

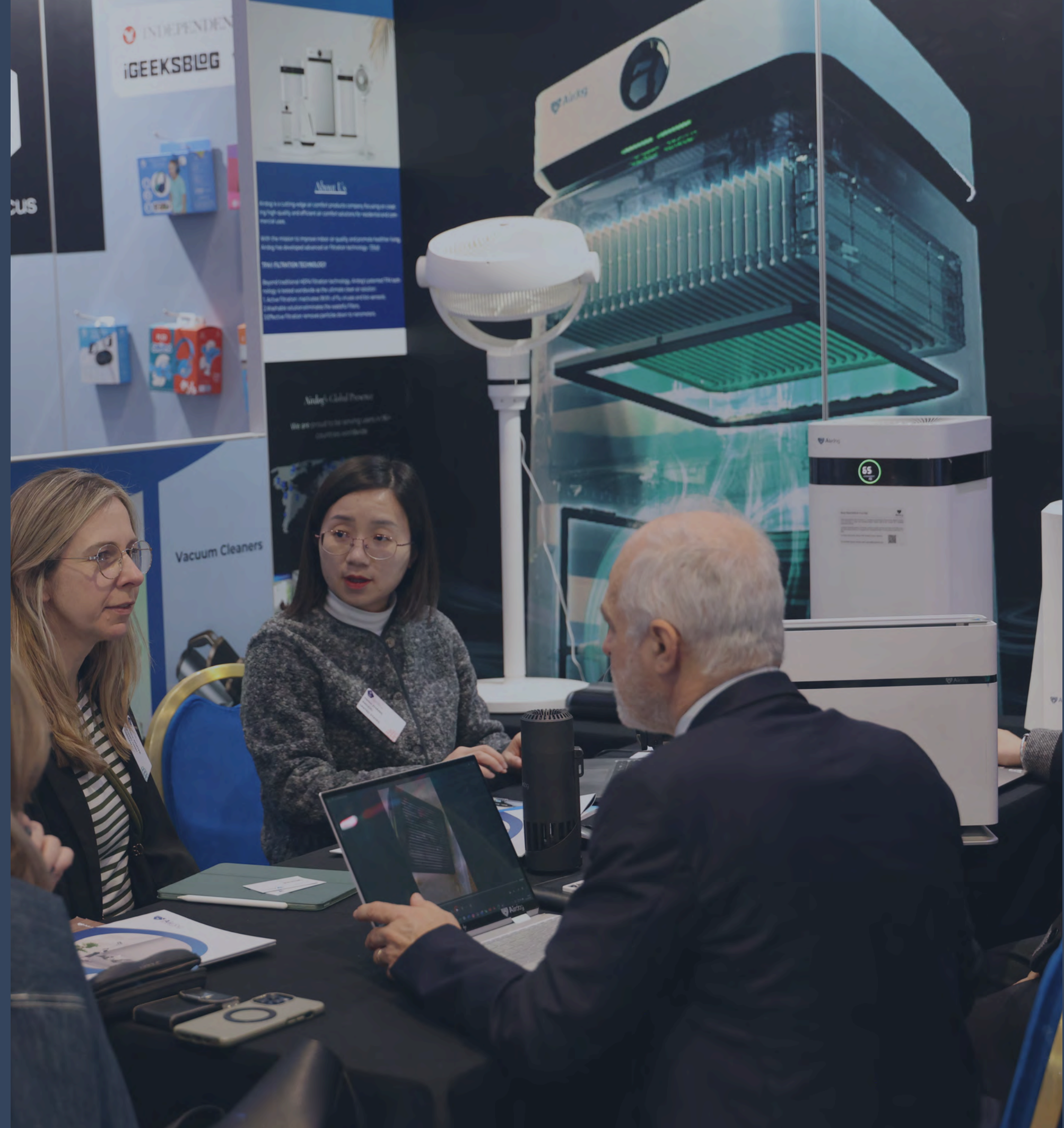


Channel Summit EMEA

CONNECTING EMEA'S TECHNOLOGY CHANNELS

16-18 March 2026,
Fairmont Hotel, Monte Carlo

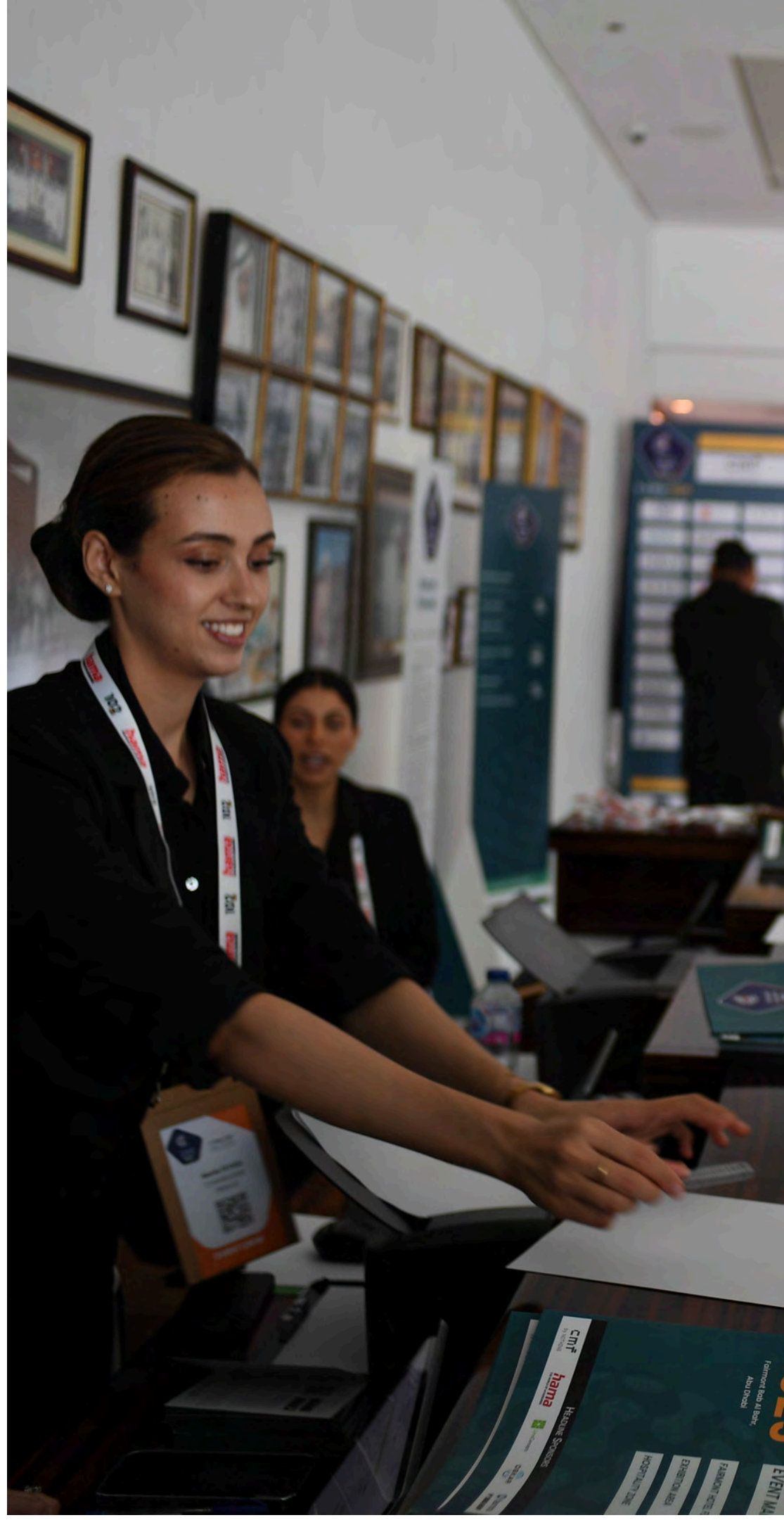
Powered by **ChannelHub**





***“The ONLY meeting place for the
EMEA Tech Channel Community”***

ABOUT



Channel Summit EMEA is the ultimate event solution for technology brands and tech buyers to get together and talk business in a safe, relaxed environment.

