

PROPAK EAST AFRICA 2026



DAILY

DAY 3 MAR 05, 2026

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DAILY NEWS, REPORT & INSIGHTS AT THE SHOW

DAY 2 GETS THE DEALS DONE



Strategic connections, live demonstrations, and high-stakes negotiations. **DAY 2 at PROPAK East Africa 2026** has been defined by one thing: **Getting Deals Done** as eager attendees converged on the **Sarit Expo Centre**, eager to connect, meet, and network with renowned industry brands from over **35 countries** showcasing their latest cutting-edge technology and solutions. **PROPAK East Africa DAILY** reports:

At the ongoing **PROPAK East Africa 2026** (March 3-5, 2026) in Nairobi, **DAY 2** was marked by a surge in high-value connections, impactful product demonstrations, and strategic negotiations that successfully culminated in several major contracts signed across the show floor.

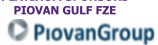
PROPAK East Africa DAILY gathered that exhibitors leveraged the event's regional connections to deliver innovative and tailored product demonstrations in all segments of packaging, printing, plastics, and food processing that have resulted in major deals signed,

reinforcing PROPAK East Africa's market-leading position in the region.

Therefore, as innovation continues to deliver cutting-edge technology and new-age packaging solutions, **DAY 2** of the 10th anniversary edition of PROPAK East Africa is all about the connections and demonstrations driving the industries forward, thereby defining the next era of manufacturing across the region. Check out the following images that visualize **DAY 2** across the show floor:

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QUOTE OF THE DAY...

We honour the companies and individuals who have walked this journey with us. Their participation and trust have made PROPAK East Africa a leading force in the sector — and their success stories highlight what is possible when industry comes together with purpose.

Angela Kinyua, the Managing Director of **Montgomery Group East Africa LTD**, organiser of **PROPAK East Africa**, etc

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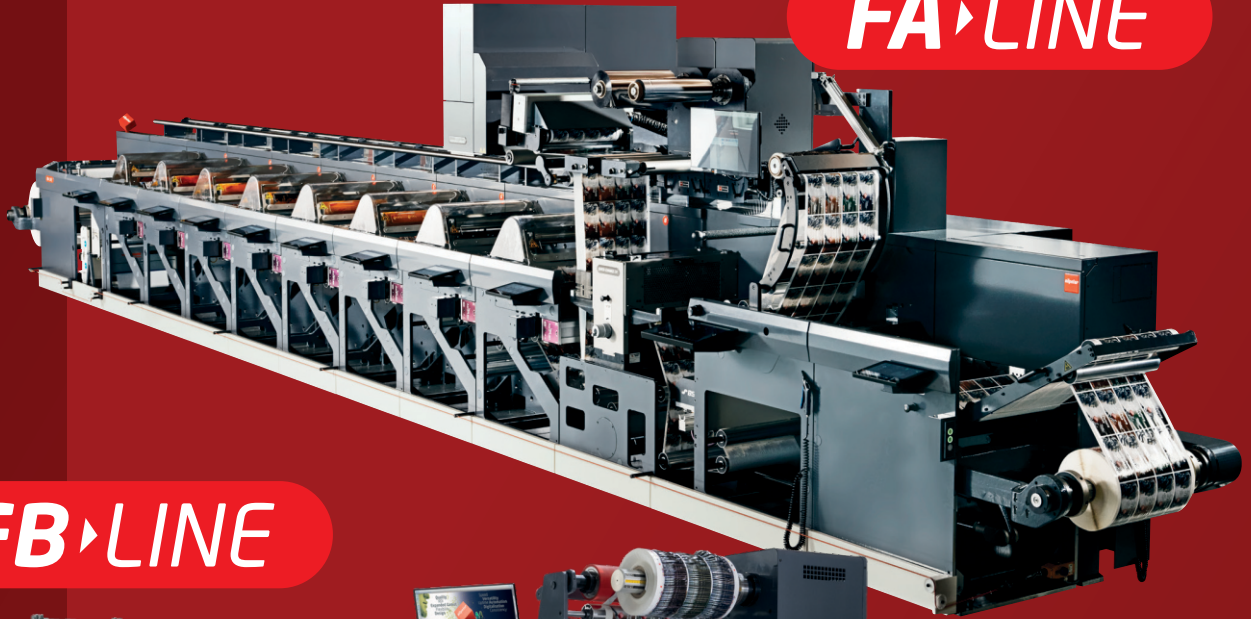
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Continued on page 6

The Future is Flexo

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nilpeter



BOBST EXPERTFOLD: REDUCED WASTE, LOWER COSTS, AND ZERO-FAULT OPERATION FOR CARTON CONVERTERS

Globally, the pressure on folding carton converters has rarely been higher. Despite continued economic pressure, delivering high-quality and cost-effective products with short lead times is increasingly seen as a minimum requirement. In this environment, where the smallest mistakes can prove costly, working with trusted technology partners is crucial for converters looking to build a competitive advantage.

