Profile data REHACARE 2018
Basis visitor registration 2018
www.rehacare.com

Total number of visitors 50,612
- Germany 37,959
- Other countries 12,653

Countries of origin (top 5) Europe
- Netherlands
- Belgium
- Italy
- France
- United Kingdom

Countries of origin (top 5) Non-Europe
- Japan
- China
- Israel
- Taiwan
- USA

Origin of visitors
- Germany 75%
- West Germany 68%
- South Germany 11%
- North Germany 14%
- East Germany 7%
- Other countries 25%
  - Europe 80%
    - EU 85%
    - Other European countries 15%
  - Non-Europe 20%
    - Asia 69%
    - North Amerika 14%
    - Australia 8%
    - South-/Central America 6%
    - Africa 3%

Occupational sector of visitors
- Medical trade/health care supply store/orthopaedy handicraft 29%
- Assistive technology industry/other industrial branches 18%
- Rehabilitation hospital/rehab facility 8%
- Outpatient nursing 7%
- Cost bearer, health and care insurance, private health insurance 6%
- Nursing home/retirement home 5%
- University/high school/technical college 5%
- Hospital 5%
- Special facility/training center/workshop 4%
- Public authority 4%
- Association/organisation 4%
- Doctors’ surgery/other surgery 3%
- Assisted living 1%
- Construction sector/construction service 1%

Visitor structure features
- Trade visitor 63%
- Private visitor 34%
- Accompanying person 3%
**Interest in product ranges***

<table>
<thead>
<tr>
<th>Product Range</th>
<th>Interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheelchairs, vehicles</td>
<td>54%</td>
</tr>
<tr>
<td>Daily living aids</td>
<td>49%</td>
</tr>
<tr>
<td>Mobility aids, walking aids</td>
<td>43%</td>
</tr>
<tr>
<td>Orthopedic aids</td>
<td>33%</td>
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<tr>
<td>Communication aids, IT</td>
<td>33%</td>
</tr>
<tr>
<td>Physiotherapy, ergotherapy, physical training</td>
<td>32%</td>
</tr>
<tr>
<td>In-patient medical care</td>
<td>28%</td>
</tr>
<tr>
<td>Nursing care (in-patient/homecare)</td>
<td>28%</td>
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<tr>
<td>Body care, body hygiene</td>
<td>26%</td>
</tr>
<tr>
<td>Barrier free living</td>
<td>26%</td>
</tr>
<tr>
<td>Aids for children</td>
<td>25%</td>
</tr>
<tr>
<td>Education, employment, occupation</td>
<td>25%</td>
</tr>
<tr>
<td>Cars, car adaption</td>
<td>19%</td>
</tr>
<tr>
<td>Exoskeletons</td>
<td>15%</td>
</tr>
<tr>
<td>Ambient assisted living (AAL)</td>
<td>15%</td>
</tr>
<tr>
<td>Clothing, protective gear</td>
<td>14%</td>
</tr>
<tr>
<td>Food, kitchen furnishing and supplies</td>
<td>13%</td>
</tr>
</tbody>
</table>

**Total number of exhibitors**

<table>
<thead>
<tr>
<th>Country</th>
<th>Exhibitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>421</td>
</tr>
<tr>
<td>Other countries</td>
<td>548</td>
</tr>
</tbody>
</table>

**Space (net) m²**

<table>
<thead>
<tr>
<th>Country</th>
<th>Space (net) m²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>20,819</td>
</tr>
<tr>
<td>Other countries</td>
<td>13,327</td>
</tr>
</tbody>
</table>

**Success of REHACARE**

- 75% of the trade visitors have decision-making authority or are involved in decision-making process.
- 30% of the trade visitors have found new suppliers.
- 95% of the trade visitors would recommend REHACARE to others.
- More than 50% of the visitors from abroad have concrete investment plans during their visit to the trade fair.
- Our visitors come from more than 80 countries.

See you again
18 – 21 September 2019