Channel Summit invites and hosts senior-level executives from the region's top **distributors, retailers, corporate resellers** to meet and do business with consumer technology and IT brands.

Channel Summit brings the right people together to forge new channel partnerships and develop existing business relationships. Powered by the online business platform **ChannelHub**, exhibitors can engage with a relevant and focused audience of motivated buyers.

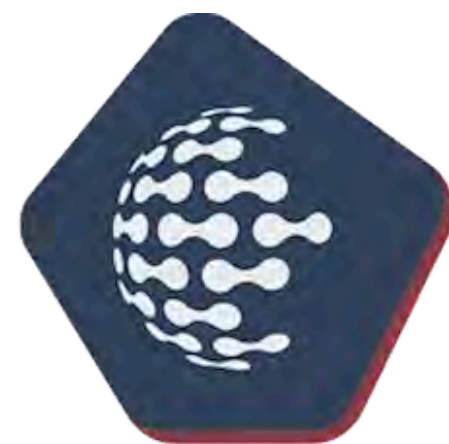
The event format is simple and focused on **meetings, networking and learning** - the essential elements for business events, and in line with our aim of delivering maximum ROI for our attendees.

FACTS & FIGURES

420
Attendees

100+
Brands

96%
Positive rate



Channel Summit
EMEA

100+
Deals signed

58
Countries

3000+
Meetings

Live video

1-to-1 MEETINGS



PRE-ARRANGED 1-TO-1 MEETINGS

Exhibitors can access our online meeting system to send and receive meeting requests with the delegates for a face-to-face discussion.

Meetings last 20 minutes with 10 min gap between each meeting.

The meeting system goes live ahead of the show and enables participants to **build up their personal itinerary**. Exhibitors have access to a detailed buyer profile resource, to support their preparation.



ONLINE MEETING SYSTEM

The online meeting system utilises the latest **matchmaking algorithm**, powered by ChannelHub, so exhibitors and delegates can access a refined list of prospective business partners based on their online profile and buying needs,

Discover what sets Channel Summit apart from traditional trade shows



MEETING SERVICES



PRE-EVENT SUPPORT

Once the meeting scheduler is active, our team is fully dedicated to **optimizing your meeting agenda.**

We continuously track meeting statistics and maintain open communication with all buyers to enhance the total number of meetings before the event begins.



ONSITE HELP DESK

At the beginning of the one-on-one session, a dedicated **Help Desk** is available to assist with any issues related to your meeting.

This includes contacting a late participant, addressing a missed meeting, or even handling requests for additional meetings.

Furthermore, our personal relationships with the buyers will facilitate valuable connections during the event.