BOBST represents the gold standard in converting, offering comprehensive solutions for printing, embellishing, die-cutting, folding-gluing, and quality control for carton manufacturers of all sizes.

BOBST innovations enable folding carton suppliers to automate and digitalize their production processes through advanced connected solutions. Central to this digital integration is the cloud-based BOBST Connect platform, seamlessly connecting every step from customer PDF to finished product, while maintaining 100% quality control.

Ensuring zero-fault production is critical for customer satisfaction, operational efficiency, and reducing waste. BOBST aims to deliver all of this by driving maximum productivity and consistent quality throughout the production line – and it's this aim that has driven the development of a new wave of machinery innovations.

EXPERTCUT 106 PER: A game-changing innovation for converters



Efficient setup is crucial for flatbed die-cutters. The EXPERTCUT 106 PER features two groundbreaking innovations - ACCUPLATEN and ZERO PATCHING - that reduce setup times and material usage significantly. ACCUPLATEN minimizes and compensates for platen deformation, cutting patching time by up to 80%, increasing tool lifespan.

Since ACCUPLATEN is only available on new machines, a corresponding ZERO PATCHING plate is being made available for previous-generation machines and for converters who are looking for a job-specific solution. The plate evens out platen deformation according to the pressure based on machine-specific platen properties, reducing patching time by between 50-80%.



Both solutions reduce the number of sheets used for quality checks during the machine setup and improve the die-cutting and creasing quality of the final blanks for easier downstream processing.

Cost-efficiency and sustainability with POWER REGISTER Plus

POWER REGISTER Plus reduces waste by incorporating smaller register marks on the sheet edges, saving up to 4mm of carton per sheet, equating to potential savings of approximately 0.5% per job - up to one ton of carton per million sheets. Reduced waste improves both sustainability and efficiency, and those marginal gains will add up to a significant cost saving over time.

For enhanced sustainability, the Energy Efficiency Pack includes energy-efficient air pumps, an Energy Recovery System that transforms machine braking energy into electricity, and an improved Bernoulli airflow system. These features collectively reduce energy consumption from 5 kWh to 4 kWh per 1,000 sheets, saving up to 1 MWh per million sheets. In addition, Energy Monitoring via the HMI identifies additional savings opportunities, enabling converters to fine-tune their machine's operation.

Enhanced connectivity and automation: EXPERTFOLD 50/80/110 with Matic and ACCUPRESS

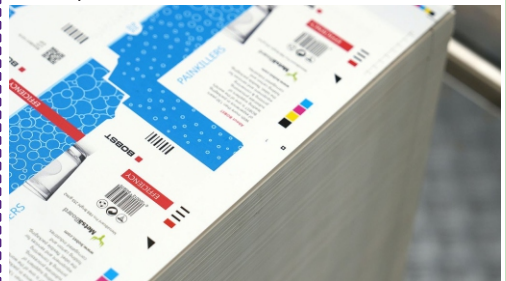
The new EXPERTFOLD folder-gluer further enhances productivity, connectivity, and versatility, aligning with BOBST's commitment to digitalization, automation, and sustainability. Fully automated Matic setups, remote job recipe management, and an independent motorized glue unit significantly reduce setup time and enhance operational efficiency.

The EXPERTFOLD enables converters to choose motorized lateral positioning, fully automating machine setups and saving up to 10 minutes per changeover. ACCUPRESS further shortens setup time by recalling preset pressure zones via the SPHERE HMI, ensuring optimal glue application consistently. The SPHERE HMI integrates directly with BOBST Connect, enabling comprehensive monitoring of equipment and performance data, with storage capacity for up to 5,000 job recipes. This allows quick recall and

streamlines setups.

Energy-saving innovations

The energy consumption monitoring represents an important advantage for all converters eager to detect potential energy savings. However, to help cut down on the use of precious resources and drive sustainability, the most recent changes on the EXPERTFOLD include an independent gluing unit, which enables the station to run, even if the rest of the machine is on standby. The glue wheel will continue to move, ensuring that the glue does not dry and that the following boxes can be produced without any impact on the gluing quality. With the motorized unit, precious glue can be saved, and because the disk does not need to be removed manually for cleaning, the maintenance time can be reduced by about 5 hours per week.



Digital Job and Recipe Management Workflow

The EXPERTFOLD's digital workflow allows proactive preparation of job recipes in the back office, which are directly transmitted to the production floor. Operators access job lists via the SPHERE HMI, reducing manual preparation and setup times. Automatic notifications confirm job receipt, enhancing production efficiency and planning accuracy. Advanced job programming ensures continuity and consistency across shifts and operator changes, improving overall productivity and quality.

BOBST Connect Essential provides converters with extensive performance data and equipment monitoring. Detailed reports on productivity, quality variations, and machine summaries support informed, data-driven decision-making.

BOBST continuously innovates to address the evolving needs of the packaging industry, empowering converters to achieve zero-fault packaging production. With a focus on innovation, digital connectivity, automation, and sustainability, BOBST is setting new standards for packaging manufacturing.

