

FACILITIES SHOW

18-20 JUNE 2019
EXCEL LONDON UK

POST SHOW REPORT 2019



VISITOR GROWTH

2017	2018	2019
2% increase from 2016	7% increase from 2017	3% increase from 2018



£9.2bn*
combined Facilities Show spending power
* an increase of £2.3billion from 2018



60%
visit primarily to find new products, services or technologies

WHO EXHIBITORS MET

FACILITIES SHOW VISITORS



72%

OF VISITORS HAVE PURCHASING POWER



35%

OF VISITORS WERE HEADS OF DEPARTMENT, C-SUITE, DIRECTORS OR OWNERS



40%

OF VISITORS WERE FROM THE CONSTRUCTION OR PROPERTY SECTOR



We come back to exhibit at Facilities Show for the third year to grow our business and get more leads. The quality of visitors is great, we've come across many decision-makers. We're confident that we have enough buyers interested in our product.

Commercial Manager, ILECS

SAMPLE FACILITIES SHOW VISITOR LIST

Facilities Director, North Europe Adidas	Head of Workspace Paddy Power Betfair
Head of Property Operations British Airways	Head of Retail FM Savills
Director Churchill	Head of FM Savills
Head of Estates Department of International Trade	Head of Property & Facilities Sky Betting and Gaming
Group Head of Facilities Maintenance East Sussex College	Head of Estates St Albans High School for Girls
Director Greenline	Head of UK Operations Tesco
Associate Director - Assurance & Risk King's College London	Head of Facilities Thames Valley Police
Head of Asset Management London City Airport	Head of Facilities The Gym Ltd
Asset Maintenance Director London Stansted Airport	Director of Facility Services University of Birmingham
Director of Facilities Management Manchester Central Convention Centre	Assistant Director, Residential Services University of Leeds
Head of Purchasing & Contracts Metroline	Head of Space Management University of Westminster
Relationship Director NatWest	Director of Facilities and Projects Warner Bros. Studios Leavesden
Director of Estates NHS	Head of CPU Wasabi Co Ltd
Assistant Director, Estates & Facilities Services Northumbria University	Head of Maintenance Services Watford Community Housing
	Head of Facilities West Hertfordshire Hospitals NHS Trust



We have successfully exhibited at Facilities Show over the past 10 years. Over this time we have been able to access larger opportunities due to the calibre of the show's attendees. We have been able to secure some of our largest contracts at Facilities Show.

Managing Director, Funky Yukka

TOP 10 VISITOR AREAS OF INTEREST



1 MAINTENANCE
43.41%



2 HEALTH & SAFETY
37.34%



3 ENERGY MANAGEMENT /
GREEN FM
34.97%



4 MECHANICAL
& ELECTRICAL
33.43%



5 WORKPLACE TECHNOLOGY
& SOFTWARE
31.56%



6 CLEANING
30.07%



7 OUTSOURCED
FM SERVICES
29.86%



8 WASTE
MANAGEMENT
29.50%



9 HEALTH &
WELLBEING
29.10%



10 OFFICE
MANAGEMENT
25.49%



It is always great to have a presence at the show. It gives us an opportunity to engage with our community of workplace and facilities management professionals face-to-face. This year has had a vibrant buzz and feeling of progression in embracing the workplace.

Head of Sales & Customer Experienter, IWFM

TOP 10 VISITOR SECTORS

1 PROPERTY / REAL ESTATE



2 MANUFACTURING



3 CONSTRUCTION



4 CLEANING



5 BUSINESS SERVICES



6 CONSULTANCY



7 GOVERNMENT



8 EDUCATION



9 RETAIL

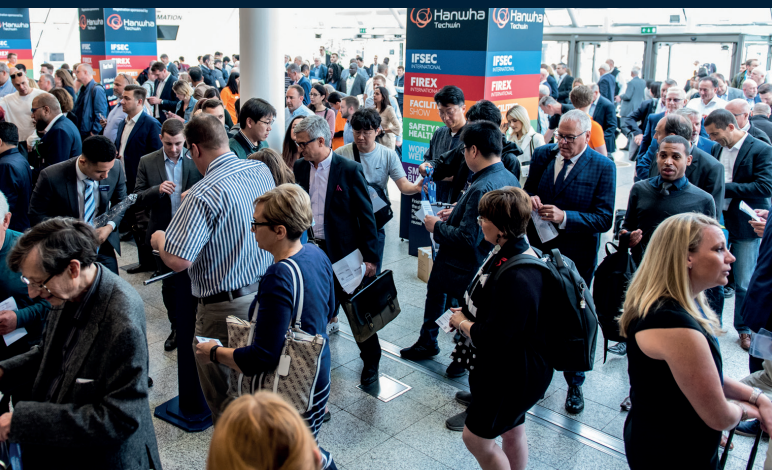


10 HEALTH



SEE YOU IN SEPTEMBER 2020

8–10 SEPTEMBER 2020
EXCEL LONDON UK



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