



POST-SHOW REPORT

www.maintenance-dortmund.de



by
EASYFAIRS

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

maintenance Dortmund 2022



208
Exhibitors

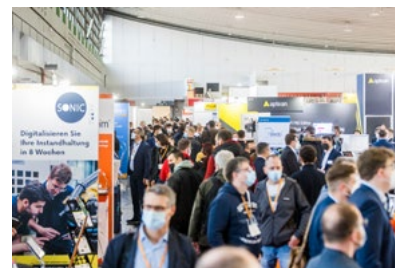


3,314
Participants*



*This show took place during the Covid-19 pandemic.

Success across the board: Restart of maintenance Dortmund 2022 after the highpoint of the pandemic.

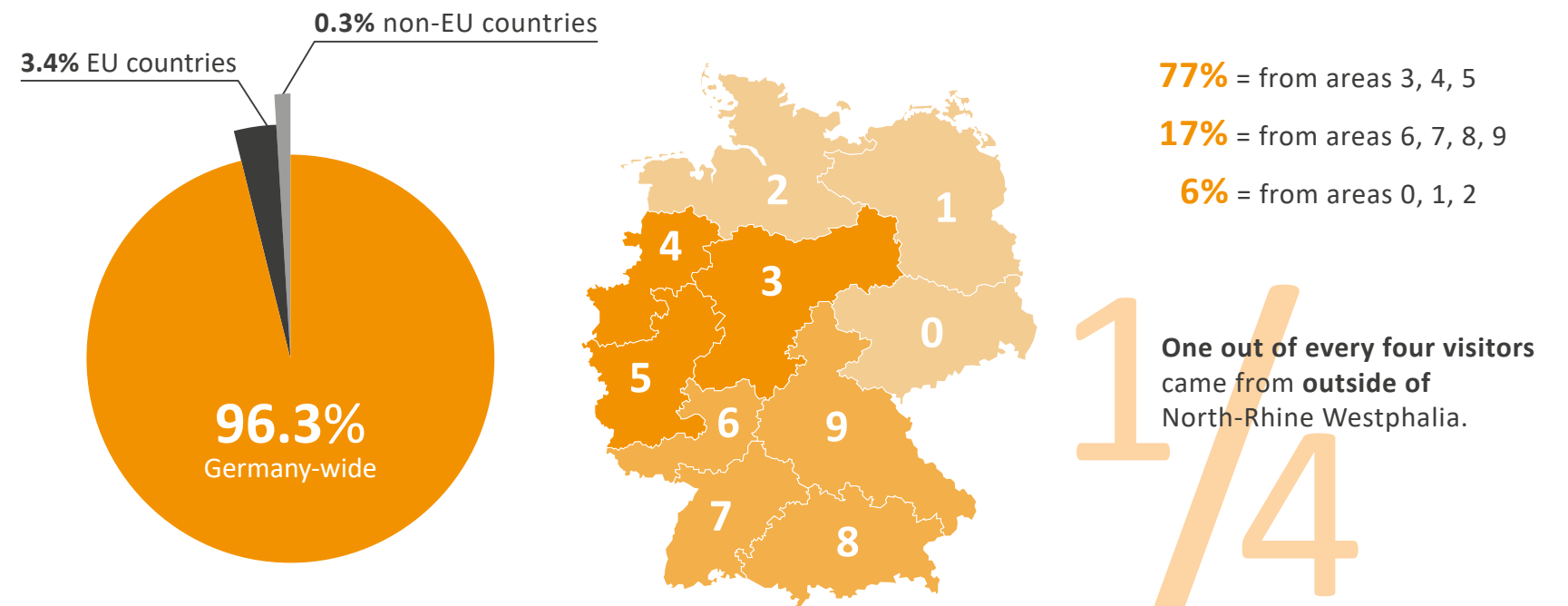


Origin

of the trade visitors to
maintenance Dortmund 2022

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

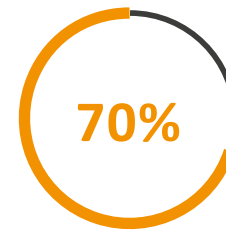
Details of the visitor demographics - 3,314 participants from 18 countries



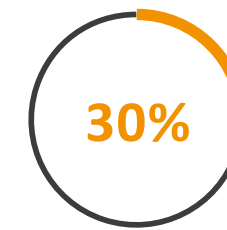
Leading business platform for the maintenance industry
A must-attend event in the heart of the Rhine-Ruhr metropolitan region with Germany-wide appeal for trade visitors.

