



<b>Visitors</b>	<b>43,446</b>
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<b>Total number of exhibitors</b>	<b>751</b>
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**Origin of the exhibitors**

Germany	423
Other countries (from 36 countries)	328

<b>Space (net)</b>	<b>22,868 sq.m.</b>
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Germany	15,861 sq.m.
Other Countries	7,007 sq.m.

**Origin of visitors**

<b>Germany</b>	<b>84 %</b>
West Germany	65 %
Southwest Germany	10 %
South Germany	9 %
North Germany	9 %
East Germany	7 %
<b>Other countries</b>	<b>16 %</b>
Europe	85 %
– EU	84 %
– Other European countries	16 %
Non Europe	15 %
– Asia	57 %
– South-/Central America	25 %
– Africa	10 %
– North America	5 %
– Australia	3 %

**Visitor structure features**

Disabled and relatives of disabled people	56 %
Trade buyers	43 %
Others	3 %
Average length of stay	1,3 days

**Countries of origin (Top 5)**

Netherlands	12 %
Belgium	11 %
France	9 %
Italy	9 %
Switzerland	7 %

**Interest in product ranges\***

Devices for everyday use	60 %
Walking and mobility aids	54 %
Mobility equipment, wheel-chairs	50 %
Orthopaedic aids	33 %
Employment, occupation	32 %
Body care, body hygiene	32 %
Leisure time, sports, games	29 %
Car, traffic, transport	28 %
In-patient medical care	27 %
Physiotherapy, ergotherapy	27 %
Aids for children	25 %
Paedagogic/training and further training	25 %
Communication aids for the deaf etc.	22 %
Furnishings and fittings for house and apartments	21 %
Food, kitchen furnishing and supplies	18 %
Auxiliary communication aids for the blind etc.	16 %
Travelling	17 %
Associations, institutions, organisations	14 %
Clothing, protective gear	13 %
Others	7 %

**Influence on purchasing/procurement decisions\*\***

Decisively	19 %
Contributory	27 %
In an advisory capacity	22 %
No influence	32 %

**Occupational sector of visitors**

Medical and sanitary trade	12 %
Rehabilitation facilities	10 %
Special facilities	10 %
Disabled persons organization/ – sports association	7 %
Nursing-/old people's home	7 %
Other services/consulting	7 %
Ambulant nursing/care service	6 %
Orthopaedics trade	6 %
Doctors' surgery/other surgery	5 %
Hospital/clinic	5 %
Public authorities	5 %
Cost unit	4 %
Industry for medical/therapeutic aids/other industry	4 %
Other association, organisation	3 %
University/college of higher education/technical college	3 %
Others	6 %

**Recommendation**

Yes	96 %
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**Overall assessment**

Satisfied	96 %
Unsatisfied	4 %

\* Several answers possible

\*\* With regard to visitors with a professional background.

Subject to change without notice