

1. STRUCTURAL DATA

	TOTAL	GERMAN'	/ INTERNATIONAL
Exhibitors	823 (835)	500 (511)	323 (324)
Visitors	14,131 (14,066)	8,504 (8,426)	5,627 (5,640)
Total exhibition space (in m²)	50,600 (55,400)	— (-)	— (-)
Exhibitor stand space (in m²)	25,913 (26,427)	17,536 (18,026)	8,377 (8,401)
Special shows (in m²)	944 (936)	944 (936)	<u> </u>

2. PARTEC

500 **PARTICIPANTS**

from **31** countries sourced information at the three-day scientific PARTEC congress in seven parallel lecture blocks themed

"Particles for a better life!"

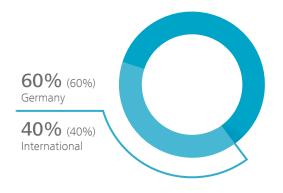
MEDIA 3.

120 172,549 + visits and 1,213,779 page impressions from 113 countries at www.powtech.de from 12.04.2018 to 11.04.2019

media representatives from 13 countries

3. VISITOR REGISTRATION

3.1 ORIGIN OF VISITORS



NUMBER OF COUNTRIES:

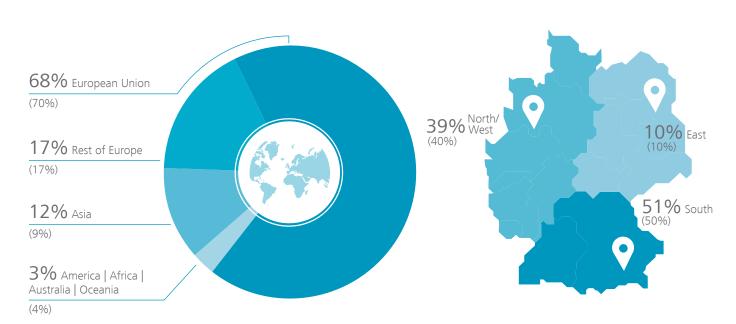
79

TOP 10 COUNTRIES FOR INTERNATIONAL VISITORS

	Austria
2	Italy
3	Switzerland
4	The Netherlands
5	Czechia
6	Poland
7	Spain
8	China, PR
9	Turkey
10	Denmark

STRUCTURE OF INTERNATIONAL VISITORS

STRUCTURE OF GERMAN VISITORS



3.2 VISITORS' BRANCHES

(Multiple answers, extract)

Machinery and plant engineering manufacturers	30% (28%)	
Chemistry	23% (24%)	
Food manufacturers	14% (13%)	
Pharmaceutical (manufacture of pharmaceutical products)	13% (15%)	
Manufacturers and processors of plastic and rubber	6% (6%)	
Glass and ceramics manufacturers	5% (5%)	
Feed manufacturers	4% (4%)	
Recycling and environmental plant manufacturers	4% (4%)	
Building material industry	4% (4%)	
Mining industry	4% (3%)	
Coatings and paints	3% (4%)	
Pit and Quarry industry	3% (3%)	
Manufacturers of mineral and metal powders (powder metallurgy)	3% (4%)	
Cosmetic, washing and cleaning products manufacturers	3% (3%)	
Beverage manufacturers	2% (2%)	
Paper, cardboard and wood pulp manufacturers	2% (2%)	

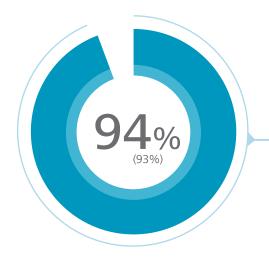
3.3 PROFESSIONAL STATUS OF VISITORS

Entrepreneur, partner and self-employed	9% (8%)	
Director, board member and head of an authority	10% (10%)	
Head and other employee with managerial responsibility	13% (13%)	
Group head and project director	20% (19%)	
Other employee, skilled worker	15% (15%)	
Engineer, expert	26% (26%)	
Lecturer, teacher and scientific assistant	1% (1%)	
Trainee	1% (1%)	
Student	2% (3%)	
Other position	3% (4%)	

4. VISITOR SURVEY

4.1 DECISION-MAKERS

How important would you rate your influence on decisions on purchasing and materials management?

