



**FILTECH**

February 23–25, 2021  
Cologne – Germany

The Filtration Event  
[www.Filtech.de](http://www.Filtech.de)

## Show Report 2019

**The world's  
largest Filtration show  
sets strong signals for  
further growth**



Show Report 2019

# Platform for ...

## ... your success

The positive market trend in the immediate run-up to the world's largest filtration show also characterised the course of FILTECH 2019 in Cologne and made for an excellent mood amongst the 428 exhibitors. With 16,500 participants over 3 days FILTECH 2019 has clearly exceeded all expectations and set a strong signal for further growth of the world-wide filtration and separation sector. Companies reported an overwhelming number of contacts, a marked willingness amongst trade visitors to invest, promising new business contacts from all over the world, quite specific contract negotiations and concrete business deals.

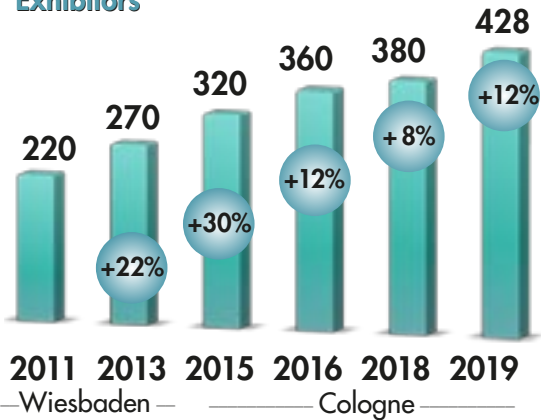




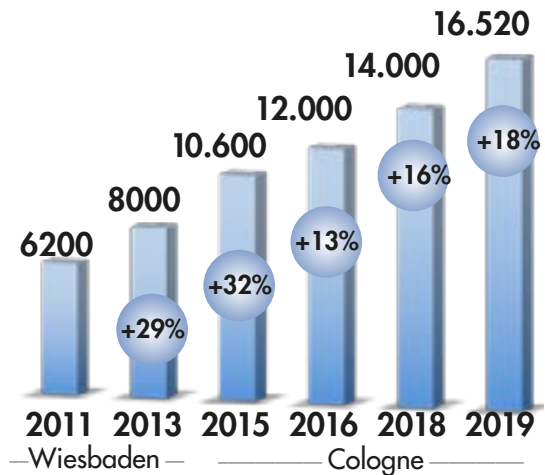


**FILTECH 2019**  
**+18%** **+12%**  
 Participants Exhibitors

**Number of Exhibitors**



Do business with top-level decision makers. 34,5% of all foreign guests came from non-european countries



"FILTECH has become the most important trade fair for filter technology. Stockmeier Urethanes has also grown to one of the leading supplier of Adhesives, Sealants and Casting System for filtration. This combination has been successful for years. FILTECH brings all parts of the industry, from across the globe, to share experiences and information. We are looking forward to be a part of FILTECH in 2021 again."

Frank Steegmanns, Key Account Manager Adhesives, Stockmeier Urethanes GmbH & Co. KG





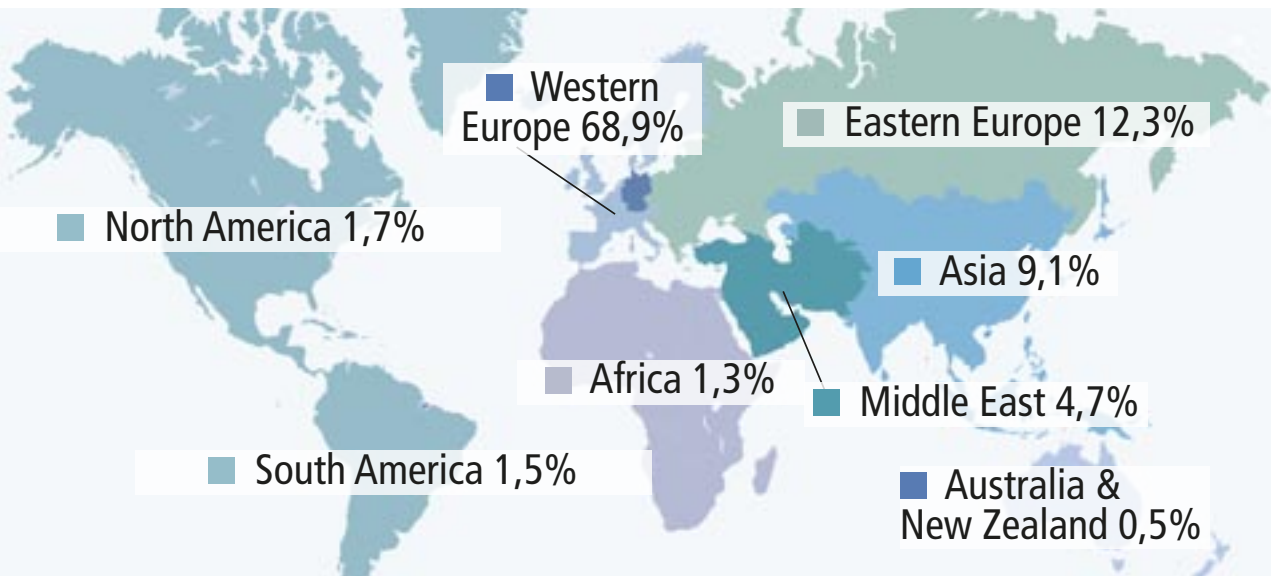
# The Filtration family...

At FILTECH 2019 67,8% of all foreign guests came from Europe. A substantial increase was registered in the number of trade visitors from France, India, South Korea, Russia, Turkey, Brazil, Hungary, Slovenia, Scandinavia and Tunesia. At FILTECH 2019 more than 58% of the trade visitors came from outside Germany. The experts came from 75 nations and all continents. 32,3% of all international guests came from non-european countries making the Show an intercultural experience and a unique platform for exhibitors to generate new business.