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“PREMIUM FLEXO, POWERED BY AUTOMATION AND DIGITALISATION, HAS A FUTURE IN AFRICA.” Nilpeter (Stand No. B11)



For Thomas S. Andersen, Area Sales Manager at Nilpeter, this year's show has felt noticeably different. While footfall may have been slower than previous editions, Thomas is clear that the company's African ambitions remain firmly intact. “This is not a once-off thing. We were here last year, we're here this year, and we'll be here next year. We are committed to doing business in Africa.”

That commitment extends well beyond visibility. Nilpeter is on what Thomas describes as a crusade to re-establish and strengthen its footprint across Africa, including southern and eastern Africa, where the brand is well known but has historically relied on distribution partners. Now, the Danish manufacturer is taking a more direct approach to branding, relationships, and market engagement.

Despite Africa's reputation for price sensitivity, Thomas is unapologetic about Nilpeter's premium positioning. “The answer is no,” he says when asked whether price is a barrier to entry. “We are the most expensive. We're also the best in the market.” In fact, he believes South Africa is more price sensitive than many East African markets, yet Nilpeter continues to find its place there.

The company's confidence is rooted in strategy. As competition intensifies, particularly from Indian and Chinese manufacturers, Nilpeter has chosen a clear path: “The future is flexo. We will continue to develop flexo,” Thomas states. But this is flexo reimagined.

At recent international exhibitions, Nilpeter has demonstrated technology that challenges the stereotype of flexo as analogue and outdated. One highlight is its “digital shadow” concept – a fully interactive 3D virtual



twin of a press, developed using gaming software technology. “You buy a physical press, and you get a virtual shadow of that press,” he explains. Operators can simulate, train, troubleshoot, and even remotely run the machine through this digital interface. The long-term vision? A highly automated production environment where multiple presses are controlled



© Nilpeter's Thomas S. Andersen with PPM/ PROPAK East Africa DAILY, Anton Pretorius

centrally – potentially even remotely.

Automation, however, is not about replacing people, he stresses, but about unlocking productivity. “We've realised we have to teach more productivity. Customers must mine the efficiency from the machine.” He points to installations where higher-end Nilpeter presses have elevated overall plant performance, raising speed and competitiveness across entire operations.

“We are committed to doing business in Africa.”

Africa's growth potential lies not only in established converters but also in regional producers and vertically integrating manufacturers – dairies, water companies, and food producers bringing printing in-house. “There's a real demand for quality,” Thomas says. “Even smaller producers want really, really good labels and packaging.”

With a new FB-17 press installation commencing in Nairobi and one of its strongest global financial years behind it, Nilpeter's message at PROPAK East Africa 2026 is clear: premium flexo, powered by automation and digitalisation, has a future in Africa – and Nilpeter intends to lead it.

“AFRICA IS FIRMLY ON FSC'S STRATEGIC RADAR.” FSC (Stand No. A21)



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with FSC's Market Development Manager for Africa, Gerard Busse

The Forest Stewardship Council (FSC) is sharpening its focus on East Africa's packaging sector, a market it sees as both underdeveloped and full of long-term potential.

Gerard Busse, FSC's Market Development Manager for Africa, explains that the organisation's footprint on the continent varies significantly by region. “In South Africa, we've been around for 30 years, so we're quite established in packaging,” he says. “In Kenya, our presence hasn't been as long, and the drivers for certification are different.”

The numbers tell the story. South Africa accounts for around 220 FSC certifications, Egypt has more than 100, while Kenya currently has just 14. “So with Kenya we're really trying to identify the packaging sector as a major growth area for us,” Gerard explains. “That's why we started exhibiting here last year.”

Encouragingly, FSC now has a permanent team on the ground in Nairobi, with four staff members supporting market development. The priority is clear: grow FSC's chain-of-custody (CoC) certification base, the system that verifies responsibly sourced material throughout the supply chain.

Adoption, however, has been gradual. “It's been fairly slow,” Gerard admits. He attributes this to market dynamics common across much of Africa. Certification tends to be stimulated either by a strong domestic consumer market, as seen in South Africa, or by export-driven industries. In North Africa and parts of the Congo Basin, export markets for timber and packaging products drive certification demand.



Continued on page 19



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'WE HONOUR YOU'



With a thankful note from **Angela Kinyua**, MD, Montgomery Group East Africa LTD, organiser of **PROPAK East Africa** and other leading regional shows, and a serenade by the talented Content Manager, **Meshack Kaburi**, the 10th Anniversary Celebration continued with the characteristic **DAY 2 - Exhibitor Cocktail Function** at the exclusive premium entertainment, dining, gaming, and lounge - **The Alloy**.

Set to ease nerves and stress associated with an event of PROPAK's magnitude, the highlight of the Exhibitor Cocktail Function was the presentation of awards to exhibitors by Montgomery Group East

Africa LTD. "We honour the companies and individuals who have walked this journey with us. Their participation and trust have made PROPAK East Africa a leading force in the sector – and their success stories highlight what is possible when industry comes together with purpose," noted Angela.