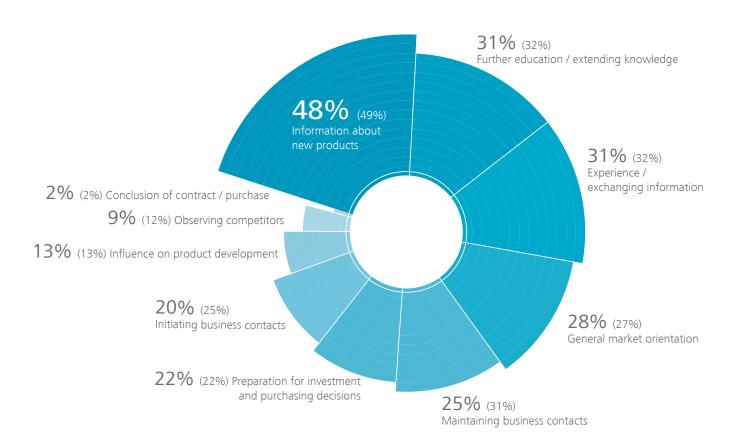


of the visitors are ...

involved in purchasing decisions in their company.

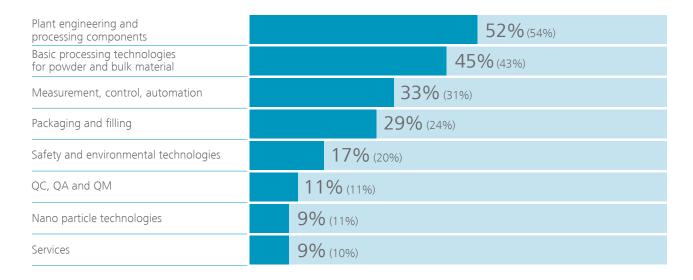
4.2 MAIN REASONS FOR VISIT

What are the main reasons for your visit to POWTECH 2019? (Multiple answers, extract)



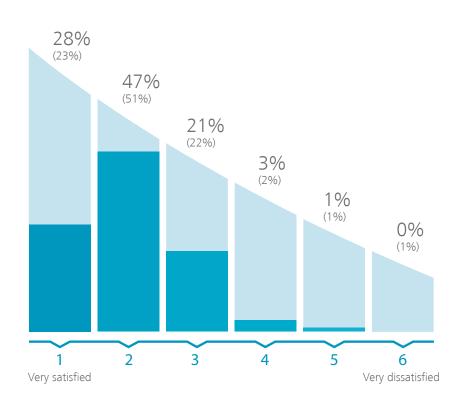
4.3 PRODUCT GROUPS (main interest of visitors)

Which product groups mainly interest you at POWTECH 2019? (Multiple answers)



4.4 OPPORTUNITIES FOR INFORMATION AND CONTACT

How satisfied are you with the opportunities for obtaining information and establishing contacts at the exhibitors' stands?

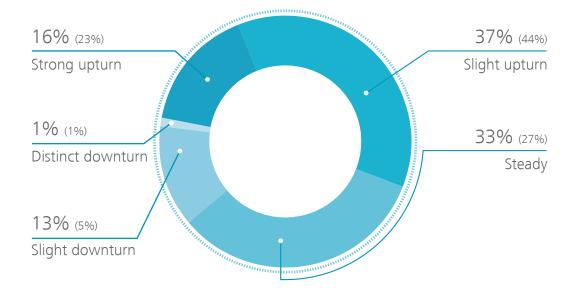


99%

99% (98%) of the visitors were satisfied with the opportunities for obtaining information and establishing contacts at the exhibitors' stands.

4.5 ECONOMIC SITUATION IN SECTOR

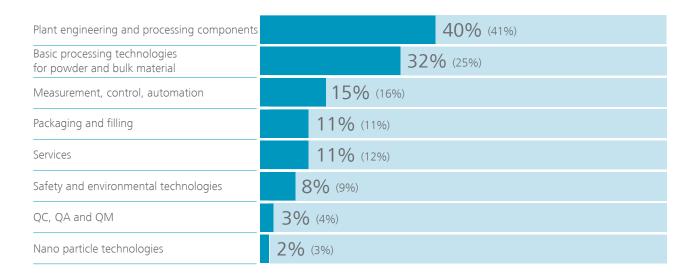
How do you rate the current economic situation in your sector?



