



POST-SHOW REPORT

www.maintenance-dortmund.de/en



maintenance Dortmund

Germany's premier trade show for industrial maintenance

You'll find all facets of modern maintenance represented here: from classic products and services for maintenance, inspection and repair to innovative digital solutions.

With its extensive range of offerings, intensive personal exchanges and potential for promising leads, this foremost industry meeting place is indispensable for companies and experts from the maintenance field and other relevant industrial sectors.

Get connected. Generate leads. Inform yourself.

Dates & Statistics

of maintenance Dortmund 2023



205
Exhibitors



4,306
Trade visitors*



*incl. cross-visitor of Logistics & Automation Dortmund 2023
(parallel event)

maintenance Dortmund 2023: Successful leading trade show as a meeting place for the industry.

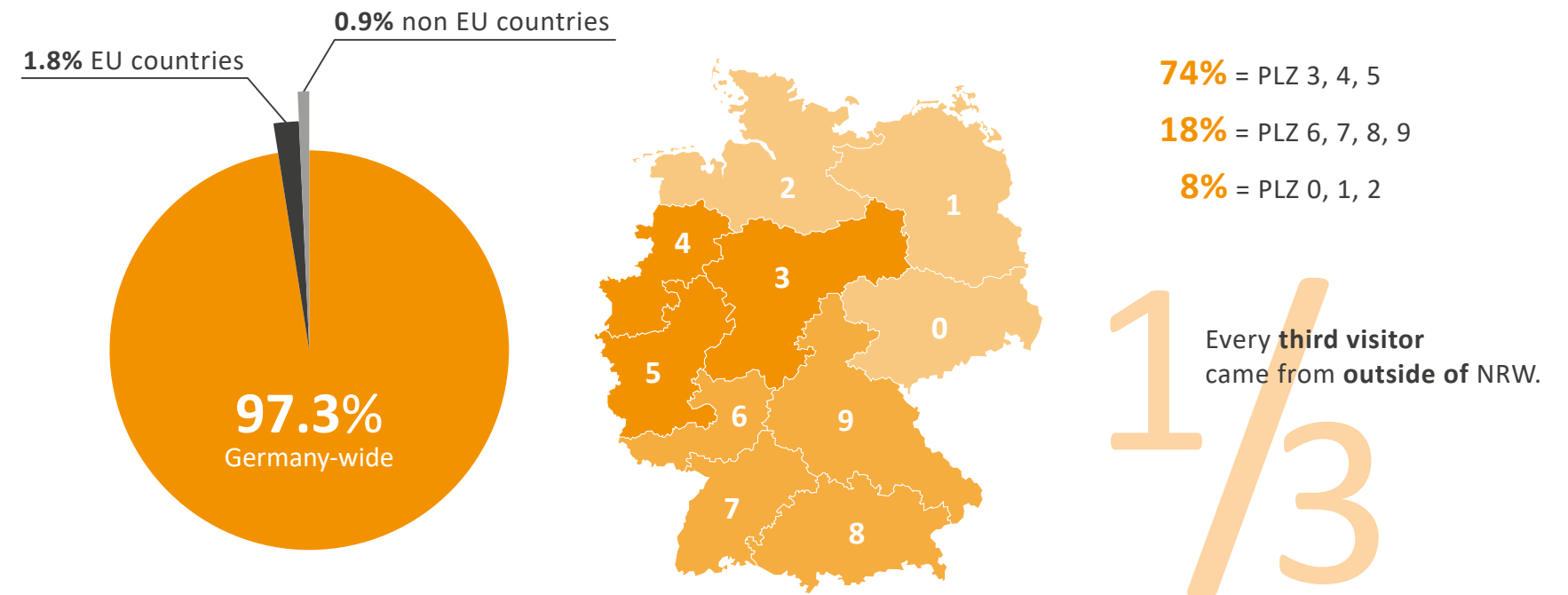


Origin

of the trade show visitor to
maintenance Dortmund 2023

At maintenance Dortmund, you'll meet your target group – all together on one platform.

Details of the visitor demographics - 4,306 trade visitors from 26 countries

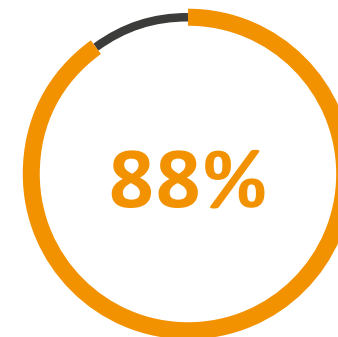


Leading business platform for the maintenance industry

A must-attend event in the heart of the Rhine-Ruhr metropolitan region
with nationwide appeal for trade visitors.