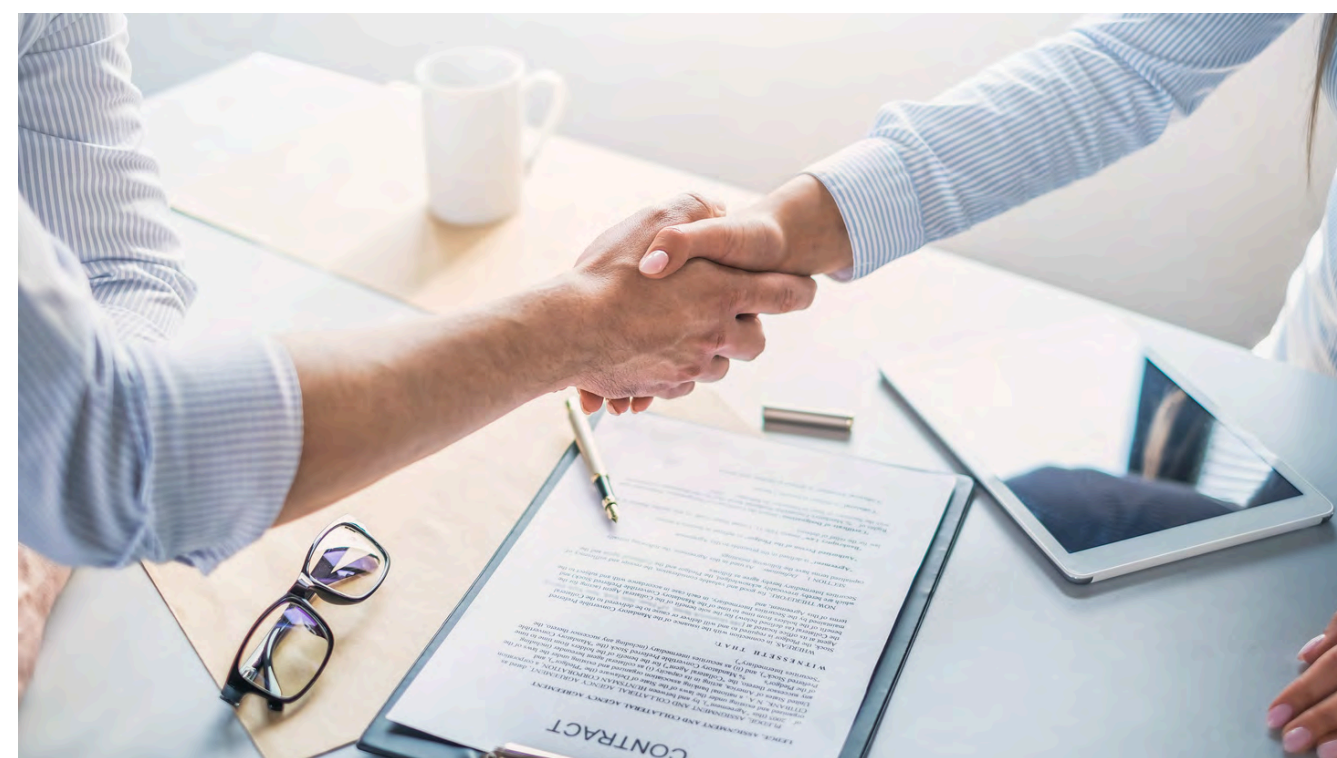
POST EVENT ACTIVITIES



AFTER EVENT FOLLOW-UP

Following the event's conclusion, we conduct a follow-up to assess the outcomes of all the meetings that occurred. Our priority is to ensure that the discussions from the event receive prompt responses and that the connections made result in significant outcomes.

If support is needed at any stage, **our team is ready to assist**—whether it's helping with follow-ups, facilitating introductions, or bridging communication gaps



SUCCESS STORIES

Weeks after our event, the impact is already clear. We've seen over **100+ new distribution agreements signed** after the last edition in March 2025—proof that the meetings and connections made during the event are translating into real business growth.

Many participants are still sharing updates, with discussions moving toward finalized agreements. **Each week brings new agreements**, showing the event's impact is ongoing and creating lasting opportunities.

BEST PRODUCT AWARD



BEST PRODUCT AWARD

This new program centers around exhibitors presenting their products live on stage—but with a twist: the format takes the shape of an **engaging interview** with a panel of expert jurors.

Essentially, it's a challenge where you must confidently pitch your product to potential buyers, aiming to convince them of its distinction.



PRODUCT PREVIEW

Before the event, exhibitors can submit their latest innovation for jury review. A panel of top distributors and retailers will select semi-finalists for the Best Product Award, who will then pitch live on stage in an interactive interview with the jury.

A **live voting** will decide the winner for each of the product groups.

