METEC 2019 - Fair Profile

Visitor data from registry:

<table>
<thead>
<tr>
<th>Exhibitors total</th>
<th>618</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitors Germany</td>
<td>163</td>
</tr>
<tr>
<td>Exhibitors other countries</td>
<td>455</td>
</tr>
<tr>
<td>Number of countries</td>
<td>39</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net space total (sqm)</th>
<th>22,321</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net space Germany</td>
<td>8,116</td>
</tr>
<tr>
<td>Net space other countries</td>
<td>14,205</td>
</tr>
</tbody>
</table>

**TOP 10 visitor countries** *(Basic: all foreign visitors)*

- India: 10%
- Italy: 7%
- China: 7%
- Turkey: 6%
- Japan: 5%
- France: 4%
- Russian Federation: 4%
- Spain: 4%
- Austria: 4%
- South Korea: 3%

**Number of countries**: 39

Origin*:

- Germany: 34%
- Other Europe: 37%
- From Non-European countries: 29%
- Number of countries: 127

*The origin of the visitors refers to the common number of visitors of GIFA/METEC/THERMPROCESS/NEWCAST 2019.

260 accredited journalists from 16 countries**

**Quality and structure of trade visitors**

Based on the results of 481 interviews with trade visitors during METEC 2019 conducted by means of the Computer-Interview-System

**Interest in product ranges** *(Several answers possible)*

- Plant and equipment for steel making: 46%
- Steel mills: 40%
- Measurement and test technology: 32%
- Plant and equipment for processing prime and raw materials: 25%
- Plant and equipment for casting and pouring of molten steel: 22%
- Plant and equipment for shaping of steel: 22%
- Plant and equipment for iron making: 21%
- Electrical engineering and process control Technology: 16%
- Plant and equipment for non-ferrous metal production: 15%
- Consultation, planning, services: 15%
- Miscellaneous equipment for metallurgical plants and rolling mills: 12%
- Plant and equipment for environmental protection and disposal, gas purification: 12%
- Information processing: 11%
- Plant and equipment for casting and pouring of non-ferrous metals: 11%
- Non-ferrous metal works: 10%
- Plant and equipment for shaping of non-ferrous metals: 7%
- Other: 8%

**Industrial sector***

- Iron and steel production: 28%
- Mechanical engineering, apparatus construction (general), toolmaking: 16%
- Plant manufacturing/engineering: 10%
- Steelworks: 8%
- Non-ferrous metals industry: 4%
- Ironworks: 3%
- Other industry: 4%
- Services/consulting: 5%
- Wholesale and export trade: 3%
- Steel and metal trade: 2%
- Other: 11%

**Decision making powers***

- Decisive: 26%
- Contributory (jointly decisive): 31%
- Advisory function (consultative): 24%
- Not involved: 13%

**Occupational position***

- Top-Management: 46%
- Middle-Management: 25%
- Low-Management: 23%

**Area of responsibility***

- Business/company/plant management: 21%
- Research and development, design: 19%
- Manufacture, production, quality control: 17%
- Sales, distribution: 13%
- Buying, procurement: 9%
- Maintenance, repairs: 6%
- Marketing, advertising, PR: 2%
- Other: 7%

**Reasons for visit** *(Several answers possible)*

- New developments/trends: 27%
- Contact with existing suppliers/business partners: 18%
- Identifying new suppliers/business partners: 26%
- Initiating purchase decisions: 7%
- Purchase/Order: 2%

New suppliers were found: Yes, 47%

**Overall assessment**

- Satisfied: 98%

**Recommendation**

- Yes: 95%