ARABPLAST COMMERCIAL FORUM · 24–25 MARCH 2027 · DUBAI WORLD TRADE CENTRE

WHAT THE INDUSTRY TOLD US IT NEEDS FROM A FORUM

Findings from the ArabPlast 2027 industry survey, and how they shaped the Commercial Forum programme.

5
sectors across the materials value chain

53%
director level or above, including owners and CEOs

10
sessions shaped by the findings

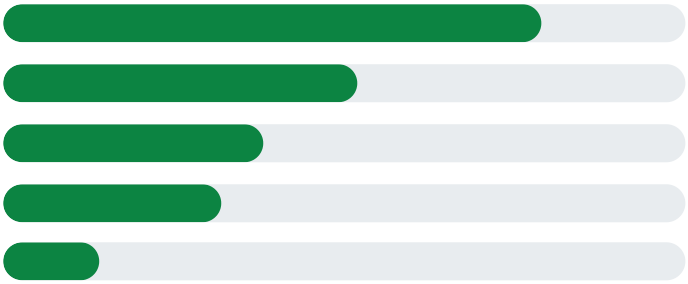
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Summary edition for delegates and partners.

01 · WHO RESPONDED

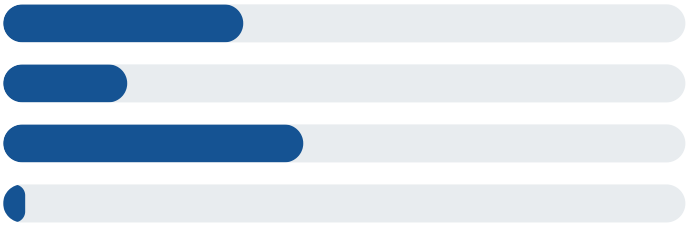
RESPONDENT PROFILE

Industry professionals across plastics, packaging, recycling, petrochemicals and rubber took part. Respondents could select more than one sector, so shares do not add up to 100%.

Sector affiliation



Seniority



Roles include CEOs and managing directors, general managers, commercial directors, operations and plant managers, procurement managers, and sales and business-development managers.

Method: online survey of ArabPlast audiences, self-selected, de-duplicated by e-mail. Job titles were classified from free text and are indicative. The survey is not a representative census of the industry.

02 · WHAT THEY WANT

THE CHALLENGES ON THE TABLE

Asked which business challenges matter most right now, respondents put margins, supply chains and new customers first.

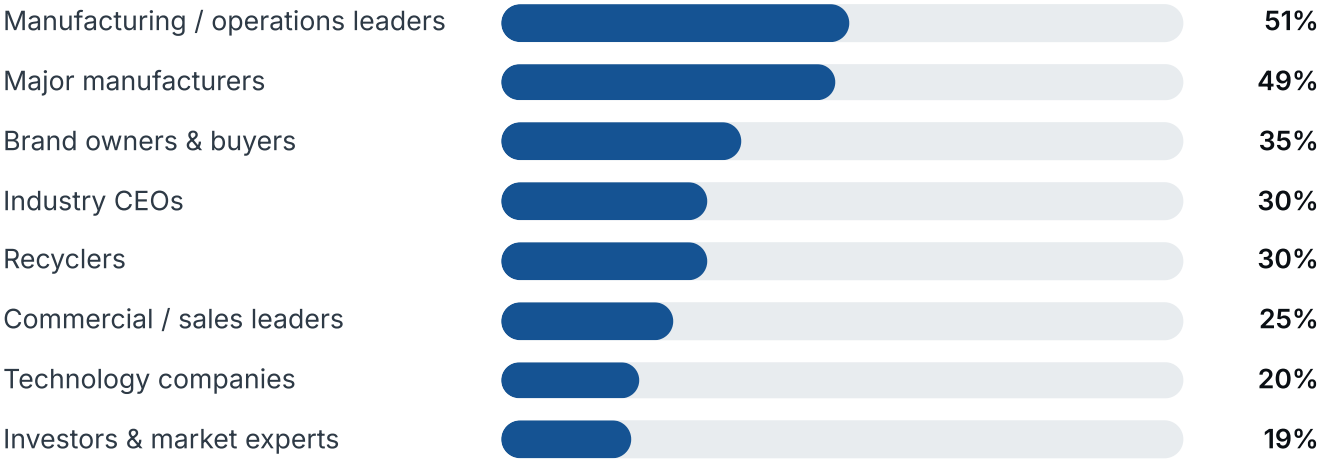


What would make a forum worth attending



03 · WHO THEY WANT TO HEAR FROM

OPERATORS AND BUYERS, NOT VENDOR PITCHES



04 · HOW WE USED IT

FROM FINDINGS TO PROGRAMME

WHAT THE SURVEY SAID	WHAT THE FORUM DOES
57% want to meet customers or partners; 44% want to hear major buyers	Two flagship Buyer Exchanges, one each day, followed by buyer introductions and networking
Margins (46%) and finding new markets (44%) lead	Day 1 theme: protecting margins and unlocking growth
Efficiency (40%) and automation (36%) are strong needs	Day 2 theme: automation, efficiency and transformation
Operators (51%) preferred over institutional or vendor voices	Evidence-led case studies from manufacturers, with measured results and lessons; no sales pitches
Recycling matters, but through economics (27%)	A recycled-materials buyer panel and a recycler case study on what makes recycling profitable
Rubber is a smaller share (14%) but part of the industry	A dedicated rubber manufacturing case study

Theme **Compete. Grow. Transform.** Protecting margins, improving productivity and unlocking new business.

Survey findings describe stated preferences of respondents. They are not a guarantee of attendance, outcomes or business results. Speakers are being confirmed and will be announced on arabplast.info.