NETWORKING

05



DAY 1: WELCOME EVENING

Channel Summit EMEA makes plenty of provision for exhibitors and delegates to get together and enjoy quality networking time. A great way to follow up on meetings and find out what's happening in the EMEA channel.



DAY 2: Gala Dinner

Following day is for the Gala Dinner. This is your opportunity to catch up with all buyers and your channel peers, here attendees can unwind, connect, and foster meaningful relationships in a relaxed and luxurious environment. At the Channel Summit, we believe that networking is not just about exchanging business cards—it's about forging genuine connections in a memorable setting.

WORKSHOPS



Take some time out from the show floor and arm yourself with the latest channel trends, market insights and business thinking.

The Channel Summit workshop series delivers a number of deep dive sessions exploring a range of essential topics in the IT and consumer tech markets.

Topics covered in 2025 include:

- *Tech Inspired Homes - Innovations for Smart Living*
- *Unlocking the Future: Navigating AI in Tech and Durables*
- *Unlocking Success in UK Telco & Retail*
- *How to build insight driven growth in your business, in a world of complexity and revolution*
- *Future Tech Horizons & Strategies to Navigate 2025 and beyond.*
- *Navigating the Refurbished Tech Market: EMEA Update and Future Outlook*
- *The importance of a second-hand market vision for European retailers - buyback strategy for high-tech products*
- *What impact is EU legislation going to have on the refurbishing market?*
- *Unlocking the Value of Circularity in Tech - a Best Practice*
- *M&A activity in the Circular Economy*

NielsenIQ



K I D - A



REGIONS

58
COUNTRIES

Scale Up your EMEA Channel Reach

Engage 300 participants from across Europe, Middle East & Africa at Channel Summit EMEA. Accelerate your time to market and fast track your channel reach across the major markets in the EMEA region.

