

THE WORLD OF VIV

THE BUSINESS NETWORK LINKING PROFESSIONALS FROM FEED TO FOOD

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WELCOME



Welcome to VIV, the truly worldwide business network, linking professionals within the Feed to Food industry.

With more than 40 years of networking experience, VIV has created a unique, global platform, offering animal protein supply chain players, endless opportunities to interact with the most promising growth markets around the world today. This remarkable business network is made up from VIV trade exhibitions, VIV Online 24/7 and VIV trade forums. Our three hub shows, VIV EUROPE, VIV ASIA, and VIV MEA are the inter-regional foundations of an amazingly dynamic industry. Not only, there are currently eight other exhibitions around the world directly organised by VIV worldwide teams and/or VIV partners, including a new, jointly organised event with a major feed partner in Asia and soon in Europe, the latest launched event on meat & food processing in Asia co-organised with the world leading organization in this field, as well as the ILDEX brand.

VIV works together with a wide spectrum of local partners to guarantee the satisfaction of local market requirements and provide the best quality service possible. Our close and extensive relationships with trade media representatives from around the world, help promote our VIV trade shows and forums to the widest possible industry audience.

Along the years, VIV reach has become truly global. With almost 3,000 international companies exhibiting with us and a visitor network of more than 120,000 professionals from 150 different countries, our reputation for high quality service is appreciated throughout the industry.

With this brochure we would like to give you a broader picture of who VIV worldwide is, where we have come from, and how we can help you take advantage of more opportunities to grow your business within the Feed to Food industry worldwide.

So welcome to VIV worldwide.

Best regards,

Heiko M. Stutzinger

DIRECTOR VIV WORLDWIDE & VNU EXHIBITIONS EUROPE; MANAGING DIRECTOR VNU EXHIBITIONS ASIA PACIFIC



A warm "Hello" from the VIV (Utrecht) team, on behalf of the VIV worldwide organizers ...



... also the VIV team members in South East Asia send their greetings from Bangkok.



... and the VIV in China team members send their greetings from Shanghai.



When the show is over, we like to go around each single booth and listen what the clients have to say about their show participation. What kind of experience the visitors had is also something we monitor edition after edition. Here are some of the words they left for us... enjoy the read!

I rate this event highly. We have met as many good leads in three hours here as in three days at other shows we have attended recently. The quality of visitor is very high. Top people come to VIV Asia, from many countries."

Bjarne Echberg

General Manager Echberg Manutech Exhibitor VIV ASIA 2019

VIV Europe is a very important show in the Aviagen event calendar and the 2018 show proved to be a big success. As an integral part of the poultry sector, it was the perfect platform to meet with our customers and industry colleagues from Europe, the Middle East, Africa and beyond."

Sara Collins

European Marketing Manager Aviagen Exhibitor VIV EUROPE 2018 I always follow innovations, and therefore I visit VIV. It is very necessary to update on current innovations and their practical applications, and VIV offers the place to do so."

Visitor VIV ASIA 2019

VIV Europe was an impressive event and has once again proven to be a great marketing tool. It's the starting place to establish new business contacts, effectively communicate our newest innovations, obtain market information, monitor competitive activity and last but not least make an unforgettable impression to our visitors."

Henry Arts

Marketing Director
Pas Reform
Exhibitor VIV EUROPE 2018

We attended VIV several times in China, allowing us to follow market dynamics, technology development trends and innovations.

Meanwhile, VIV China provided us with the right platform to show our unique products and brands to global customers.

We are looking forward to cooperating with VIV projects in China in the future!"

Wei Ning

General Manager Little Giant Farming equipment Exhibitor VIV CHINA 2018



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MORE ABOUT VIV

The World of VIV



The way we do business? We believe in the personal touch. Our visitors, exhibitors, and collaborators are at the center of the VIV experience. We work to make our partners and guests feel welcome, respected and appreciated. Professional but approachable support is what we love to deliver. To find you the best solution, we like to walk the extra mile.



PIONEER THINKING

is part of the VIV "DNA". We believe in forward thinking and have been pioneering new concepts and untapped markets.

It's called know-how and our clients, suppliers and partners can rely on us to deliver!

