



FILTECH

October 22 – 24, 2019
Cologne – Germany

The Filtration Event
www.Filtech.de

Show Report 2018

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



Platform for...

... your success

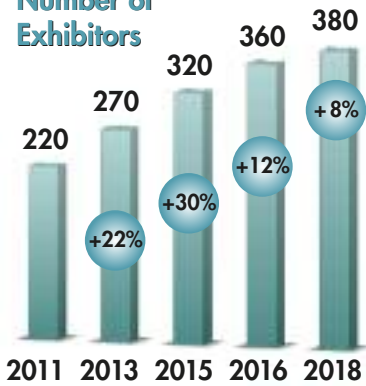
The positive market trend in the immediate run-up to the world's largest filtration show also characterised the course of FILTECH 2018 in Cologne and made for an excellent mood amongst the 380 exhibitors. With more than 14,000 participants over 3 days FILTECH 2018 has clearly exceeded all expectations and set a strong signal for further growth of the world-wide filtration and separation sector. 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.





FILTECH 2018
+16% + **+8%**
 Participants Exhibitors

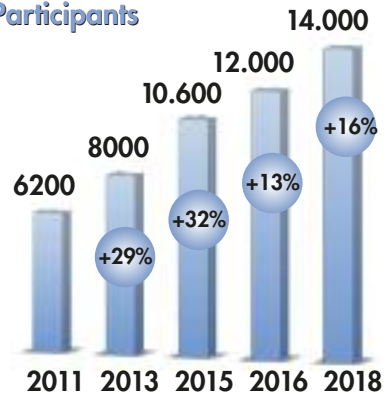
Number of Exhibitors



— Wiesbaden — — Cologne —

Do business with top-level decision makers. 34,5% of all foreign guests came from non-european countries

Number of Participants



— Wiesbaden — — Cologne —

"FILTECH has become the most important trade fair for filter technology. Stockmeier Urethanes has also grown to one of the leading supplier of Adhesives, Sealants and Casting System for filtration. This combination has been successful for years. FILTECH brings all parts of the industry, from across the globe, to share experiences and information. We are looking forward to be a part of FILTECH in 2019 again."

Frank Steegmanns, Key Account Manager Adhesives, Stockmeier Urethanes GmbH & Co. KG





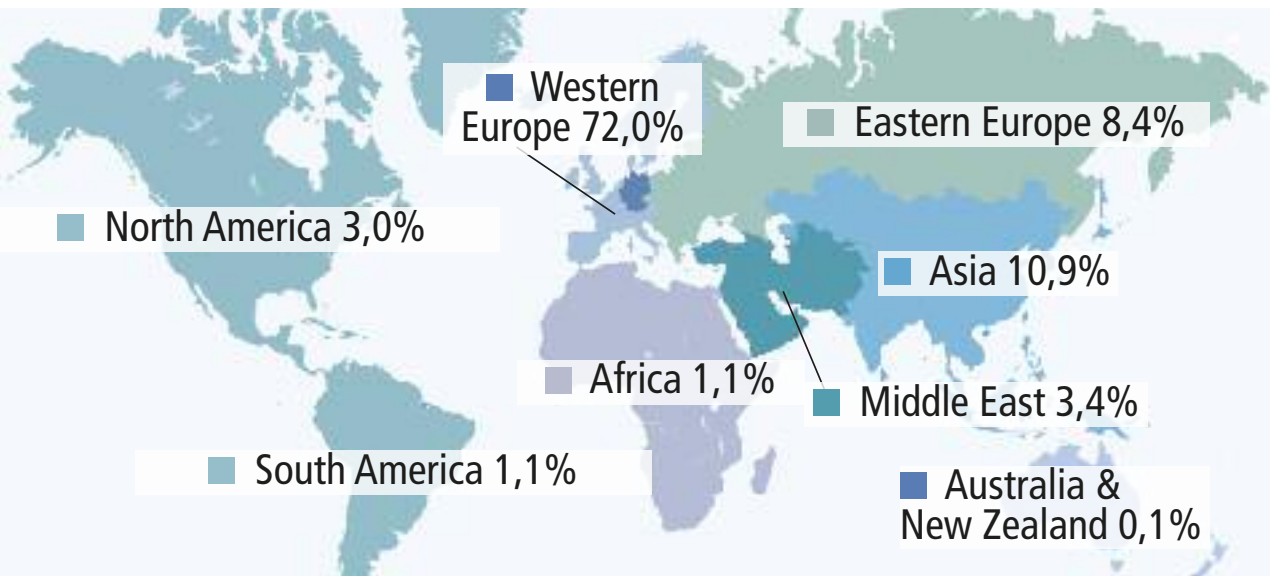
The Filtration family...

At FILTECH 2018 65,5% of all foreign guests came from Europe. A substantial increase was also registered in the number of trade visitors from Italy, Netherlands, France, India, Turkey, USA, Taiwan, Korea and Brazil. At FILTECH 2018 more than 57% of the trade visitors came from outside Germany. The experts came from 73 nations and all continents. 34,5% of all international guests came from non-european countries making the Show an intercultural experience and a unique platform for exhibitors to generate new business.

57,4% guests
from foreign countries



34,5%
of all foreign guests
came from overseas





... more international than ever

International Participation FILTECH 2018

Germany	42,6%
Western Europe	29,4%
Asia	10,9%
Eastern Europe	8,4%
Middle East	3,4%
North America	3,0%
South America	1,1%
Africa	1,1%
Australia & New Zealand	0,1%

Visitor Profile FILTECH 2018

CEO, President, Director, Executive	34,5%
Marketing, Sales, Business Development	27,3%
Procurement, Purchase, Sourcing	14,2%
R&D, Quality, Applications	11,6%
Manufacturing, Production, Operations	8,4%
Other	4,0%



"Being a nonwovens manufacturer, FILTECH brings together exactly the audience we are looking to address. With the filtration market changing rapidly, the exhibition and conference provide an ideal platform to discuss the most current topics with clients and partners and to gain new insight into market developments. Therefore, the FILTECH 2018 again was a great success for Sandler." Peter Reich, Associate Sales Director, Sandler AG



Exhibitor Survey

The Filtration Event...

... generate new business!

How do you evaluate your professional success at FILTECH 2018?

Excellent 22%

Very good 58%

Satisfied 16%

Less satisfied 4%

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


Excellent 29%

Very good 54%

Satisfied 11%

Less satisfied 5%



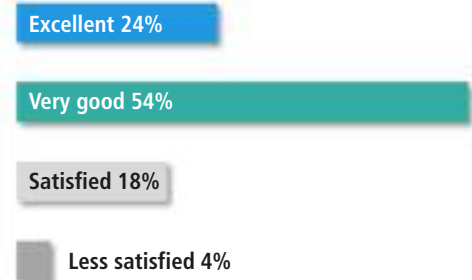
A photograph of industrial machinery, likely a filter manufacturing line. A white sign with the word 'SOLD' written in blue marker is attached to the machinery. The background shows various mechanical components and a yellow vertical beam.

91%
of all Exhibitors
will participate
in FILTECH 2019

What are your expectations for follow up business?



All things considered, how do you rank FILTECH 2018?



“MANN+HUMMEL was present as an exhibitor for the first time in 2018 with an excellent result. For more than 20 years we have been participating in the conference with a large delegation. Conference and trade fair are a must have for us as a filter manufacturer. 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
534 **180**
Delegates Papers

FILTECH 2018 Conference featured once again the latest advances and techniques in liquid/solid and gas/particle separation (dust, gas & air filtration).

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New 2 hall levels

**Book your
Stand now!**