Visitor profile

First-time and returning visitors



of the **trade visitors** were visiting maintenance Dortmund 2022 for the **first time**.



of the **trade visitors** came for the **second time or more**.

- > 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.

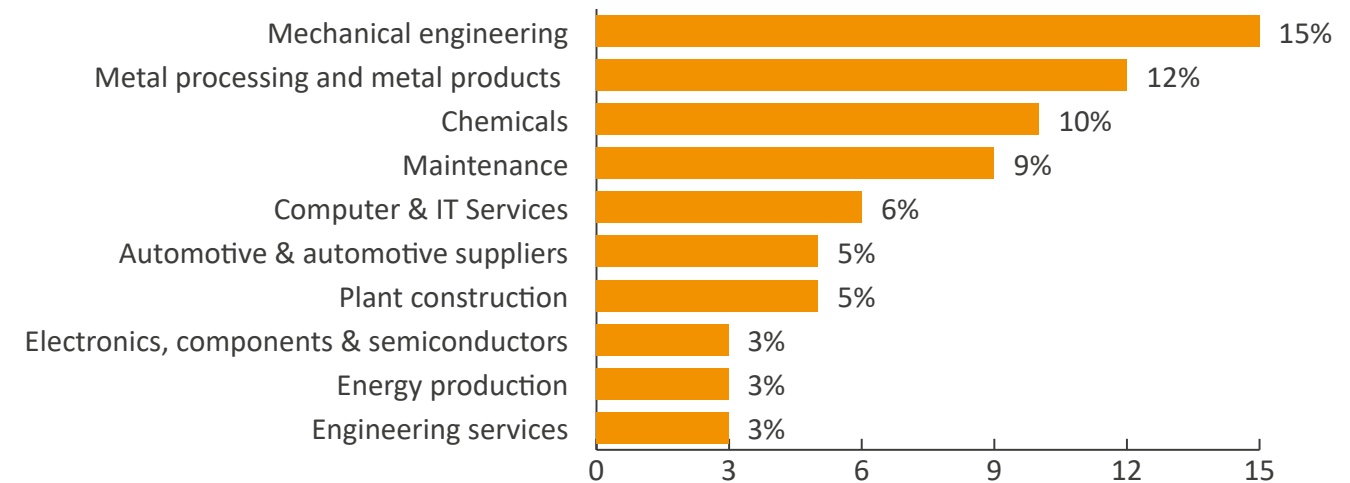


of the **trade visitors** are **decision-makers** or take part in **purchasing and procurement decisions** on behalf of their companies.