And as participants relaxed, laughed, and mingled in Ally's cool and idyllic setting, PROPAK East Africa DAILY brings you images that captured the unforgettable moment:

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Continued on page 11



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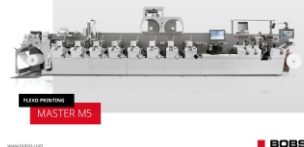


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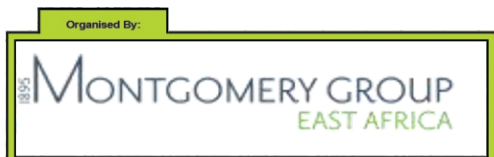
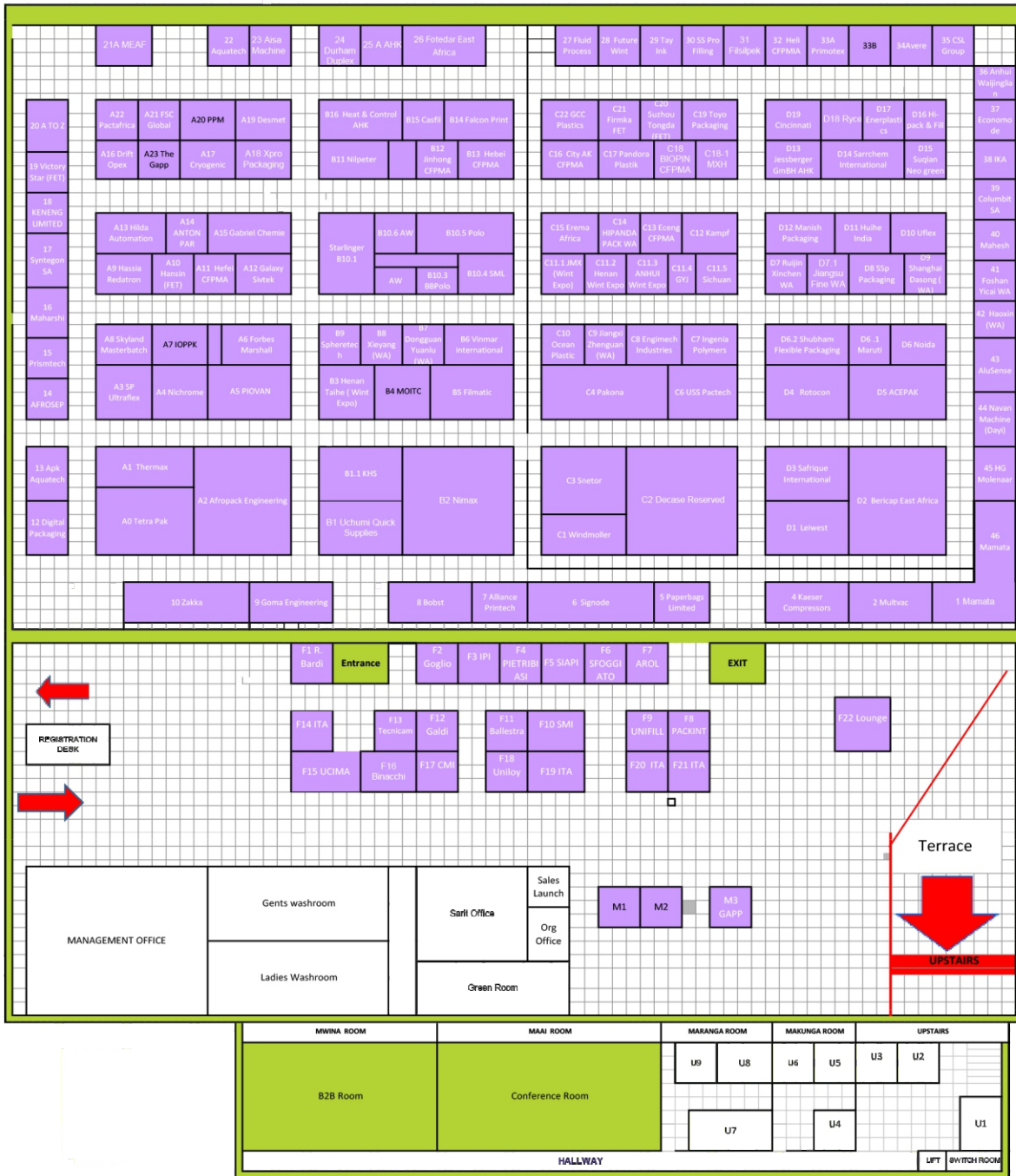


FLOOR PLAN

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		





Continued on page 15



Continued on page 16





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Ref.-No.: 9498
 Model: 304 P HOB
 Manufacturer: Roland
 Year of manufacture: 2000
 Serial No.: 28764 B
 Imps.(mio.): 121 Mio
 Delivery: In stock
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PRINTING MASTERCLASS EXPLORES MARKET TRENDS AND GROWTH OPPORTUNITIES

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Delivered as part of **PROPAK East Africa**'s value-creation to stakeholders, the masterclass on **DAY 2** went beyond theory to address real-world production challenges, commercial decision-making, and emerging technologies shaping the future of print. Facilitated by industry experts such as **Jermaine Naicker**, Managing Director, **Printing SA**, **Phil Walsh**, Inkjet Guru, **Former Vice President, Kodak**, **Abisha Katerere**, Business Development & Marketing Manager, **Printing SA**, **Irfaan Badrudin (Skye)**, Director, **Keyline Design College**, and **Stuart Baylis**, Group Operations Manager, **Polyflex Premedia Group**, the one-day technical training programme truly upskilled professionals across the printing, packaging, branding, and visual communications value chain.