Visitor profile

- > The exhibitors at maintenance Dortmund not only made new contacts and generated many new leads, they also strengthened existing business relationships. An ideal mix for business resulting from the show.

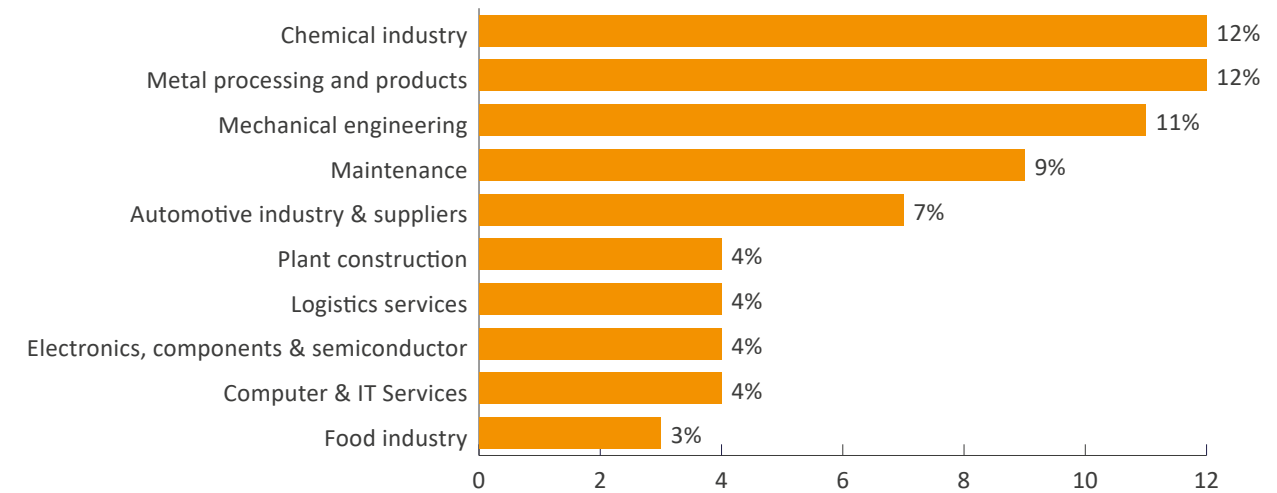


of the **trade visitors** are **decision-makers** or involved in **purchasing and procurement decisions** in their company.

Visitor profile

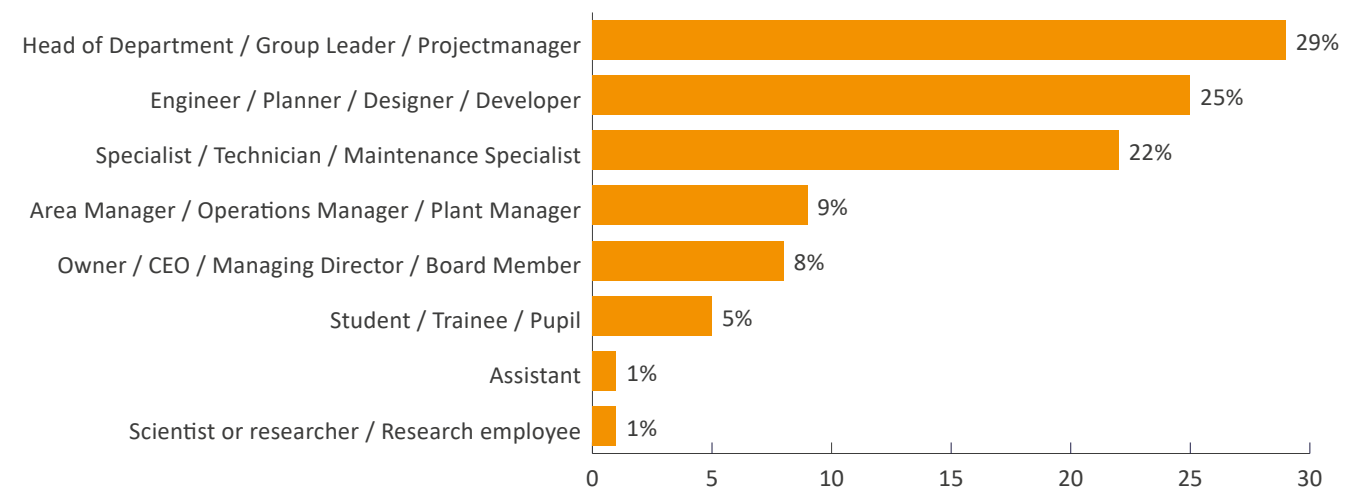
by industry and function

The top 10 visitor industries



> Visitors from all relevant sectors of the maintenance industry are represented at maintenance Dortmund.

