



FABTECH 2019
CHICAGO
NOV 11-14
FABTECHEXPO.COM

FABRICATING
TUBE & PIPE
STAMPING
FINISHING
WELDING
BENDING & FORMING
LASERS
CUTTING
AUTOMATION
ASSEMBLY
TOOL & DIE
PUNCHING
ROBOTICS
WATERJET
SAWS
ADDITIVE MFG
PRESS BRAKES
COIL PROCESSING

FABTECH

NORTH AMERICA'S LARGEST METAL FORMING,
FABRICATING, WELDING AND FINISHING EVENT

2019 POST SHOW REPORT

Audience Profile & Exhibitor Feedback



FINAL STATS

ATTENDANCE: 48,278

EXHIBITORS: 1,748

SQ. FOOTAGE: 830,655

**TOTAL LEADS
COLLECTED:** 168,853



TOP 3 REASONS VISITORS ATTEND FABTECH



1. See/evaluate new products and technology



2. Compare products side-by-side



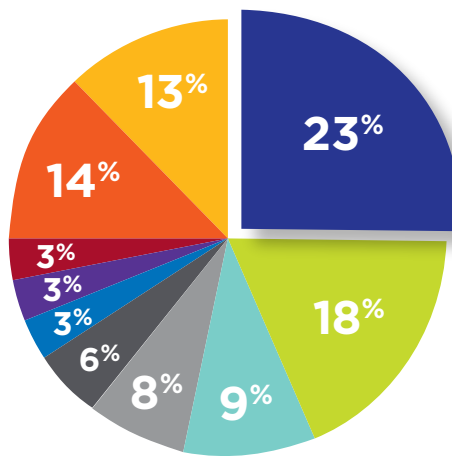
3. Keep up with industry trends

54% of attendees were first time visitors.

“FABTECH 2019 was extremely positive for Miller. We had great meetings with our current key customers and new customers around the solutions we offer. FABTECH is always a great show, but this was an exceptional year.”

- David Lambert, Miller Electric Mfg LLC

AUDIENCE PROFILE

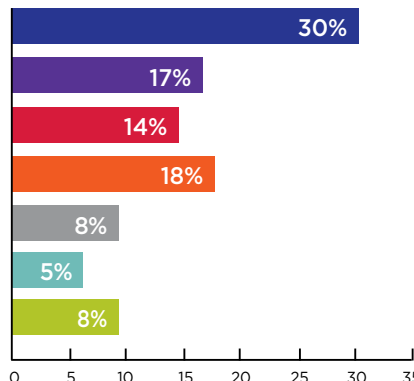


JOB FUNCTION

- Owner, Company Management/Corporate Executive 23%
- Manufacturing Engineering, Design Engineer 18%
- Manufacturing Production 9%
- Foreman/Leader/Supervisor 8%
- Welder/Machine Operator 6%
- Product Design and R&D 3%
- Distributor 3%
- Purchasing 3%
- Sales & Marketing 14%
- Other Job Functions 13%

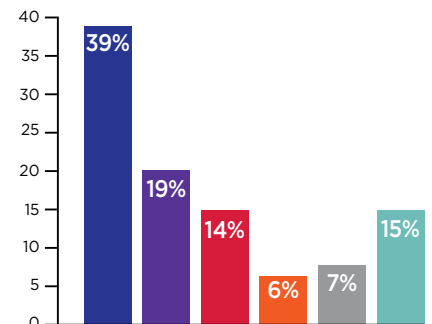
COMPANY SIZE (# OF EMPLOYEES)

- Less than 20 30%
- 20 - 49 17%
- 50 - 99 14%
- 100 - 249 18%
- 250 - 499 8%
- 500 - 999 5%
- 1,000 or more 8%



TYPE OF COMPANY

- Job Shop/Contract Manufacturer 39%
- OEM 19%
- Supplier 14%
- Dealer/Distributor 6%
- Non-Manufacturer 7%
- Other 15%



Source for all Audience Statistics: 2019 Audience Survey and Registration Data.

TOP ATTENDING COMPANIES

| | | | |
|---------------------|-----------------------|--------------------------------|----------------------------|
| Altec Industries | Doosan / Bobcat | Harley Davidson | Shape Corp. |
| Amazon | Eaton | Herman Miller | Siemens |
| Ariens Co. | Emerson | Honda of America Manufacturing | Snap-on Tools |
| B&W Trailer Hitches | Exxon Mobil | John Deere | SpaceX |
| BENTELER Automotive | Faurecia | Johnson Controls | Stanley Black & Decker |
| Boeing | Flex-n-Gate | Kohler Co. | Steelcase |
| BorgWarner | Ford Motor Company | Lockheed Martin | Stryker |
| Broan | Generac Power Systems | Milwaukee Tool | Trane |
| Bunn | General Dynamics | Oshkosh Corp. | Toyota Motor Manufacturing |
| Caterpillar | General Electric | Parker Hannifin | Whirlpool Corporation |
| Crown Equipment | General Motors | Polaris | |
| Delta Airlines | Greenheck Fan Corp. | | |