Participants at the one-day **Printing Masterclass** were exposed to the latest market trends and growth opportunities in various printing genres such as hybrid inkjet printing for packaging, design for print and packaging, expanded colour gamut (ECG) printing, and the practical integration of AI in creative and production workflows. **PROPAK East Africa DAILY** reports:

By combining strategic insight, hands-on technical knowledge, and regional expertise, each session was powered by **Printing Industries Federation of South Africa (Printing SA)** and provided actionable tools that drive professional development, leaving participants wanting more. Check out the following picture highlights from the impactful sessions:



Kenya, by contrast, is more locally focused, with a smaller affluent consumer base and fewer export pressures. "In South Africa, big retail has been a major driver," Gerard adds. Retailers' procurement policies often compel suppliers to become certified, something not yet as prevalent in East Africa.

This year at PROPAK East Africa, FSC shifted its emphasis. While last year centred on general brand awareness, 2026 has seen a stronger focus on FSC's three labels and on recycling. Gerard delivered a conference presentation examining recycling trends in East Africa against global benchmarks. "The African average for municipal waste recycling is about 4%," he notes. "In Europe, it's over 60%." For FSC, the gap highlights both a challenge and an

opportunity.

The organisation is advocating a multi-pronged ecosystem approach, engaging government on procurement and waste policies, supporting businesses in increasing recycled content and upgrading facilities, and educating consumers on waste segregation. "It's about creating the right ecosystem," Gerard says.

Africa is firmly on FSC's strategic radar. "When I joined nearly seven years ago, our Africa team was eight people. We're now just under 30." The continent currently has around 11 million hectares of FSC-certified forest, a figure Gerard believes could ultimately be three to four times higher.

"EAST AFRICA IS IMPORTANT TO SKYLAND BECAUSE EAST AFRICA IS GREEN."



Skyland Masterbatch (Stand No. A8)



© Skyland Masterbatch's Country Head, Kenya, Faith Kimani, and Carol Kimani, Sales and Marketing Executive with PPM/ PROPAK East Africa DAILY, Anton Pretorius

sectors across Africa.

The company recently strengthened its regional footprint with the launch of its Kenyan branch, reinforcing its commitment to local support and faster supply. With ongoing global shipping disruptions affecting some import routes into East Africa, Skyland sees opportunity in its supply chain configuration.

"Some shipments from the East have been cancelled," Faith explains, referencing geopolitical tensions affecting trade lanes. "Since our products are coming from the South, it's easier bringing them here. So we can take that advantage." While footfall at this year's show has been slightly slower compared to 2025, the team remains optimistic. "Day one was slow," Carol says. "But from day two, it starts picking up. You can already see the difference."

For Skyland, East Africa represents more than just a sales territory; it is a growth frontier. "East Africa is important to Skyland because East Africa is green," Faith concludes. "And if it's green, then we will grow together."

Sustainability was more than a buzzword on Skyland Masterbatch's stand; it was the core message.

Leading the conversation were Faith Kimani, Country Head for Kenya, and Sales and Marketing Executive Carol Kimani, who highlighted the company's flagship Oxo Biodegradable masterbatch as the centrepiece of its East African strategy.

"The Oxo-Biodegradable Masterbatch is the big one. That's the flagship," Faith explains. "It's formulated to promote degradation, even in a landfill."

Skyland's Oxo-Biodegradable Masterbatch additive is engineered with a pro-oxidative catalyst that accelerates polymer breakdown in two distinct phases: abiotic (oxidative degradation triggered by heat, light, or mechanical stress) and biotic (microbial assimilation of the fragmented material). The process ultimately converts plastic into carbon dioxide, water, and biomass under appropriate conditions. "It breaks down completely," Faith says. "And it's controlled, depending on the lifecycle you want."

In a region where landfill remains the dominant waste management method, the technology is positioned as a pragmatic sustainability solution for converters and brand owners under growing environmental pressure. Unlike compostable alternatives that require industrial composting infrastructure, Oxo-biodegradable materials are designed to degrade within conventional waste streams, a key consideration in many African markets.

However, Skyland's sustainability pitch is balanced by commercial realities. East Africa, the team acknowledges, is highly price sensitive. "East Africa is a bit price sensitive," Carol notes. "And that's why we introduced the Econo range." The Econo range is Skyland's cost-effective product line, developed to meet budget constraints without compromising core performance standards. "It's cost-effective," Faith emphasises. "But it does not compromise on performance."

