



FILTECH

March 13 – 15, 2018
Cologne – Germany

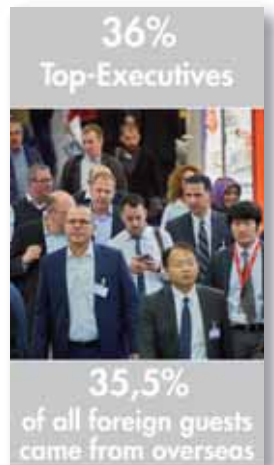
The Filtration Event
www.Filtech.de

Show Report 2016

**The world's
largest Filtration show
sets strong signals for
further growth**

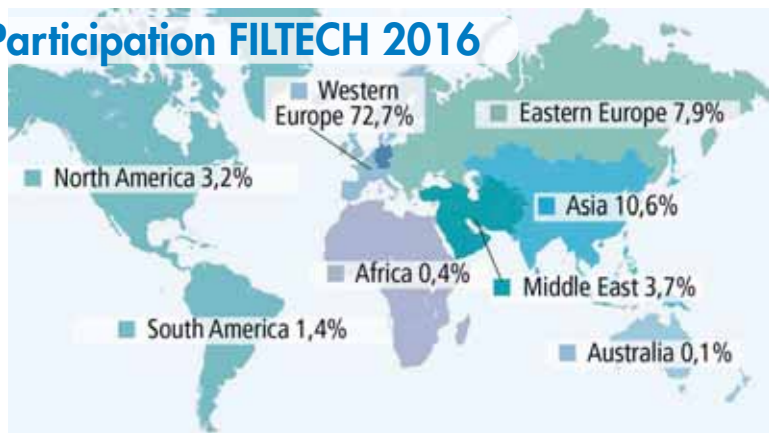
Show Report 2016

The positive market trend in the immediate run-up to the world's largest filtration show also characterised the course of FILTECH 2016 in Cologne and made for an excellent mood amongst the 360 exhibitors. With more than 12,000 participants over 3 days FILTECH 2016 has clearly exceeded all expectations and set a strong signal for further growth of the world-wide filtration and separation sector. At FILTECH 2016 65,5% of all foreign guests came from Europe. A substantial increase was also registered in the number of trade visitors from Italy, Poland, France, Turkey, USA, China, Japan, Korea and India. At FILTECH 2016 more than 57% of the trade visitors came from outside Germany. The experts came from 76 nations and all continents. 35,5% of all international guests came from overseas making the Show an intercultural experience and a unique platform for exhibitors to generate new business. Companies reported an overwhelming number of contacts, a marked willingness amongst trade visitors to invest, promising new business contacts from all over the world, quite specific contract negotiations and concrete business deals.



International Participation FILTECH 2016

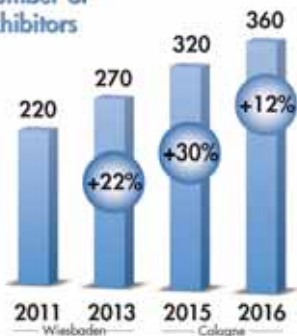
Germany	43,0%
Eastern Europe	7,9%
Western Europe	29,7%
North America	3,2%
South America	1,4%
Asia	10,6%
Middle East	3,7%
Africa	0,4%
Australia	0,1 %





FILTECH 2016
+13% **+12%**
 Participants Exhibitors

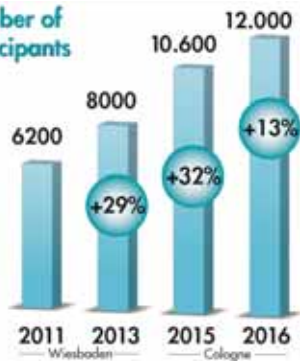
Number of Exhibitors



Visitor Profile FILTECH 2016

CEO, President, Director, Executive	36,4%
Marketing, Sales, Business Development	24,2%
Procurement, Purchase, Sourcing	14,5%
R&D, Quality, Applicationq	12,4%
Manufacturing, Production, Operations	10,4%

Number of Participants



“For more than 20 years MANN+HUMMEL has been participating at FILTECH with a large delegation. The conference is the place where we present our latest R&D results and connect ourselves with the best scientists in filtration and separation. Over the years, the exhibition has grown to a major event in the field of filtration. FILTECH is where we meet our most important suppliers in one place and get inspired by new ideas and the latest developments in filtration. This valuable input is crucial for our own innovative solutions.”

Dr. Gunnar-Marcel Klein, Vice President Engineering Filter Elements, MANN+HUMMEL



Conference
526 **180**
 Delegates Papers

Exhibitor Survey

How do you evaluate your professional success at FILTECH 2016?*

Excellent 25%

Very good 42%

Satisfied 31%

Less satisfied 2%

How do you judge the professional qualification of the visitors on your stand?*

Excellent 42%

Very good 52%

Satisfied 5%

Less satisfied 1%

What are your expectations for follow up business?*

Excellent 14%

Very good 41%

Satisfied 39%

Less satisfied 6%

All things considered, how do you rank FILTECH 2016?*

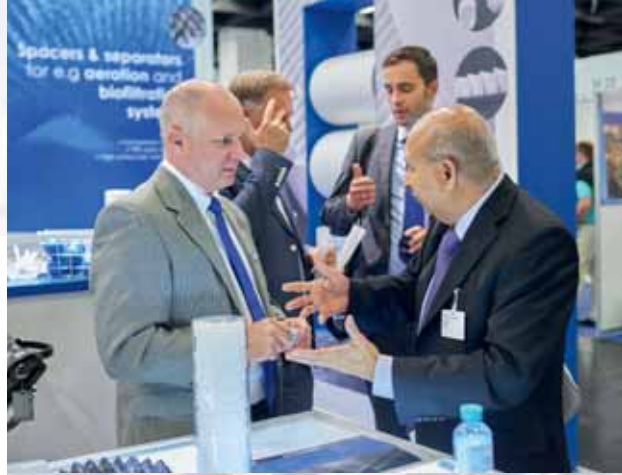
Excellent 22%

Very good 51%

Satisfied 21%

Less satisfied 5%

*not satisfied 0%



The Filtration Event

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91%
of all Exhibitors
will participate
in FILTECH 2018