GLOBAL PASSIONATE TEAM

of specialists in event management.

Some of our team members have been in the VIV related industry for a long time, thus their knowledge and experience is always available to help your business thrive.



FAIR BUSINESS

is our purpose. We look after win-win partnerships with clients. Their vision, strategy, needs and final satisfaction are our priorities. That means being open and honest at all times and creating opportunities with real ROI for your business is our mission.





WORLDWIDE COVERAGE

is what VIV is good at. Global presence is our strength. The hub shows welcome more than 65% of the audience from outside of their hosting countries. For the international brands we think local and act global. We efficiently serve the local communities while bringing in the VIV global assets.



OUR PARTNERS

are also friends. It's not just business... it's personal. As one of our partners, whether exhibitor, visitor, supporter or supplier, we care about delivering to you a great business experience, in a vibrant atmosphere.



operates a 100.000 square meter exhibition center in the city of Utrecht, in the Netherlands.

In the coming years, Jaarbeurs is going to invest 300 Million Euro into further expansions of

its exhibition center to continue to meet the highest technology and sustainability standards.





In English, Jaarbeurs means "yearly fair". The first Jaarbeurs was in Utrecht back in 1917 and today is one of the Netherlands most successful global corporations, serving customers throughout Europe and via Jaarbeurs International's VNU Group, the rest of the world.

VNU | GROUP

Outside the Netherlands, Jaarbeurs International is represented by the VNU Group. The group is divided into three separate and distinctive companies, which closely cooperate. Each VNU office has independent exhibition and conference brands. VIV is one of the brands that leverage from specialized project teams in all three VNU regional offices.

VNU | EUROPE

VNU | ASIA PACIFIC

VNU 万耀企龙



VNU Europe is a subsidiary company of Jaarbeurs, the Dutch trade show organiser. VNU Europe is located in Utrecht within the extensive Jaarbeurs complex. The international team of VNU Europe is wholly focused on the livestock sector, and specialised on the VIV worldwide portfolio.



VNU Asia Pacific is a joint venture between Jaarbeurs and TCC Assets (Thailand). From its business hub located in Bangkok the company develops exhibitions in the fast growing, dynamic markets of South East Asia in agri-tech, animal husbandry, animal companion, food, life sciences and biotechnology industries.



Based in Shanghai, Keylong Exhibitions was established in 1993 in China. In 2001 Royal Dutch Jaarbeurs Group and Keylong founded a joint venture company: VNU Asia (万耀企龙). The company develops exhibitions in China, in many fields and more recently in agriculture and horticulture.

VIV BRANDS



VIV worldwide is organised on hub and international levels. From local to hub shows, the events work in synergy resulting in a complimentary and diversified offer.

WORLD OF VIV





VIV FLAGSHIP HUBS







INTERNATIONAL SHOWS













INTEGRATED CONCEPTS









SPECIALS







Utrecht (30 min from Amsterdam), the Netherlands World Expo from Feed to Food

© Organized by: VNU Europe

im Frequency: every 4 years (even years. First edition in 1978)

⇒ Next: May 31-June 2, 2022 | Venue: Jaarbeurs | 24th Edition

www.viveurope.nl

The global Olympics of the animal protein sector for the production & processing of poultry meat, and eggs to pig meat, fish and dairy. Started 40 years ago, it is today's 2nd VIV hub. Innovations in animal farming are presented here for the first time to a worldwide audience. VIV Europe 2022 is co-located with VICTAM international.

Latest edition in numbers:

Exhibitors: 591 from 47 countries Exhibitors Rate: 7.6 / 10
Visitors: 18,363 from 144 countries Visitors Rate: 7.9 / 10
Top 10 visiting: The Netherlands (26% of total), Germany, UK, Iran, Belgium, China, Russia, Italy, Spain, France.







Abu Dhabi, U.A.E.

International Trade Show from Feed to Food for the Middle East and Africa

Organized by: VNU Europe

Frequency: every 2 years (First edition in 2016)

Next: November 22-24, 2021 | Venue: ADNEC | 3rd Edition | www.vivmea.nl

VIV MEA is the third hub within the VIV series of exhibitions. The event is truly an inter-regional platform. Strongly driven by business, VIV MEA boosts trade opportunities in dairy, fish, poultry & eggs, cattle, calves, goat, and camels related productions and has a proven track record of 2 editions.

