

VALVE WORLD EXPO 2022 - Fair Profile



Exhibitors total	380	Net space total (sqm)	11,472
Exhibitors Germany	94	Net space Germany	3,304
Exhibitors other countries	286	Net space other countries	8,168
Number of countries	29		

Visitor data from registry:

Visitors total	7,265
From Europe	83%
- Germany	28%
- Other Europe	55%
From Non-European countries	17%
- Asia	10%
- America	4%
- Africa	2%
- Australia/Oceania	1%
Number of countries	86

Visitor data from registry:

TOP 10 visitor countries	
<i>(Basis: all foreign visitors)</i>	
Italy	12%
Netherlands	11%
Great Britain & Northern Ireland	10%
France	6%
Spain	5%
India	4%
Poland	4%
Turkey	4%
Belgium	4%
USA	3%

VALVE WORLD EXPO

International Valve
Trade Fair & Conference
Dusseldorf • Germany

29th November - 01st December 2022

www.valveworldexpo.com

40 accredited journalists from 8 countries

(VG-GE-MF/Januar 2022)

Quality and structure of trade visitors

Based on the results of a total of 550 interviews including 545 interviews with trade visitors (99%) during VALVE WORLD EXPO 2022 conducted as CASI (Computer Assisted Self Interview)

Decision making powers*		Industrial sector*		Interest in product ranges	
Decisive	30%	Valves users,		<i>(Several answers possible)</i>	
Contributory (jointly decisive)	34%	other industry/manufacturer	27%	Valves	84%
Advisory function (consultative)	22%	Valves manufacturer	26%	Actuators and positioners	52%
Not involved	13%	Valve trading	18%	Valves components and parts	51%
		Other trading	3%	Pumps	20%
Occupational position*		Services	14%	Engineering services and	
Top-Management	57%	Association	1%	software	12%
Middle-Management	19%	Skilled crafts trades	1%	Compressors	11%
Low-Management	23%	Other	9%	Training and courses	5%
				Associations and publishing houses	2%
Area of responsibility*		Application areas		Other	7%
Business/company/plant		<i>(Several answers possible)</i>		Reasons for visit	
management	21%	Oil and Gas industry	67%	<i>(Several answers possible)</i>	
Sales	37%	(Petro-) Chemical Industry	51%	Searching for new suppliers	45%
Buying, procurement	11%	Water and Waste Water Managem.	38%	Visit specific exhibitors	36%
Research and development,		Power Station-Technology &		See new developments/trends	27%
design	11%	Green Alternatives	35%	Networking	21%
Maintenance, repairs	5%	Marine & Offshore-Industry	30%	Contact with existing suppliers/	
Manufacture, production, quality		Automotive & Mechanical Engineer.	18%	business partners	19%
control	3%	FLNG		Preparation/ implementation of	
Marketing, advertising, PR	3%	(Floating Liquefied Natural Gas)	15%	purchase decisions	7%
Planning, design, work preparation	2%	FPSO (Floating Production		New suppliers were found	
(Industrial) Design	1%	Storage and Offloading)	14%	Yes	35%
Other	5%	Subsea	12%		
		FRSU (Floating Storage		Overall assessment	
		Regasification Unit)	9%	Satisfied	92%
				Recommendation	
				Yes	92%

*Difference to 100% = Pupil, student, not gainfully employed (1%)



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