Visitors job function

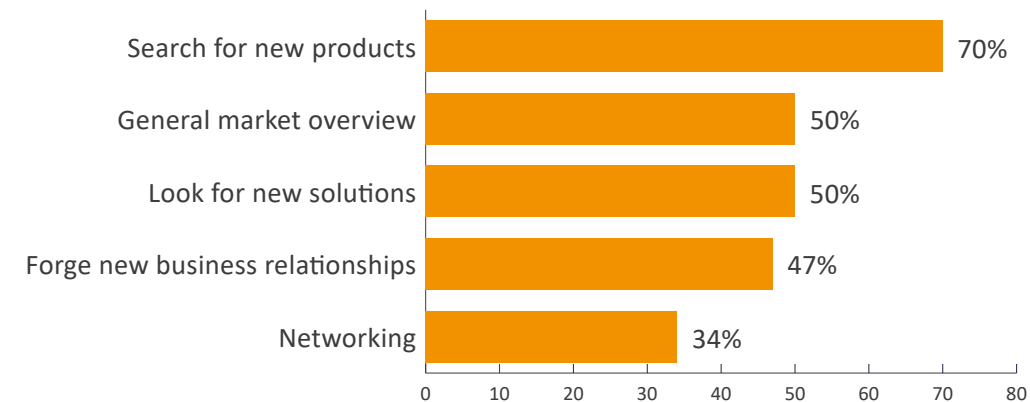


Visitor survey

maintenance Dortmund 2023

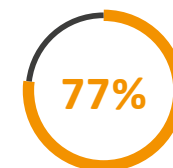
Reasons visitors gave for attending

Trade visitors use maintenance Dortmund in particular to search for new innovations and concrete solutions to problems as well as for general market orientation and to initiate new business relationships.



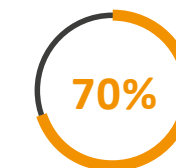
Evaluation of trade show success

Visiting existing suppliers and meeting new suppliers



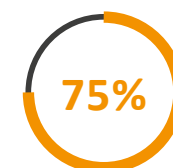
of the **trade visitors** rated the extent to which they achieved this goal of their visit as **good or excellent**.

Market analysis



of the **trade visitors** rated the extent to which they achieved this goal of their visit as **good or excellent**.

Maintaining business relations / networking



of the **trade visitors** rated the extent to which they achieved this goal of their visit as **good or excellent**.

Quality of the talks



of the **trade visitors** emphasise the **excellent to good quality** of the discussions on the exhibition stands.

Representative sampling

of the trade visitors in 2023

maintenance Dortmund 2023 was attended by representatives of the following companies, among others:

Airbus • 3M Deutschland GmbH • ABB AG • Abiomed Europe GmbH • ABS Safety GmbH • ABUS

Aerzen Rental Deutschland GmbH • Airbus • APLEONA GmbH • August Rüggeberg GmbH & Co. KG • August Storck KG

Badische Stahlwerke Kehl • BAHCO • BASF SE • Bayer AG • BERGER GROUP • Bilfinger Engineering & Maintenance

Boehringer Ingelheim • Brauerei Veltins GmbH & CO. KG. • British American Tobacco Germany GmbH

Cargill Holding (Germany) GmbH • Carl Zeiss SMT GmbH • Clark Europe • Continental ContiTech Schlauch • DB Cargo

DHL Solutions GmbH • DMK Deutsches Milchkontor GmbH • DM-Stahl GmbH • DORNBACH Instandhaltung GmbH

Evonik • Ford-Werke • Fronius International GmbH • Gerolsteiner Brunnen GmbH & Co. KG • HELLA GmbH & Co. KGaA

Henkel • Hitachi Energy • HYDAC International GMBH • Infineon Technologies • Krombacher Brauerei • Kuraray

LANXESS Deutschland • Leotec Beteiligungen GmbH • MAGNA ENERGY STORAGE SYSTEMS, WERK GREVENBROICH

MAN Energy Solutions SE • Merck Life Science KGaA • Miele & Cie KG • Nordzucker AG • NTT Data Business Solutions AG

OBI GmbH & Co. Deutschland KG • REMONDIS • Robert Bosch GmbH • RWE Gas Storage West GmbH

Siemens AG • SmurfitKappa Wellpappenwerk Waren GmbH • Stahlgruber • Tesla Manufacturing Brandenburg SE

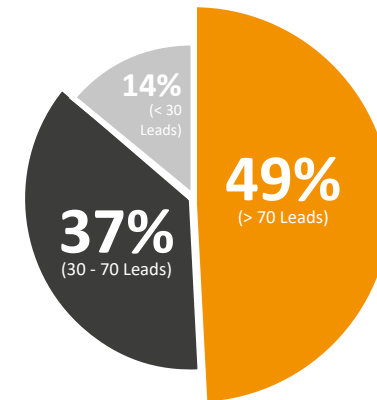
thyssenkrupp Steel Europe • TOYOTA Material Handling Deutschland • TRUMPF Werkzeugmaschinen SE & Co. KG

