

2018 EDITION AT A GLANCE



1500 companies



3000 participants



450 buyers



45 countries



16000 BtoB meetings



France : 38.72 % => the half are from the Occitanie Region

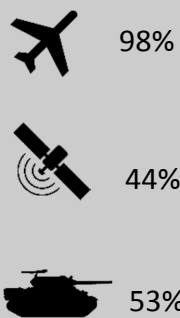
Europe (others) : 31.65 % (Germany, Belgium, Austria, Spain, Italia, Portugal, Romania, Ireland, United Kingdom, Poland, Turkey, Russia, Netherlands, ..)

North America : 13.13 % (Canada & USA) // **South America** : 1.68 % (Mexico)

Asia : 10.78 % (China, South Korea, Japan, Thailand, Philippines, India)

Africa : 4.04 % (Morocco)

Activities represented



98%

44%

53%

Manufacturing : 78%

Process : 28%

Engineering : 43%

Technologies, equipment, systems : 35%

Participation Goals

Meet new customers : 84%

Promote your skills : 54 %

Meet new partners : 48%

Better your knowledge in the aerospace market : 41%

Meet new suppliers : 31 %

Identify new technologies ; new processes : 20%



BtoB meeting pre-programmed

Between 0 & 10 : 40%

Between 11 & 20 : 45%

20 and more : 15%

Have they met the companies that they selected?

✓ 73%

✗ 26%



BtoB meeting programmed on site

Between 0 & 10 : 79%

Between 11 & 20 : 16,50%

20 and more : 4,50%

Have they met the « right contact »?

✓ 82%

✗ 18%



BtoB meeting with new prospect

Between 0 & 10 : 88%

Between 11 & 20 : 10%

20 and more : 2%

****76% are satisfied by the number of BtoB meetings they had****

Satisfaction of the participation

😊 84%

☹ 16%



Would they consider attending the next edition in 2020 :

YES 67%

MAYBE 27%

NO 6%



Quality-Price ratio
80% are satisfied