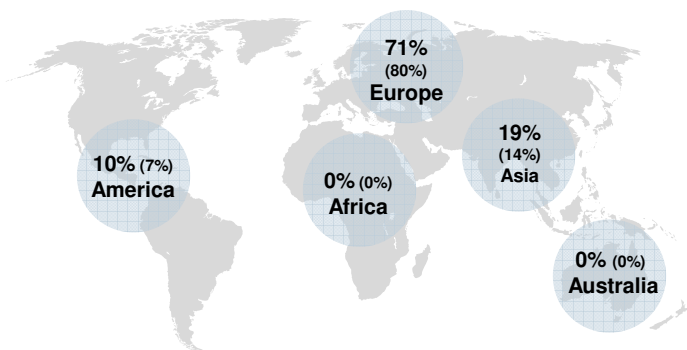


Trade visitor rate : 97% (2014: 99%)

Origin

Germany	71%	(69%)
Abroad	29%	(31%)

The following percentage refers to foreign trade visitors.

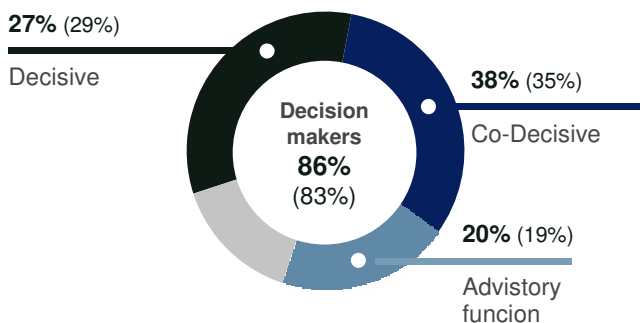


TOP 8

Switzerland	17%	(20%)
Italy	8%	(8%)
France	7%	(2%)
USA	7%	(4%)
Austria	6%	(8%)
Japan	4%	(1%)
Czech Republic	4%	(4%)
Turkey	4%	(4%)

Structure

62% (54%) of the trade visitors belong to the economic sector metalworking industry and 7% (9%) to metalwork. The proportion of trade visitors with an influence on purchasing/procurement decisions in their company lies at 86% this year.

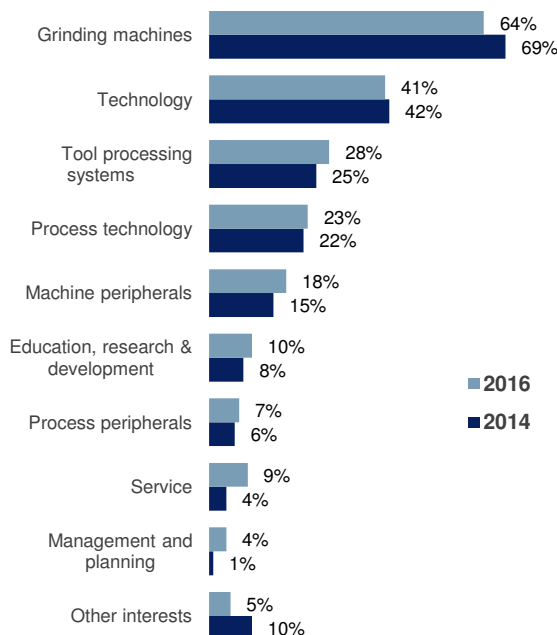


Business result

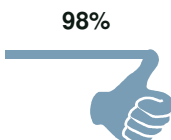
61 percent

of trade visitors achieved a (very) good business result overall.

Interest of offer
(Multiple answers)

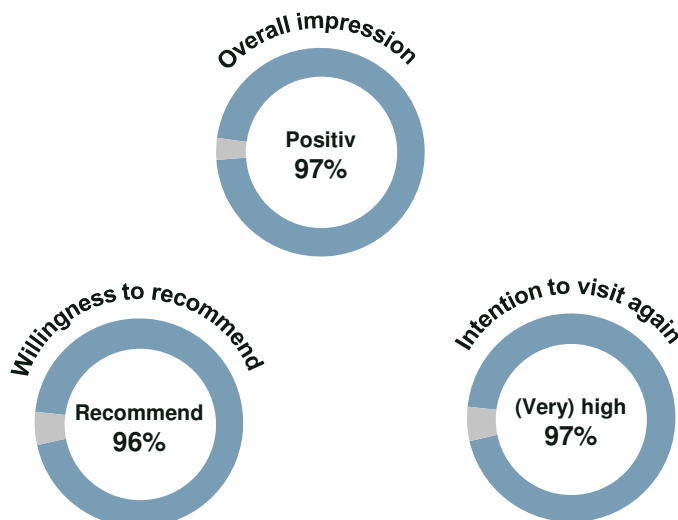


Rating of offer



The majority of trade visitors assessed the offer, all in all, as positive.

Overall impression and outlook



97% of trade visitors are, all in all, (totally and utterly) satisfied with their visit to the GrindTec 2016.

Data collected and analysed by :