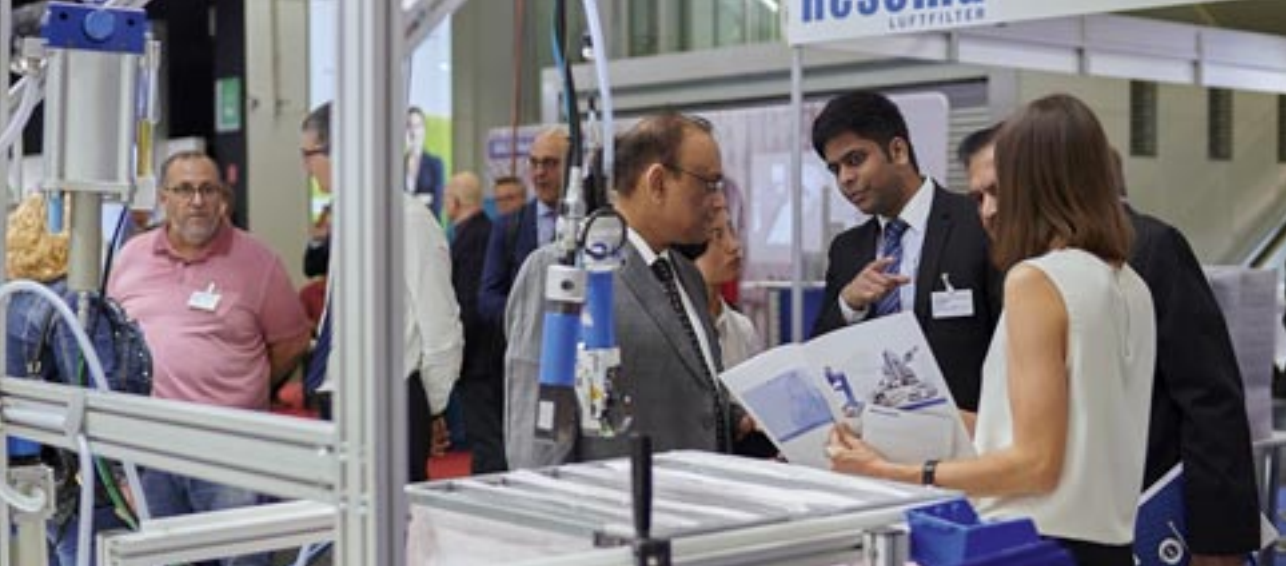
**58,3%** guests  
from foreign countries



**32,3%**  
of all foreign guests  
came from overseas







# ... more international than ever

## International Participation FILTECH 2019

Germany	41,7%
Western Europe	27,2%
Asia	9,1%
Eastern Europe	12,3%
Middle East	4,7%
North America	1,7%
South America	1,5%
Africa	1,3%
Australia & New Zealand	0,5%

## Visitor Profile FILTECH 2019

CEO, President, Director, Executive	35,8%
Marketing, Sales, Business Development	26,2%
Procurement, Purchase, Sourcing	17,1%
R&D, Quality, Applications	10,8%
Manufacturing, Production, Operations	8,7%
Other	2,4%



"We visited FILTECH 2018 to see what kind of Show it was and we decided to exhibit at FILTECH 2019 because the Show has much potential for our business and it is a great opportunity to expand our sales in not only Europe but also all over the world. To conclude, our decision was correct, FILTECH 2019 was very successful for Okutani Ltd. We did meet many potential customers during FILTECH 2019 and each customer had a strong sense of purpose. Also FILTECH was a good place to exchange expert opinions connecting on filters & separations with suppliers in same field. We are looking forward to taking part in FILTECH 2021!" Tomohiko Okutani, President of Okutani Ltd



## Exhibitor Survey

# The Filtration Event...

# ... generate new business!

How do you evaluate your professional success at FILTECH 2019?

Excellent 28%

Very good 49%

Satisfied 18%

Less satisfied 5%

How do you judge the professional qualification of the visitors on your stand?

Excellent 39%


Very good 48%

Satisfied 8%

Less satisfied 5%





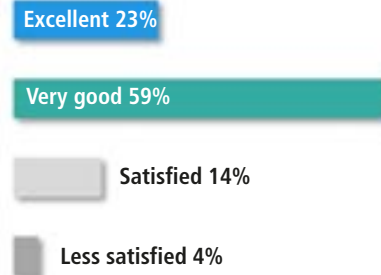
A photograph of industrial machinery, possibly a filter manufacturing line, with a white sign that says "SOLD" in blue marker. The sign is attached to a yellow vertical beam. The background shows various mechanical components and pipes.

**93%**  
of all Exhibitors  
will participate  
in FILTECH 2021

**What are your expectations for follow up business?**



**All things considered, how do you rank FILTECH 2019?**



"After great success with our first presence as exhibitor in 2018 we have doubled our booth size in 2019, resulting in more than 100 % growth of registered customer contacts. The FILTECH has developed now as a main event in our trade fair calendar. We are reaching out to important customers, especially in the Life Sciences & Environment filtration, but also in the Automotive filter business. For more than 20 years we have been participating in the conference with a large delegation. FILTECH is where we meet our most important suppliers and scientific partners in one place and get inspired by new ideas and the latest developments in filtration."

Dr. Gunnar-Marcel Klein, Vice President Engineering Filter Elements, MANN+HUMMEL





**Conference**  
**510** **200**  
Delegates Papers

FILTECH 2019 Conference featured once again the latest advances and techniques in liquid/solid and gas/particle separation (dust, gas & air filtration).



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