Latest edition in numbers:

Exhibitors: 368 from 49 countries Exhibitors Rate: 7.3 / 10
Visitors: 6,660 from 120 countries Visitors Rate: 8.3 / 10
Top 10 visiting: UAE (30% of total), Iran, Pakistan, Egypt, Saudi Arabia, India, Jordan, Iraq, Oman, Sudan.



Bangkok, Thailand

N° 1 International Trade Show from Feed to Food for Asia

Organized by: VNU Europe, VNU Asia Pacific

Frequency: every 2 years (odd years. First edition in 1993)

Next: September 22-24, 2021 | Venue: IMPACT (new venue) | 15th Edition | www.vivasia.nl

VIV Asia is the biggest and most complete feed to food event in Asia. This VIV hub offers a unique selection of companies. A must-attend for all professionals in animal protein production, including the downstream part of the supply chain. In 2021 VIV Asia moves to a bigger venue to host a steadily growing show.

Latest edition in numbers:

Exhibitors: 1,245 from 62 countries Exhibitors Rate: 8.1 / 10
Visitors: 45,023 from 120 countries Visitors Rate: 8.6 / 10
Top 10 visiting: Thailand (35% of total), China, India, Philippines, Vietnam, Indonesia, Malaysia, Bangladesh, S. Korea, Taiwan.







Qingdao, P.R. China International Trade Show from Feed to Food

 ${\mathbb Q}$ Organized by: VNU Asia, VNU Europe

Frequency: every year

(new yearly cycle since 2019. First edition in 2000)

Next: September 15-17, 2021 | Venue: Qingdao Cosmopolitan

Exposition | 13th Edition | www.vivchina.nl

VIV celebrated 20 years of continued presence in China and the show is now held on a yearly basis. The last two editions marked the shift to an empowered 2.0 chapter of the VIV events in China. VIV Qingdao is nowadays a high-level international husbandry exhibition, with educational and inspiring conference sessions.

2019 edition in numbers:

Exhibitors: 451 from 30 countries
Visitors: 20,257 from 45 countries

Exhibitors Rate: 9 / 10 Visitors Rate: 9.5 / 10

Top 10 visiting: China (89% of total), S. Korea, India, Malaysia, Indonesia, Russia, Vietnam. Thailand. Japan. Iran.



Kigali, Rwanda Expo for Sub-Saharan Africa

Organized by: VNU Europe

Frequency: every year from 2021 (First edition in 2017)

Next: September 1-2, 2021

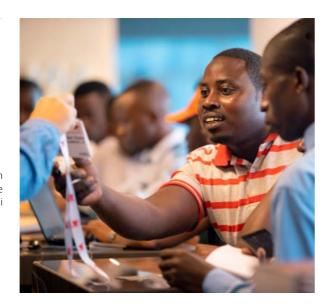
Venue: Kigali Convention Centre

3rd Edition | www.poultryafrica2020.com

A VIV worldwide boutique event, connecting poultry and egg suppliers with fast-growing communities of feed, farming and food processing in Africa. In the even years the event travels to different destinations, alternating with Kigali in the odd years. A hassle-free, premium event for the sub-Saharan markets.

Latest edition in numbers:

Exhibitors: 128 from 29 countries Exhibitors Rate: 7.4 / 10 Visitors: 2,026 from 120 countries Visitors Rate: 8.2 / 10 Top 10 visiting: Rwanda (69% of total), Nigeria, Uganda, Kenya, Ghana, Ethiopia, S. Africa, Sudan, Morocco, Tanzania.





VIV TURKEY -

Istanbul, Turkey International Trade Fair for Poultry Technologies

Next: June 10-12, 2021 | Venue: Istanbul Expo Center |

10th Edition | www.vivturkey.com

VIV Turkey is recognized by the sector as the sole international poultry trade fair of Turkey. The feed to food concept covers the entire animal protein chain, from primary production to finished products. VIV Turkey aims at facilitating the transfer of knowledge and technology between Turkish poultry professionals.