This dual-offering strategy, premium sustainability solutions alongside competitively priced alternatives, reflects Skyland's broader positioning as a flexible masterbatch supplier serving packaging, FMCG, and industrial plastics

"SAFRIQUE MARKS ITS 30TH ANNIVERSARY BY EXPANDING ITS DIVERSE PRODUCT PORTFOLIO."



Safrique International (Stand No. D3)

Safrique International marked more than another exhibition appearance during PROPAK East Africa 2026; it celebrated a milestone.

Founder Mervyn Moodley confirmed that the company reached its 30-year anniversary this week, a landmark he describes as the product of "nothing but sheer hard work."

"Sometimes you can work very hard at something, and it doesn't result in success immediately," Mervyn reflects. "But if you continue with the hard work and the passion, successful things start happening along the way. You develop a sense for what works and what doesn't."

From its base in South Africa, Safrique has grown into a polymer trading business active in 30 African countries, a fitting symmetry for a company now 30 years old. Its core focus remains plastic converters across blow moulding, injection moulding, pipe extrusion, and compounding sectors. The company's product basket has expanded significantly over the years. Initially stronger in select niches, Safrique now offers a broad portfolio including virgin-grade polymers, off-grade materials, additives, and an increasingly sophisticated range of recycled grades.

"Sustainability and recyclability have been a major success factor for us," he explains. "Virgin materials are straightforward; you match grade with specification. But recycled grades are more complex. You must understand your feedstock and the customer's end application. We paid a lot of school fees in the early days." That experience now positions Safrique competitively as brand owners across Africa push for higher recycled content in packaging and industrial applications.

Mervyn recently attended a recycling conference in Southern California, opening new partnerships with US suppliers. While the US has traditionally been a strong source of virgin material for Safrique, recycled feedstock opportunities are expanding, particularly from the East Coast and Gulf regions. However, global polymer markets remain volatile. Overcapacity in recent years has softened virgin prices, placing pressure on recyclers worldwide. "We've seen recycling plants closing down," he acknowledges. "But brand owners still have sustainability targets. There is still demand."



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with Safrique International Founder, Mervyn Moodley (R)

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This week's geopolitical tensions in the Middle East have already triggered price increases – developments that could shift demand dynamics back toward recycled grades. Beyond raw materials, Safrique is also driving application innovation. One notable development is polyethylene foam (EPE) production in West Africa, a growing alternative to polyurethane foam for mattress and protective packaging applications. By supplying LDPE feedstock combined with specific additives, converters are producing foam sheet products at significantly lower input costs. “The raw material feedstock is at least 40% cheaper than polyurethane,” Mervyn says. “And the end products are equally competitive.”

While West Africa has seen strong uptake in this segment, East Africa presents a different opportunity profile. Freight economics from Safrique's primary US supply base can be more challenging into East Africa, but the company maintains niche strength in additives sourced from Vietnam and in competitively priced recycled materials for pipe and industrial applications. “We've been exhibiting at this show for 10 years,”

Mervyn says. “We are already a player in this market. Now we have a much bigger basket of products to offer.” For Safrique, East Africa is not just Kenya. The Nairobi exhibition continues to attract buyers from Uganda, Rwanda, and Tanzania, reinforcing its regional importance.

Strategically, Mervyn is unequivocal about the continent's centrality to the business. “Africa is our currency,” he states. “When I go to the US or other markets, I meet many companies that would love to be active in Africa, but it takes hard work. We've been travelling this continent for 35 years. We understand it.”

Operating in Africa comes with well-known challenges: currency availability, payment delays, logistics disruptions, and regulatory complexity. Safrique mitigates these risks through constant market presence, participating in trade shows across Kenya, Nigeria, and Ghana, and maintaining regular



VISIT US AT STAND D3

in-market visits. “Continuity of business ensures you get paid,” Mervyn says. “After 30 years, you become a trusted brand. Customers vote with their orders.”

Despite uncertainty in global markets, Safrique's expectation from PROPAK East Africa 2026 is straightforward: growth, not only in Kenya, but across the broader East African region. Three decades in, the formula remains unchanged: hard work, adaptability, and an unwavering belief that Africa remains the company's greatest opportunity.

Institute for Packaging Professionals Kenya IOPPK PUSHES FOR PACKAGING TO BE INGRAINED IN GOVERNMENT POLICY THINKING



At PROPAK East Africa 2026, few voices were as candid – or as passionate – as Zippy Shiyoya of the Institute of Packaging Professionals Kenya.

For Zippy, the evolution of the Institute's presence at the show mirrors the growth of packaging as a recognised discipline in the region. “It's like our baby becoming a teenager,” she says with a smile. “Eating solid foods now.”

What began as a self-sponsored initiative, securing a dedicated room upstairs for packaging-focused discussions, has matured into what is now branded as the East African Packaging Conference, held alongside the exhibition. This year marked its third edition. Yet growth has not come without frustrations. For an industry body focused on advocacy and professionalisation, the lack of consistent engagement, particularly from policymakers and non-industry stakeholders, limits impact.