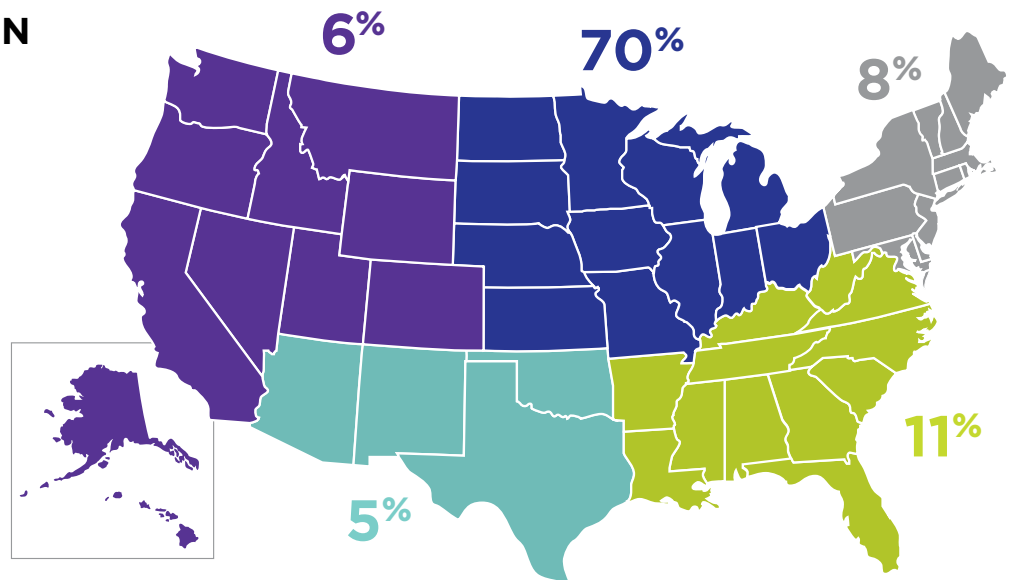
TOP 10 INDUSTRIES

- Aerospace
- Agriculture
- Automotive
- Construction
- Energy
- Heavy Equipment
- Mining/Utilities/Power Generation
- Military/Defense
- Oil & Gas
- Other Transportation

ATTENDANCE BY REGION

9% of attendees came from countries outside the U.S. including:

- Australia
- Brazil
- Canada
- China
- Germany
- Japan
- Italy
- Mexico
- South Korea
- Turkey
- United Kingdom
- ...and more



“ FABTECH 2019 was great and lived up to expectations for us. We secured several good leads. The newly announced September dates are great for Cloos Robotics and the shift will be very good for our business. ”

- Hartmut Boegel, Cloos Robotics

85%

of exhibitors are satisfied or very satisfied with the value received from exhibiting at FABTECH.

90%

of exhibitors would recommend FABTECH to a colleague.

77%

of exhibitors expect to derive a positive ROI from FABTECH 2019.

Source: 2019 FABTECH Exhibitor Survey

TECHNOLOGY INTEREST (MULTIPLE RESPONSE)

| | |
|------------------------------------------------|------------------------------------------|
| Cutting 31% | Additive Manufacturing 14% |
| Bending & Forming 31% | Maintenance & Repair 14% |
| Welding Machines 31% | Tool & Die 14% |
| Lasers 29% | Metal Suppliers 13% |
| Arc Welding 27% | Plate & Structural Fabricating . . . 13% |
| Automation 26% | Saws 13% |
| Robotics 25% | Waterjet 12% |
| Press Brakes 21% | Inspection & Testing 12% |
| Material Handling 20% | Safety & Environmental 12% |
| Assembly 19% | Software, Machine Controls 11% |
| Welding Consumables 18% | Resistance Welding 10% |
| Finishing/Paint & Powder Coating 18% | Stamping 10% |
| Tube & Pipe Fabricating 16% | Finishing/Plating 9% |
| Tooling 16% | Brazing & Soldering 8% |
| Fastening & Joining 15% | Coil Processing 8% |
| Punching 15% | Tube & Pipe Producing 7% |
| | Gases & Gas Equipment 7% |



BUYING POWER

80%

of FABTECH attendees influence or approve equipment purchase decisions.

44%

of the FABTECH audience had equipment budgets that exceeded \$200,000. These were motivated buyers ready to invest in new technology.

BUDGET

| | |
|-------------------------------------|-----|
| Up to \$50,000 | 36% |
| \$50,001 - \$200,000 | 20% |
| \$200,001 - \$500,000 | 13% |
| \$500,001 - \$1,000,000 | 13% |
| \$1,000,001 - \$5,000,000 | 12% |
| Over \$5,000,000 | 6% |

DON'T MISS YOUR CHANCE TO EXHIBIT!

Contact a member of our sales team or visit fabtechexpo.com/exhibit to learn how exhibiting at a future FABTECH event can benefit your business.

FABTECH
MEXICO CITY
 May 12-14, 2020

MONTERREY
 May 4-6, 2021

FABTECH
CANADA
 June 16-18, 2020

FABTECH
LAS VEGAS
 Nov. 18-20, 2020

CHICAGO
 September 13-16, 2021