Latest edition in numbers:

Exhibitors: 347 from 40 countries Visitors: 10,854 from 103 countries Top 10 visiting: Turkey (73% of total), Iraq, Iran, Jordan, Egypt, China, Azerbajian. Jebanon. Saudi Arabia. Pakistan.



VIV ONLINE

24/7 knowledge networking from Feed to Food

VIV online is a business initiative from VIV worldwide.
It serves as an added dimension to the onsite trade events, by facilitating the sharing of content & knowledge and networking within the feed to food supply chain 24/7

www.viv.net

Facts & figures (end of 2019)

16,000+ personal users

2,475 company pages

1,244 articles and 180 active writing accounts

4,000 – 5,000 unique visitors per month outside campaign periods 15,000 – 19,000 unique visitors per month within campaign periods



Moscow, Russia

World of VIV

A complete showcase of agricultural products in Russia

Organized by: Asti Group (powered by VIV worldwide)

Frequency: every year (Continuation of Myasnaya

Promyshlenost. Kuriniy Korol held since 2001 and former VIV Russia, held since 2004)

Next: May 25-27, 2021 | Venue: Crocus Expo | 14th Edition | www.meatindustry.ru/en

An important industry showcase of the most advanced developments in animal farming equipment and technologies, feed production, and processing of raw materials. A complete overview of the Russian agriculture products and market. Meat & Poultry Industry is also the place to discuss food security in Russia.

Latest edition in numbers:

Exhibitors: 300 from 24 countries Visitors: 20,257 from 45 countries Top 10 visiting: Russia (81% of total), China, Belarus, Kazakhstan, Uzbekistan, The Netherlands, Germany, Iran, Italy, Ukraine.



ILDEX VIETNAM

Ho Chi Minh City, Vietnam International Livestock, Dairy, Meat Processing, and Aquaculture Exposition for Vietnam

- © Organized by: VNU Asia Pacific & Minh Vi Exhibition & Advertisement Service (powered by VIV worldwide)
- Frequency: every 2 years (even years)
- Next: July 21-23, 2021 | Venue: Saigon Exhibition & Convention Centre (SECC) | 8th Edition |

www.ildex-vietnam.com

ILDEX Vietnam is valued by the livestock experts and leading exhibitors as the best marketplace and international business platform for local market. The show has grown through the years offering plentiful business opportunities to its audience. This event covers all aspects of the Vietnamese and ASEAN production.

Latest edition in numbers:

Exhibitors: 276 from 28 countries Visitors: 8,711 from 47 countries Top 10 visiting: Vietnam (67% of total), S. Korea, Thailand, China, Malaysia, India, Japan, Singapore, Indonesia, Philippines.



Jakarta, Indonesia International Livestock, Dairy, Meat Processing, and Aquaculture Exposition for Indonesia

© Organized by: VNU Asia Pacific & Permata Kreasi Media (powered by VIV worldwide)

Frequency: every 2 years (odd years)

Venue: Indonesia Convention Exhibition (ICE) | 5th Edition | www.ildex-indonesia.com

An international trade exhibition covering many profiles including poultry, cattle, dairy, egg and meat processing. Top domestic and international companies present their products to the key buyers and industry professionals in Indonesia.

Latest edition in numbers:

Exhibitors: 250 from 25 countries Visitors: 12,200 from 40 countries Top 10 visiting: Indonesia (70% of total), Thailand, Malaysia, S. Korea, Singapore, China, the Netherlands, Philippines, Germany, India.





Bangkok, Thailand

The total animal feed and health event

- © Organized by: VNU Europe, VNU Asia Pacific, VICTAM Corporation Frequency: every 2 years (even years)
- Next: |anuary 18-20, 2022 | Venue: BITEC | 1st Edition |

www.vivhealthandnutrition.nl

Animals can only be productive if they are healthy. This show offers all solutions for technology, ingredients and additives to manufacture and process feed for animals, pets and aquatics, and the latest in pharmaceutics and ingredients, genetics and high-tech animal health solutions – presented by VICTAM and VIV.