This year, however, Zippy and her team managed to secure a meaningful pre-event discussion with policymakers, a conversation she describes as both productive and urgent. At the heart of that engagement was a simple but often overlooked point: packaging is not secondary to trade; it enables it. “You can have all these wonderful trade plans and arrangements,” she says. “But if you don't have proper packaging, then what is moving?”

The Institute is pushing for packaging to be ingrained in government policy thinking, particularly in export development strategies. In Kenya, key value chains under focus include coffee and leather, but packaging cuts across all



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with IOPPK's Zippy Shiyoya



© IOPPK members get discounts on training, seminars, workshops, and conferences

sectors. “Packaging is cross-cutting. It is everywhere.” This advocacy work is now reinforced through a major regional initiative funded by the EU and implemented by the International Trade Centre (ITC). Under the programme, known locally as Markup II, the Institute is formally embedded as a business support organisation.

Zippy herself serves as an ITC consultant, delivering training and advisory services across the region. “We have proper objectives and goals. It's signed,” she says. “We've been running

trainings, two already in Kenya, and because it's regional, others will follow.” One of the programme's flagship outputs is a newly launched Supplier-Friendly Directory – a verified database of packaging manufacturers designed to connect MSMEs with credible local suppliers.

The directory introduces a tiered system, including a “Gold” category for companies deemed 100% SME-friendly. A central barrier it seeks to address is minimum order quantities (MOQs), which often exclude smaller businesses from accessing quality packaging. For Zippy, professionalising packaging in East Africa is as much about mindset as machinery. It means embedding quality, planning, and design thinking into SME operations, and ensuring the government recognises packaging as strategic infrastructure rather than an afterthought.

With the exhibition already the largest in the region, she believes the platform can serve as a continental springboard. Plans are underway for expanded regional collaboration, with larger-scale African engagement envisioned for 2027 and beyond.

For now, though, the focus remains local and practical: build supplier credibility, reduce barriers for SMEs, and keep pressing policymakers to recognise that without packaging, trade simply does not move.

“It's hard work,” Zippy admits. “But we are making progress.”

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SML Maschinengesellschaft (Stand No. B10.4) "SML STANDS FOR LONG-TERM THINKING."



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with SML's Manuel Hausberger, Pavati Plastics' Mthobisi Bruce Nhleko, NKCC's Richard Onditi, and others.

Austrian engineering specialist SML Maschinengesellschaft mbH. used its presence to reinforce a simple but powerful message: longevity matters.

SML showcased its portfolio of high-end plastics processing machinery, from cast film and sheet lines to coating and laminating systems, winders, and its Austrofil® multifilament spinning lines for technical and carpet yarns. "SML stands for long-term thinking," says **Manuel Hausberger**, Area Sales Manager. "Our lines are built to run for decades. That's the philosophy."

The theme of durability was echoed in conversations at the stand, where visitors shared real-world examples of SML lines running continuously for more than 20 years. "That's exactly what we design for," Manuel explains. "When customers invest in SML, they are not buying for three or five years. They are investing for the next generation."

In emerging markets, however, capital investment decisions are becoming more nuanced. Some converters are weighing shorter-term, lower-cost equipment options, particularly in price-sensitive segments. But Manuel believes established and growth-oriented businesses still recognise the value equation. "If you calculate the total cost of ownership over 15 or 20 years, the numbers speak for themselves," he says. "Productivity, uptime, and quality consistency make the difference."

The stand also became a meeting point for regional industry leaders. Among those present were **Mthobisi Bruce Nhleko**, founder of **Pavati Plastics** in South Africa, and **Richard Onditi**, Chief Manager - Sales and Marketing at **New Kenya Co-operative Creameries Limited (NKCC)**.

Discussions ranged from film extrusion strategy to the rapid growth of Kenya's dairy and yoghurt segments - sectors driving demand for high-performance flexible and



© SML Cast Film Lines

thermoforming packaging. With shorter product life cycles and strict date-code compliance in Kenya's retail environment, packaging reliability and barrier performance are critical. "East Africa is evolving fast," Richard notes. "There is strong growth in flexible packaging and dairy applications. Customers want higher efficiency and more stable processes."

Sustainability also featured prominently in stand conversations. While perceptions differ about the pace of recycling adoption in Kenya, industry stakeholders

agreed that awareness is increasing, particularly among urban consumers and formal retail chains. SML's extrusion technology is increasingly configured to process recyclable mono-material films and incorporate recycled content without compromising mechanical properties. "There is clear movement toward circular solutions," says Richard. "Our role is to provide the technology platform that makes that possible."

"PROPAK EAST AFRICA IS ABOUT VISIBILITY AND RELATIONSHIPS."

