expectations... come with no expectations. That’s the key. And you won’t be disappointed.” For PACT Africa, the focus remains on building long-term relationships rather than chasing quick sales, and on expanding awareness of quality machinery amidst a price-driven landscape.

From page 16



© RFP 440DU flexographic printing press



© Chrome RFP440DU flexographic printing press



© RSI 440 | 560 slitting, rewinding & inspection system

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2026?

We expect meaningful engagement, new partnerships, and continued growth opportunities in the East African market.

THANK YOU FOR YOUR TIME.

You're welcome.



© ROTOCON Team at PROPAK East Africa 2026

ROTÖCON

Africa's leading **brand** of
machinery for the **label**
printing and **converting**
industry.



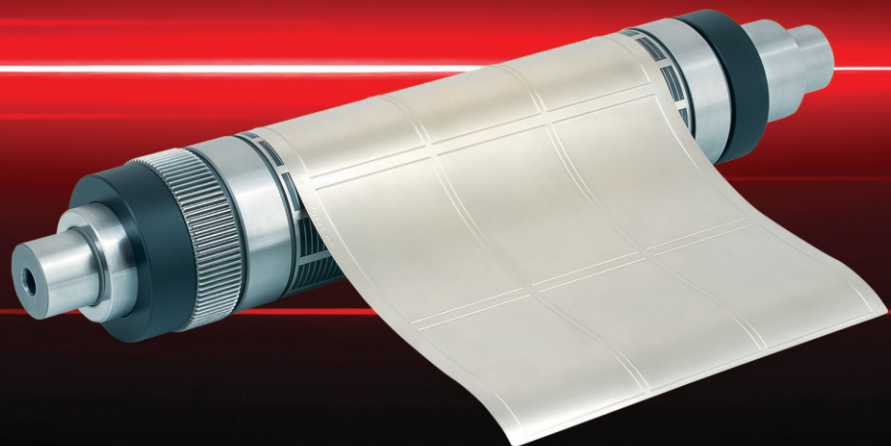
Perfect **Digital** Partnership
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Experience and precision perfected

Step into the world of die making and tooling excellence with ROTOCON. With a legacy of decades of expertise and innovation, we redefine industry standards. Our products are crafted with precision and backed by unrivaled commitment to customer service and satisfaction. Experience the difference with ROTOCON - where quality meets innovation.



Visit us at Stand D4 to learn more.

www.rotoccon.world