VIV EUROPE & VICTAM INTERNATIONAL -

Utrecht (30min from Amsterdam), the Netherlands Co-location of two strong brands in Europe

 $\ensuremath{\mathbb{Q}}$ Organized by: VNU Europe, VICTAM Corporation

Frequency: every 4 years

(even years. 1st co-located Edition in 2022)

Next: May 31-June 2, 2022 | Venue: Jaarbeurs |

www.viveurope.nl & www.victaminternational.com

VICTAM and VIV partnership continues in Europe by co-locating VIV Europe and VICTAM International. The strong VICTAM feed technology and animal feed processing network, and the Feed to Food concept that VIV Europe is famous for, are ready to deliver a unique platform to the industry.

meat pro_

ASIA

Bangkok, Thailand

The Leading Trade Platform for Food Processing Machinery and Packaging Technologies in Asia

Next: September 22-24, 2021 | Venue: IMPACT

(co-located with VIV Asia) | 1st Edition

Meat Pro Asia is a professional trading platform for food processing machinery and packaging technologies. Organized alongside with VIV Asia, these two strong brands provide the complete supply chain from feed to food to processing and packaging and retail, attracting the entire spectrum of food technology leaders around the world.

Messe Frankfurt is one of the world's leading trade show organisers responsible for world famous technology and production trade shows including IFFA, the leading international trade fair for processing, packaging and sales in the meat industry.