Molenaar Industrial Technologies (Stand No. 45)



© PPM/ PROPAK East Africa DAILY, Anton Pretorius with Molenaar's Lorret de Leeuw and Markem-Imaje's Kobus Pelzer

During PROPAK East Africa 2026, a chance meeting with Lorret de Leeuw, Senior Sales Engineer at Molenaar Industrial Technologies, and Kobus Pelzer of Markem-Imaje highlighted the growing strategic value of the East African market.

"For us, PROPAK East Africa is about visibility and relationships," says Lorret. "East Africa is not an overnight market; it's about long-term partnerships and understanding local industry needs."

Kobus agrees, noting that brand protection and traceability are rising priorities. "We're seeing increased awareness around coding, compliance, and efficiency. Companies

here want solutions that help them compete regionally and globally."

Both emphasised that while the show felt slightly quieter this year, the quality of engagements remained strong.

"It's not just about foot traffic," Kobus says. "It's about meaningful conversations."

With manufacturing and FMCG sectors expanding across the region, both companies see East Africa as a key growth frontier - one built on steady investment, technical support, and trusted supplier relationships.

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PANDORA PLASTIK BRINGS HIGH-QUALITY AND SOLUTION-ORIENTED PRODUCTS TO AFRICA

Pandora Plastik Industry (Stand No. C17)



© Pandora Plastik's Business Development Manager, Mahir Sencan

Established in 2005, **Pandora Plastik Industry** has today become a global player in the plastic food packaging market, exporting to over fifty countries, from Europe to Africa, the Middle East, and America.

To solidify the trust gained in the international arena and to provide faster and higher-quality service to its customers, Pandora established its own manufacturing facility in 2016. Conducting exports of its plastic food packaging to over fifty countries, from Europe to Africa, the Middle East to America, Pandora Plastik currently operates in its self-owned production facility covering 12,000 square meters of open space and 8,000 square meters of closed space, following internationally recognized quality and hygiene standards and utilizing state-of-the-art technologies.

Pandora Plastik places utmost importance on maintaining high-quality standards, ensuring that all molds, machines, and robots in its inventory meet top-notch quality and craftsmanship. This commitment allows the company to consistently offer its customers high-quality and solution-oriented products around the world.

Starting with PROPAK East Africa, Pandora Plastik will be showcasing its wide range of top-quality plastic packaging products to the African market. "There's a huge food and beverage market in Africa, and Pandora Plastik is committed to offering our African customers high-quality and solution-oriented products," stressed **Mahir Sencan**, Pandora Plastik's Business Development Manager, as he disclosed further that Pandora Plastik utilizes environmentally friendly raw materials and technology determined by the World Health Organization. "We produce in accordance with international standards."

pandora

<p>31020 </p> <p>volume diameter height 230 ml 89.00 mm 51.0 mm</p>	<p>31040 </p> <p>volume diameter height 477 ml 95.00 mm 108.0 mm</p>
<p>11030 </p> <p>volume diameter height 320 ml 95 mm 86 mm</p>	<p>11035 </p> <p>volume diameter height 350 ml 120.1 mm 86 mm</p>
<p>11050 </p> <p>volume diameter height 525 ml 104 mm 100.5 mm</p>	<p>11085 </p> <p>volume diameter height 895 ml 120.1 mm 123.0 mm</p>

pandora

<p>31050 </p> <p>volume diameter height 650 ml 143.0 mm 55.0 mm</p>	<p>31101 </p> <p>volume diameter height 1240 ml 143.0 mm 102.0 mm</p>
<p>31041 </p> <p>volume diameter height 500 ml 156 mm 44 mm</p>	<p>31051 </p> <p>volume diameter height 590 ml 155.67 mm 55.0 mm</p>
<p>31100 </p> <p>volume diameter height 1190 ml 156 mm 91.0 mm</p>	<p>11110 </p> <p>volume diameter height 1315 ml 150.76 mm 81.5 mm</p>

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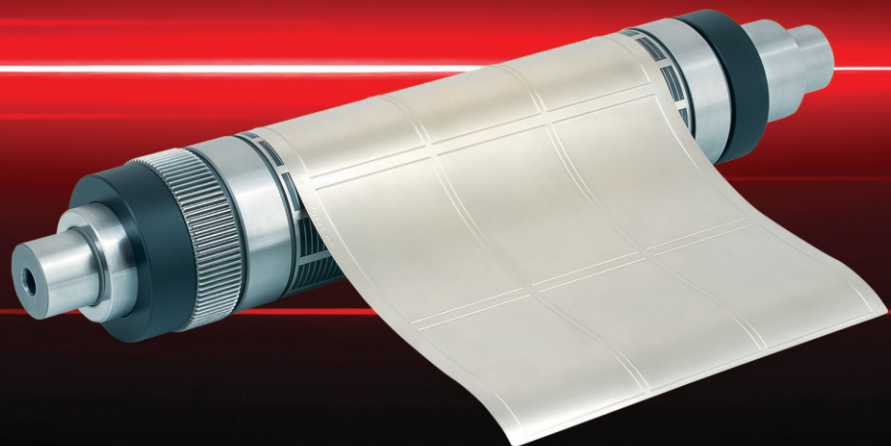
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