Visitor profile

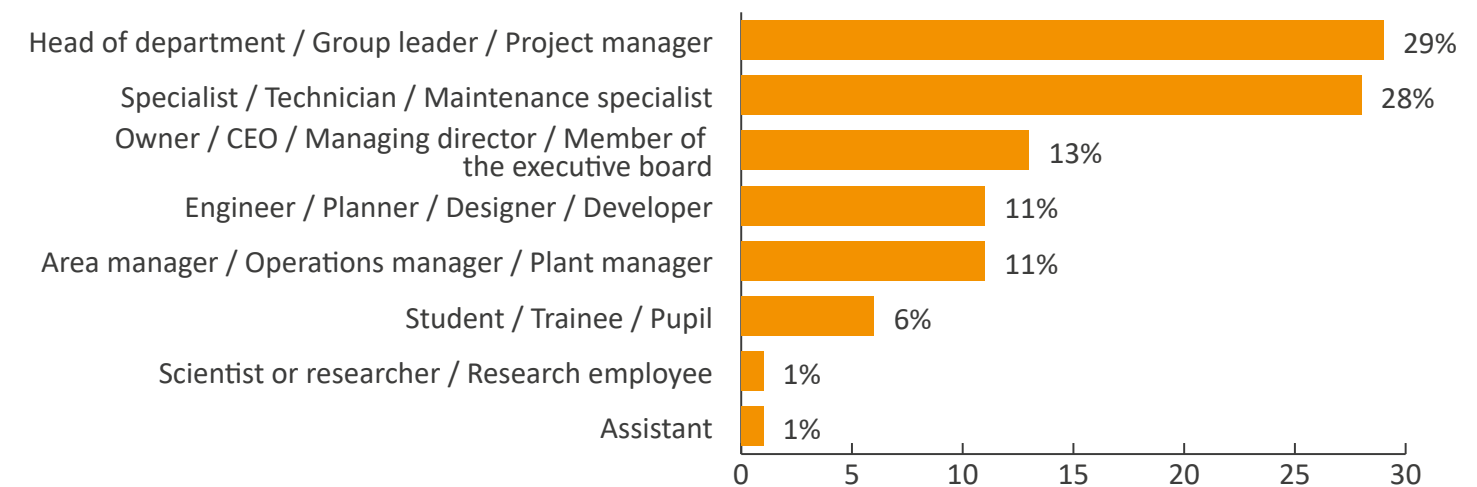
by industry and function

The top 10 visitor industries



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

Visitor job functions



Visitor survey

maintenance Dortmund 2022

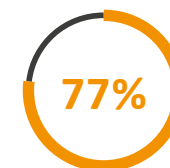
Reasons visitors gave for attending

Trade visitors use maintenance Dortmund in particular to search for new innovations and specific solutions to their challenges, as well as to get an overview of the market and forge new business relationships.



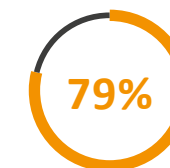
Evaluation of trade show success

Visiting existing suppliers and meeting new suppliers



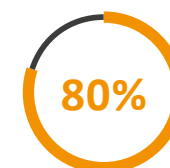
of the **trade visitors** rated the extent to which they achieved this goal of their visit as **good or excellent**

Analysing the market



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

Upkeep of business relationships/ Networking



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

Quality of the discussions



of the **trade visitors** emphasized the **good to excellent quality** of the discussions they had at the exhibitors' stands.

Representative sampling

of the trade visitors in 2022

maintenance Dortmund 2022 was attended by representatives of the following companies, among others:

Airbus • August Storck KG • BASF Coatings GmbH • Bayer AG • Benteler Steel/Tube GMBH • Bilfinger

Boehringer Ingelheim microParts • BP • Brauerei Veltins • Cargill • Carl Zeiss SMT GmbH

Caterpillar Global Mining HMS GMBH • Clariant • Coca Cola Europacific Partners Deutschland GmbH

Covestro Deutschland AG • DB Netz AG • Dr. August Oetker • Dräger • EON • Evonik Industries AG

FORD Transmissions GMBH • FrieslandCampina Kievit GMBH • Gerolsteiner Brunnen GMBH & CO. KG

Goodyear Germany GmbH • Henkel AG & CoKGaA • IBM • Infineon AG • Intersnack Deutschland SE

Johnson Controls Systems & Service GmbH • Jungheinrich AG • LANXESS Deutschland GMBH

Lidl Stiftung & Co. KG • MAN Energy Solutions SE • Mercedes Benz AG • Microsoft Deutschland GmbH

Miele&Cie.KG • Nobilia Werke • RWE Power AG • Siemens AG • SSI Schäfer Automation GmbH

Stadtwerke Düsseldorf • Südzucker AG • thyssenkrupp Steel Europe AG

TotalEnergies Marketing Deutschland GmbH • Toyota Material Handling Europe AB

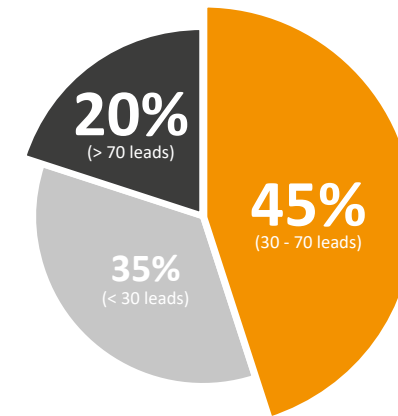
Vattenfall Wasserkraft GmbH • Volkswagen AG • WISAG • Zalando • Zentis GmbH & Co. KG • ZF Friedrichshafen AG

Exhibitors

at maintenance Dortmund 2022

! Have a look [here](#), to see which companies exhibited at maintenance Dortmund 2022.