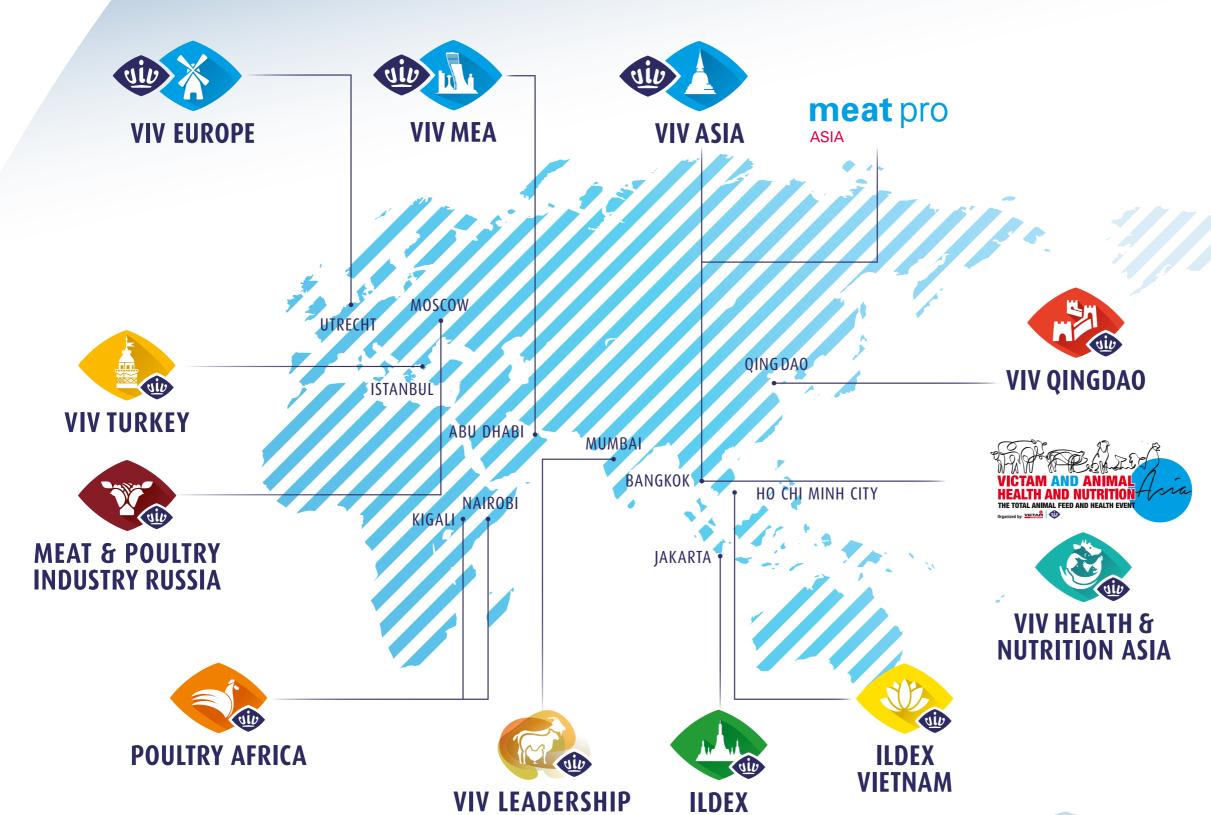


Mumbai, India

Frequency: First edition in 2018

尽 Next: 3rd Edition | www.vivasia.nl/india

The focus varies at each edition. In 2019 dairy and the transformation of the sector in the Indian animal protein supply chain were the key topics. A full-day program and networking evening that attracts the key business players from the Indian continent, the industry stakeholders, and international speakers.



FORUM INDIA

INDONESIA



The Feed to Food concept:

Feed | Feed ingredients and additives | Compound feed milling equipment | Feed milling | Animal health | Pharmaceutical ingredients | Early nutrition | Breeding and Hatching | Genetics | Farm management systems | Farm production | Food Engineering/Slaughtering, Processing and Handling | Media and Consultancy | Laboratory testing equipment and services | IT and automation systems | Waste treatment equipment and bio-energy technology



WWW.VIV.NET



About 40 years ago VIV started in the Netherlands with an innovative idea for the poultry and pig production industry. We've come a long way since then.

The early days.

As the Netherlands developed a more specialised agri-business industry, including the move to more innovative livestock production, the Dutch feed industry and the Ministry of Agriculture launched a pig-farming fair. A short time later, Royal Dutch Jaarbeurs joined them with its fair for show-poultry. It became known as "the Trade Fair for Innovative Animal Farming" (Vakbeurs Innovatieve Veehouderij) VIV for non Dutch speakers.

In 1986 the fair was renamed, VIV Europe to emphasise its international aspirations. These days, VIV is recognised as the leading brand name amongst international target groups. In fact, VIV worldwide has become the de facto world standard for top quality, innovative livestock production.





Growing fast.

The Dutch have a long history of trading with the world, so as farming increased and animal protein production spread further across Europe during the 80's and 90's, Dutch companies were naturally interested in getting involved in these new markets, and Royal Dutch Jaarbeurs was a pioneer in these international developments. VIV quickly developed into the pre-eminent trade fair for international suppliers and buyers in the industry. But that was just the start of VIV's growth around the world.



From an idea for pig and poultry production in the Netherlands a remarkable concept was born. Who knew it would become an industry world leader within a single generation?



As the production of pig and poultry farming intensified the Dutch feed industry, the Ministry of Agriculture and Royal Dutch Jaarbeurs combined their separate shows to become the Vakbeurs Innovatieve Veehouderii. Or VIV for short.



Innovative farming and animal protein production became a fast growing phenomenon across Europe during the 80's and 90's. And Dutch companies quickly brought their knowledge and expertise to these hungry new markets.



In Thailand, VIV Asia catered for the growing meat and poultry markets all over Asia. Then Turkey's agri-business industry helped create the VIV Turkey show. Then came Russia.



In 2000 the first VIV China was quickly followed by India who hosted two VIV shows, together with local partners. And in 2010, VIV America Latina took place in Guadalajara, Mexico. And that's just the start. During the second decade of 2000's, VIV started new platforms in both the Middle East and Africa.

Going East.

In 1986 and again in 1989 VIV travelled to Tokyo but it was clear that Thailand was a more central location for VIV Asia. South East Asia's increasing purchasing power has made the show the focus of the animal protein production industry throughout Asia. Not long after, in partnership with a Turkish show organiser, VIV Turkey was launched and has become a strong regional trade exhibition.

In 2000 the first VIV China was organised. With such a large, fast growing economy, the show went from strength to strength. It started in Beijing, then moved to Nanjing in 2018 with the support of VNU Exhibitions Europe, before moving to Qingdao in 2019 and becoming China's annual VIV Qingdao show.

Onwards.

