



Visitors	51,250
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Total number of exhibitors	901
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Origin of the exhibitors	
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Germany	494
Other countries (from 36 countries)	407

Space (net)	28,281 sq.m.
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Germany	21,861 sq.m.
Other Countries	9,583 sq.m.

Origin of visitors	
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Germany	84 %
West Germany	66 %
Southwest Germany	12 %
South Germany	7 %
North Germany	9 %
East Germany	6 %
Other countries	16 %
Europe	81 %
– EU	86 %
– Other European countries	14 %
Non Europe	19 %
– Asia	56 %
– South-/Central America	25 %
– Africa	10 %
– North America	6 %
– Australia	3 %

Visitor structure features	
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Disabled and relatives of disabled people	51 %
Visitors with professional interest	47 %
Others	2 %
Average length of stay	1,3 days

Countries of origin (Top 5)	
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Netherlands	12 %
Belgium	10 %
France	10 %
Italy	9 %
Switzerland	7 %

Interest in product ranges*	
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Devices for everyday use	52 %
Mobility equipment, wheel-chairs	49 %
Walking and mobility aids	48 %
Orthopaedic aids	31 %
Employment, occupation	31 %
Body care, body hygiene	29 %
Sports, leisure time, games	26 %
Car, traffic, transport	27 %
In-patient medical care	27 %
Physiotherapy, ergotherapy	27 %
Aids for children	24 %
Paedagogic/education and further training	21 %
Communication aids for the deaf etc.	20 %
Furnishings and fittings for house and apartments	20 %
Food, kitchen furnishing and supplies	18 %
Travelling	17 %
Auxiliary communication aids for the blind etc.	14 %
Clothing, protective gear	13 %
Associations, institutions, organisations	12 %
Others	9 %

Influence on purchasing/ procurement decisions**	
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Decisively	19 %
Contributory	27 %
In an advisory capacity	22 %
No influence	32 %

Occupational sector of visitors	
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Medical and sanitary trade	14 %
Other association/organisation	9 %
Rehabilitation facilities	8 %
Special facilities	7 %
Nursing-/old people's home	6 %
Ambulant nursing/care service	6 %
Industry for medical/therapeutic aids/other industry	6 %
Cost unit	6 %
Disabled person organisation/ – sports association	5 %
Other services/consulting	5 %
Orthopaedics trade	5 %
Public authorities	5 %
Hospital/clinic	5 %
Doctors' surgery/other surgery	4 %
University/college of higher education/technical college	4 %
Others	5 %

Recommendation	
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Yes	96 %
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Overall assessment	
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Satisfied	96 %
Unsatisfied	4 %

* Several answers possible

** With regard to visitors with a professional background.

Subject to change without notice