Number of contacts made during the show

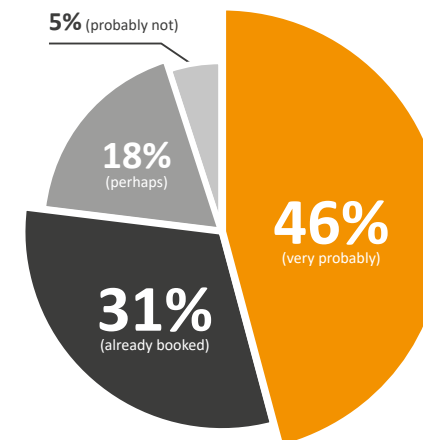


Evaluation of the contacts made at the stand

86% of the **exhibitors** rated the quality of the contacts as **good** or **excellent**.

Business planning – exhibitors

Participation in the 2023 show



77% of the exhibitors want to participate again at the next maintenance Dortmund (24 & 25 May 2023).

31% already booked their next stand while they were still onsite.

Business expectations

82% of the **exhibitors** expect that they'll generate business deals from the contacts they made at the show.

Quotes

from the visitor and
exhibitor surveys

Trade visitors

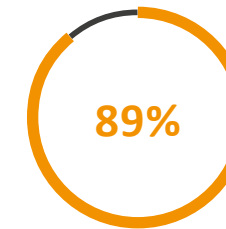
Quotes:

- a) “After visiting this year’s maintenance 2022, we decided to participate as an exhibitor next year — because maintenance Dortmund is the perfect place to establish new contacts with industry colleagues and potential customers.”

Stefan Mitterer, Member of the Management Board, Oelcheck GmbH

- b) „This was my first visit to maintenance in Dortmund. I was positively struck by the extensive and interesting topics on the lecture stages, especially those around digitalisation.“

Matthias Knecht, Maintenance, Heidelberger Beton GmbH



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

Exhibitors

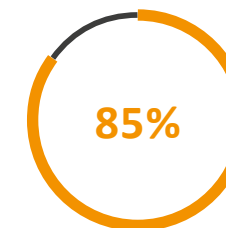
Quotes:

- a) “We were at maintenance Dortmund for the first time this year and are more than satisfied: We were not only able to meet old contacts but also to generate new leads, and with the really extensive show programme we were able to get an overview of the latest trends and the most promising innovations.”

Frank Ostwald, Head of Sales/Marketing, argvis; GmbH

- b) “At maintenance Dortmund we not only make valuable new contacts, we also sustain our existing business relationships. As a meeting point for the whole industry, this first-rate trade fair is a must for every maintenance professional.”

Britta Wanckel, Service Division Manager, Alfa Laval Mideurope GmbH



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

Highlights

of the show

Two informative show days with a packed show programme



Over 60 expert lectures



4 guided show tours



4 open lecture stages



1 workshop

Unique knowledge centre

maintenance Dortmund is a unique knowledge centre focused on the latest topics of industrial maintenance.

ScienceCenter Independent Seminars

High-calibre lecturers,
topics including “sustainability”

SolutionCenter

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

GuidedTours

Guided show tours on such topics as “AI in Maintenance –
Using Data to Exploit Optimisation Potentials”
and “Taking the Leap from Industry 3.0 to Industry 4.0”

StartUpArea

Presentations by start-ups from the
areas of maintenance and digitalisation

Workshop

Intensive workshop on the topic of
„Digital Twins and how SMEs can use them“



7th annual meeting of young professionals
in the chemicals industry: We shape the future
(took place digitally)

Premium partners



Gallery



Cooperation & media partners

- About 20 media partnerships with leading publishing houses
- Continuous press work with trade journals and regional daily and business press – before, during and after the event

Media partners



Competence partners



SAVE THE DATE!

maintenance Dortmund 2023
will take place on **24 & 25 May 2023.**

See you there!

To book a stand

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