Vaillant • Volkswagen Osnabrück GmbH • ZF Friedrichshafen AG

Exhibitors

maintenance Dortmund 2023

Number of contacts during the show

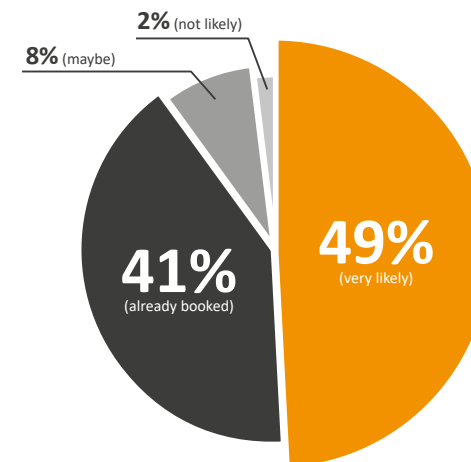


Evaluation of contacts at the trade show stand

89% of the **exhibitors** rated the quality of contacts with **very good and good**.

Exhibitor business planning

Participation in the show 2024



90% of the exhibitors want to exhibit again at the next maintenance Dortmund (21-22 February 2024).

41% already booked their next stand while they were still onsite.

Business expectation

91% of the **exhibitors** expect that they'll generate business deals from the contacts they made at the show

Quotes

the visitor and exhibitor survey

Trade visitors

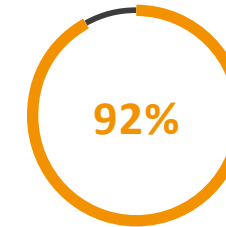
Quotes:

- a) „The maintenance Dortmund 2023 is the ultimate platform for everyone involved in maintenance. The event is professionally organised and offers a wide range of exhibitors presenting state-of-the-art technologies and services. The show provides a comprehensive overview of the current trends and developments in the industry.“

Armin Grünwald, Bayern-Chemie GmbH

- b) „I found everything I was looking for. The whole range of maintenance for logistics, many familiar contacts are on site and many new ideas were brought along.“

Marcus Wand, t-log trinklogistik GmbH



of **trade visitors** rated the trade fair maintenance Dortmund as **excellent to good**.

Exhibitors

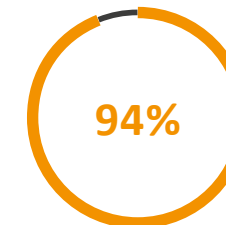
Quotes:

- a) „We have been loyal exhibitors since 2013 and for us maintenance is a fixed event in our calendar. Not only the quantity but also the quality of our leads has increased and the fair was incredibly successful for us. It's also simply fun to experience such streams of visitors live.“

Christian Wendler, Geschäftsführer, TOM Instandhaltungssoftware

- b) „maintenance Dortmund was an extremely rewarding and fascinating event for us. We were able to gather a lot of inspiration for our company and had valuable discussions with customers and industry experts.“

Lena Alxneit, Head of Marketing, ondeso GmbH



of the **exhibitors** rated the event as **excellent to good**.

Highlights

of the show

Two informative show days with a packed show programme



Over 60 expert lectures



4 guided show tours



4 open stages



3 open discussion rounds

Unique knowledge centre

Maintenance Dortmund is a unique knowledge centre for all the latest topics in industrial maintenance.

ScienceCenter Independent Seminars

High-calibre lecturers, topics including
„Sustainability“ and
„Smart Maintenance“

SolutionCenter

Renowned speakers from exhibiting
companies report on innovative products,
technologies and solutions

GuidedTours

Guided tours of the trade fair on topics
„Smart maintenance - understanding and applying databased
maintenance“ and „Sustainability in maintenance -
environmental friendliness as an economic factor“.

StartUpArea

Presentations by start-ups from the fields
of maintenance & digitalisation

Ask the Expert

Intensive discussion rounds with selected experts on the
topics of **sustainability, artificial intelligence and
predictive maintenance**



8th Annual Meeting of Young Professionals
in the chemical industry: We shape the future

Premium partners



Gallery



Cooperation & media partners

- Around 20 media partnerships with leading publishing houses
- Continuous press work with trade titles and the regional daily and business press in the run-up to, during and after the event

Media partners (excerpt)



Competence partners



SAVE THE DATE!

maintenance Dortmund 2024 will
take place from **21 - 22 February 2024**.

See you there!

To book a stand

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