50%

**WESTERN
EUROPE**

37%

**EASTERN
EUROPE**

7%

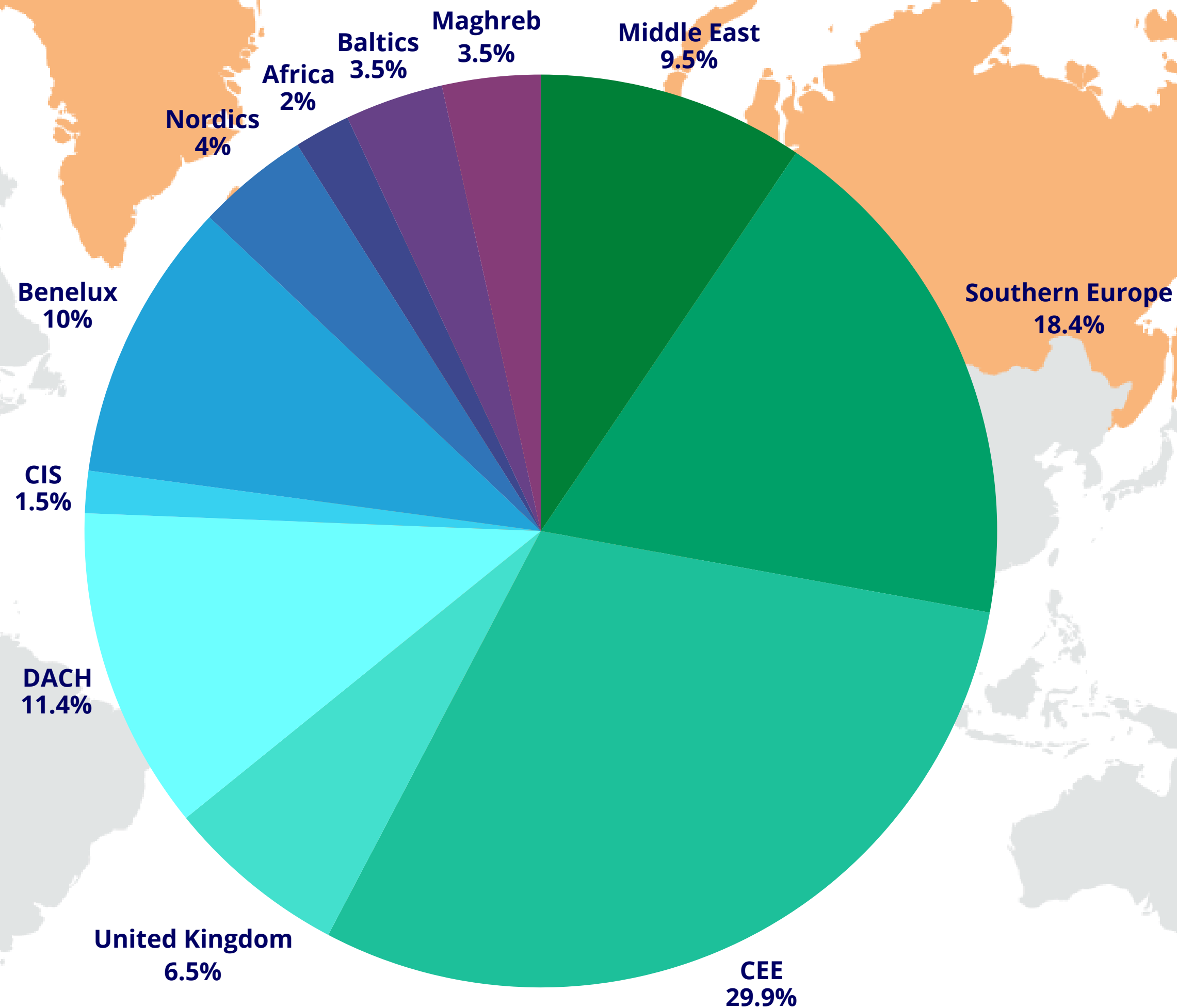
**MIDDLE
EAST**

6%

AFRICA

SUB-REGIONS

11
SUB-REGIONS



ATTENDEES



300 SENIOR BUYERS



80% DIRECTOR LEVEL & ABOVE



60%

DISTRIBUTORS



40%

**RETAILERS
/ RESELLERS**

Channel Summit EMEA invites and hosts senior buying executives and Director level attendees who are responsible for or a key part of the buying department. Our delegates are motivated and on the lookout for new products to supply the region's biggest markets.



Company categories include:

Broadline distributors
Specialist distributors
Apple Premium Retailers
Hypermarkets
Marketplaces
Telecom stores
Office supplies
Corporate resellers
Travel Retail
Gaming Specialists



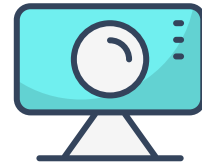
From the leading regional technology distributors, power retailers, corporate resellers to essential e-tailers in Europe, ME & Africa, Channel Summit EMEA monitors the consumer and B2B channels to identify and invite the essential & up and coming players across EMEA.

Get in touch to request the invited list

Product Categories



Audio



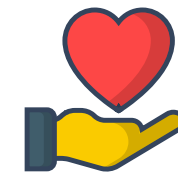
Video



Sport



Gaming



Health & Wellbeing



Household Appliances



Kitchen Appliances



Computing



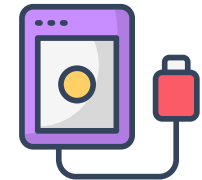
Peripherals



Mobile Accessories



Network Connectivity



PC Accessories



Smart Home



Smart Tech



Urban Mobility

EVENT AGENDA

MONDAY
16 MARCH

- 09:00 - 12:30** Exhibition Setup
- 12:30 - 13:45** Lunch
- 14:00 - 15:15** Best Product Award Semi-Final
- 15:30 - 18:30** Pre-Scheduled 1 to 1 Meetings (6 slots)
- 16:00 - 17:30** Workshops
- 18:45 - 19:15** Keynote
- 19:15 - 19:45** Best Product Award Final
- 20:00 - 23:00** Welcome Reception - Dinner