5. EXHIBITOR SURVEY

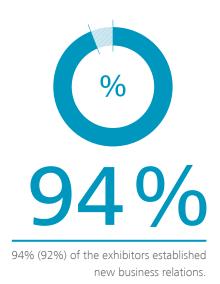
5.1 PRODUCT GROUPS (of exhibitors)

Which group of products/services do you offer? (Multiple answers)



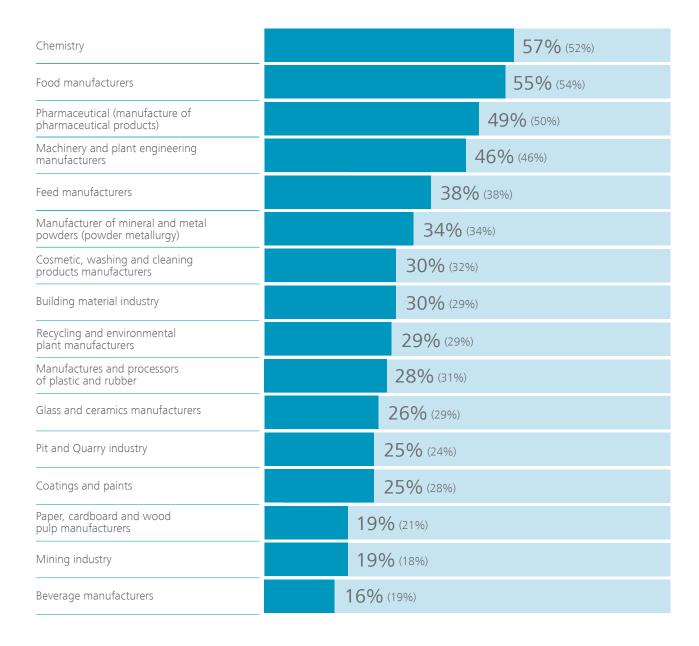
5.2 NEW BUSINESS RELATIONS

To what extent did your company make new business connections in the course of the fair?



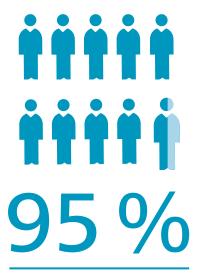
5.3 TARGET GROUPS

Which target groups do you wish to reach by exhibiting at POWTECH 2019? (Multiple answers, extract)



5.4 TARGET GROUP ACCURACY

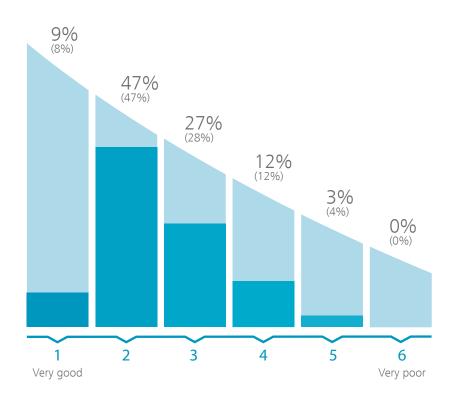
Did you reach your most important target groups at POWTECH 2019?



95% (93%) of the exhibitors reached their most important target groups during POWTECH 2019.

5.5 QUALITY OF VISITORS

How do you rate the quality of the visitors at your stand?

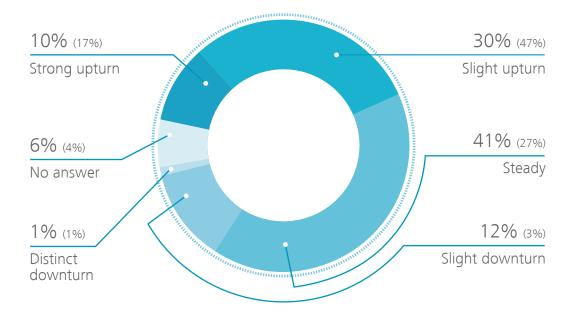


No answer: 1% (2%)

95% (95%) of the exhibitors were satisfied with the quality of the visitors at their stands.

5.6 ECONOMIC SITUATION IN SECTOR

How do you rate the current economic situation in your sector?



MISCELLANEOUS

The structural data have been certified by FKM, the Society for Voluntary Control of Fair and Exhibition Statistics, Berlin.



Further information is available at www.fkm.de.

The representative surveys were carried out by a neutral market research institute in accordance with the FKM guidelines.

This show report is also available in German.

Other detailed results of the survey can be obtained from NürnbergMesse, Market Research, T +49 9118606-0, F +49 9118606-8228, info@nuernbergmesse.de.

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- Market Research -