At around the same time VIV Russia quickly became the key point of reference for the Russian meat industry. Since 2019 the show has been further developed by our local partner and took back its original name "Meat and Poultry Industry Russia". Then came India. VIV India has been organised twice and joined together with another Indian trade show ILDEX, in one unified trade platform in India for 2012. The VIV Leadership Forum India took place in 2019 as a dairy-focused program and the Indian market remains a priority for the VIV portfolio. In Latin America VIV worked to provide for the Spanish speaking Latin Americans. VIV America Latina took place in 2010 with a local partner, in Guadalajara, Mexico. Before that, several VIV editions were held in Brazil at the end of the 90's.

Latest moves.

VIV worldwide is actively present since 2016 in the Middle East and since 2017 in Sub-Saharan Africa. VIV's commitment to offer the MEA region international high-end platforms has made a good start and is bound to bring promising results via a continued presence in these markets. We are enthusiastically planning further developments in the region. Stay tuned.



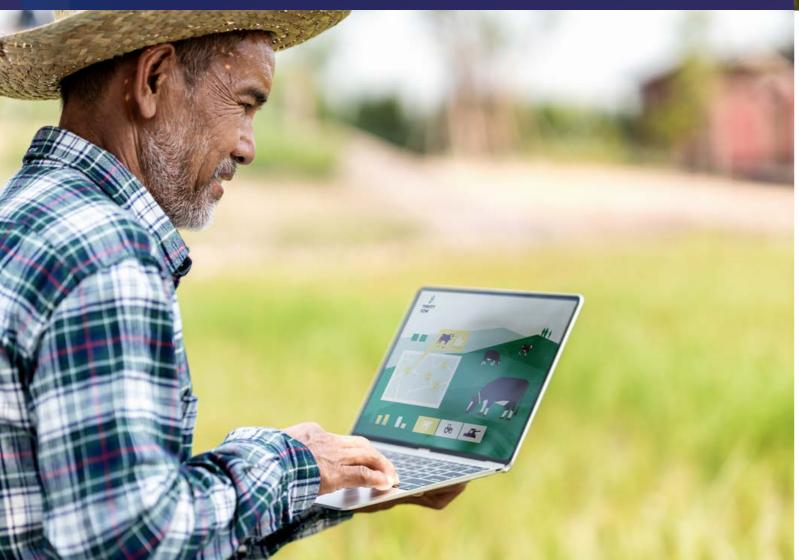
THE WORLD OF VIV EVENTS BROUGHT ONLINE ... MORE AND MORE!

Looking at the near and further future, VIV is working on a solid SET OF ONLINE TOOLS to increase connection and business possibilities via the VIV network. The coming months will disclose exciting initiatives.

Since few years, VIV already aims to be the worldwide network facilitator from Feed to Food, 24/7 and regardless physical location. When face-to-face meeting becomes more difficult, the WWW.VIV.NET portal, also known as VIV ONLINE 24/7, already serves the industry with a number of free-to-use functionalities.

VIV ONLINE 24/7 provides personal and company profiling, free articles editing by experts, suppliers, industry peers to share leadership on key topics. It is also a worldwide supplier catalogue, with filtering options and teams contact opportunities. A starting point for wider online projects.

Stay connected!





In a world changing ever faster and on a scale we have never faced before, how do we see ourselves and where do we see our future? These are not easy questions to answer.

From a purely business perspective, of course we are constantly growing. We are expanding our portfolio, overlapping target groups to maximise our reach, and synchronising value chains. We effectively contribute to making the livestock business a better, more sustainable, more responsible, more ethical business. If for example, we could lead the drive to helping the industry become free from antibiotics we would have made a huge leap forward.

VIV will continue to take an active role in helping create tangible and sustainable results and achieving some powerful global goals. Like feeding the world and driving better animal welfare, creating sustainable, more environmentally friendly production, and empowering women's equality.

Part of our role is to help create and encourage new discussions within the industry. We provide the platform for questions and topics that can help bring the industry to the next level and beyond. For example, data driven poultry production.

However, the foundation of both our vision and our future is built around health and the environment.

Last but not least, we are all the time inspired by our exhibitors and partners, by the level that their solutions achieve year after year. We are proud to be part of this world of excellences and surely committed to serve it better and better in the future.

VNU | EUROPE

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