TUESDAY
17 MARCH

- 07:30 - 08:30** Breakfast
- 08:30 - 09:15** Panel Discussion
- 09:30 - 11:30** Workshops
- 09:30 - 13:00** Pre-Scheduled 1 to 1 Meetings (7 slots)
- 13:00 - 14:30** Lunch
- 14:30 - 18:30** Pre-Scheduled 1 to 1 Meetings (8 slots)
- 20:00 - 01:00** Award Evening - Closing Dinner

WEDNESDAY
18 MARCH

- 09:00 - 10:30** Breakfast
- 10:30 - 12:00** Dismantling
- 12:00** Event closes



I had talked with most of our partners in EU during Summit Channel 2025, it is more effective event for business development in Europe.

Brad Mao, KAM at Meross, China



Channel Summit EMEA 2025 was an incredible opportunity to connect with key partners and explore new business opportunities. The event was well-organized, and the quality of meetings exceeded our expectations. A great platform for growing our presence in the market!

Shirley Tang, Sales manager at OneOdio, China



Channel Summit EMEA remains this unparalleled must-go event on the business-calendar. The secure and intimate character of Channel Summit has been a recipe for cementing partnerships and even friendships. I am happy and thankful to have been part of this 'phenomenon' from the early start. And long may it continue!

Walter Dornstedt, Commercial director at Hombli, Netherlands



"The trade fair was a great success for us! From the organization and the quality of visitors to the conversations on site – everything was top-notch. We were able to make valuable contacts, open up new business opportunities, and effectively expand our network!"

Stefanie Douglas, Head of Sales EMEA, Verbatim Germany

TESTIMONIALS



"It was an absolutely fantastic experience...the atmosphere and organization were top-notch."

Ioannis Georgostathis, Senior Commercial Manager - CE, Public, Greece



"One of the best events I have participated in; good vibes, amazing efforts and wonderful workshops."

Hasan Hamad, Devices Marketing Manager, Orange, Jordan



"Attending Channel Summit as a buyer has been an exceptional experience. It's a fantastic event to connect with innovative brands looking to break into retail."

Rory McCloskey, Business Development Director, Smartech UK



Channel Summit Monaco was a fantastic experience—exceptionally well-organised with a streamlined format that maximized efficiency. The 1-2-1 meeting setting was brilliant, allowing for quick introductions and meaningful conversations without the wasted time often seen at traditional trade shows.

David Frampton Head of Commercial at Kid-A, UK



CHANNEL HUB

ChannelHub is dedicated to bridging the gap between IT and Consumer Electronics (CE) vendors and their global network of distributors, retailers, and resellers.

By offering a premium environment for high-level business discussions, **ChannelHub** ensures that its participants can engage in meaningful and productive interactions.

Central to the success of **ChannelHub** is its meticulously curated audience of buyers, coupled with a professional yet welcoming atmosphere.

The platform is designed to facilitate pre-scheduled meetings, insightful conferences, and unparalleled networking opportunities.

With the founding team boasting over 25 years of industry expertise, including the creation of DISTREE Event and IT Distri, ChannelHub stands as a beacon for innovation and connectivity in the IT and CE sectors.

Fairmont

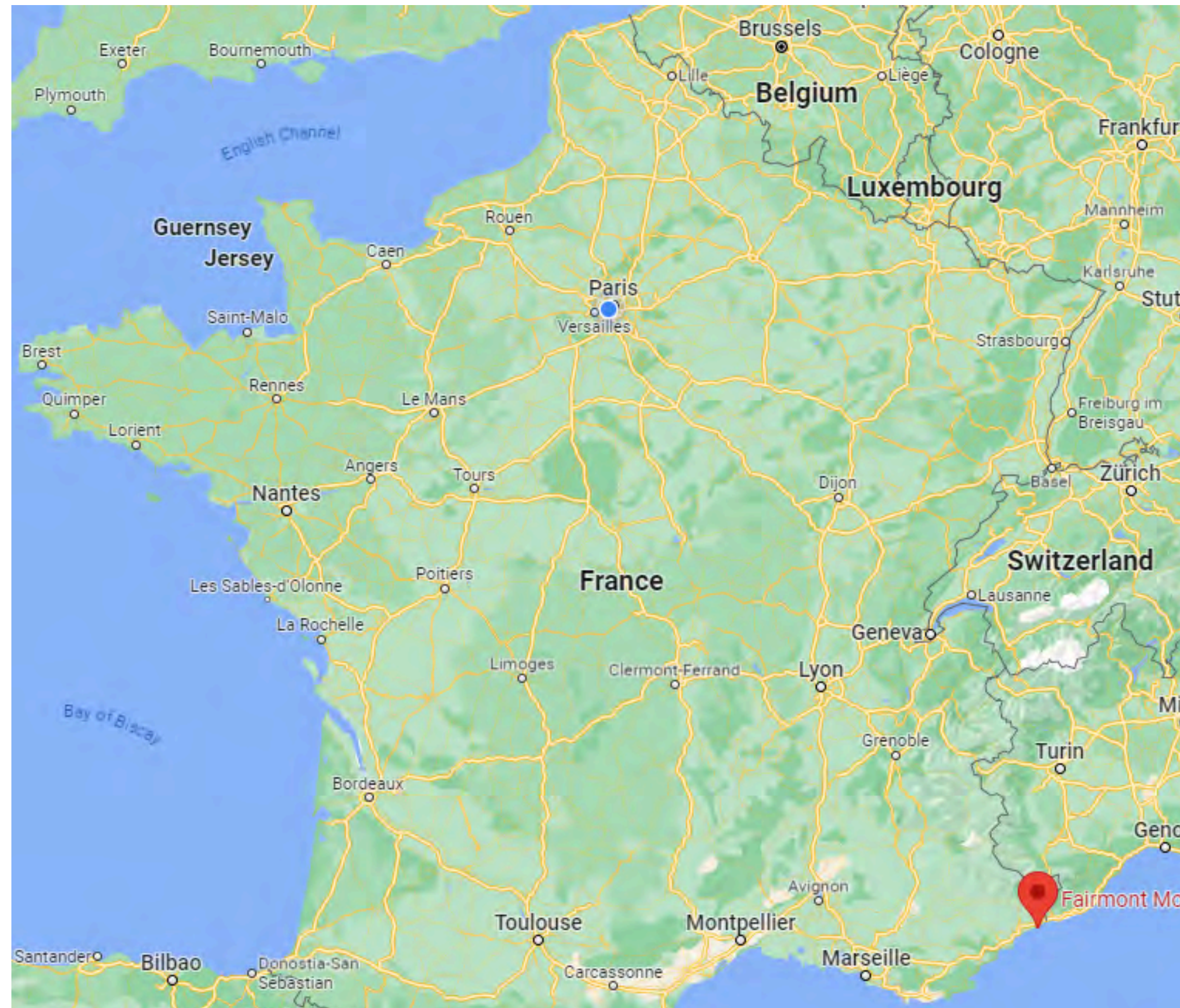
MONTE CARLO



Fairmont Monte Carlo

12, avenue des Spélugues, 98000 Monaco

The Fairmont Monte Carlo is a four-star luxury hotel located in the centre of the Principality of Monaco between the Mediterranean and the legendary Casino of Monte Carlo.



Flight

The closest airport to Monaco is **Nice Côte d'Azur. Channel Summit** offers a **shuttle service** from Nice airport to Monaco at set times before and after the event.

Train

Monaco train station is about 15 minutes walking distance from Fairmont Hotel

*Join us
in
Monaco*

#ChannelSummit



Shuza Noirot
Sales Director

E: shuza.noirot@channelhub.net
Tel: +33 6 52 22 52 72



Mike Wang
Sales Director Asia

E: mike@channelhub.net
Tel: +86-52 004 845 35