

3% INCREASE IN OVERALL NUMBER OF VISITORS



£7.2bn
combined Safety
& Health Expo
spending power



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



I exhibit at Safety & Health Expo for brand awareness and to catch up with existing customers. It helps that through lead generation, customers can get to know us. I would definitely recommend exhibiting at Safety & Health Expo - it's been so busy that I can't leave my stand!

Senior Business Developer, Effective Software



WHO EXHIBITORS MET

SAMPLE SAFETY & HEALTH EXPO VISITOR LIST

Corporate EHS Director
Amazon

Head of Contract Sales
BBC Fire & Security

Director of HSES
British Gas

HSE Director
British Steel

Director
Deloitte

Procurement Director
DHL

Head of Health & Safety UK
Eurotunnel

Head of Risk
G4S

Head of H&S
Go Ape

Head of Facilities
and Procurement
Heathrow Airport Ltd

Head of Health & Safety
KPMG

Head of Health,
Safety and Quality
London City Airport

Head of Branches and Agencies
Loughborough Building Society

EFCD Head of Health & Safety
**Manchester Metropolitan
University**

Head of Safety
National Theatre

Head of Occupational Health
and Wellbeing Strategy
Network Rail

Head of Security / LSMS
NHS

National Head of SHE for
Royal Mail Portfolio
Royal Mail

Head of Safety & Insurance
Sainsbury's

Whitefriars Centre Director
Savills

Head of HSE&W
Siemens

UK Head of Operational Risk
Tesco

Director of
Commercial Development
TfL

Head of HSS&W
Thames Water

Group Head of Safety
The Co-op

Director of Safety Services
University of East Anglia

Head of H&S
Vodafone



What's positive is the support throughout the year as well as during the show. It feels like a collaborative process to make sure we get the most out of the show before and after. Safety & Health Expo has helped us build up a good reputation throughout the show, which means more people approach us

Marketing Manager, Praxis42

SAFETY & HEALTH EXPO VISITORS



70%

OF VISITORS HAVE
PURCHASING POWER

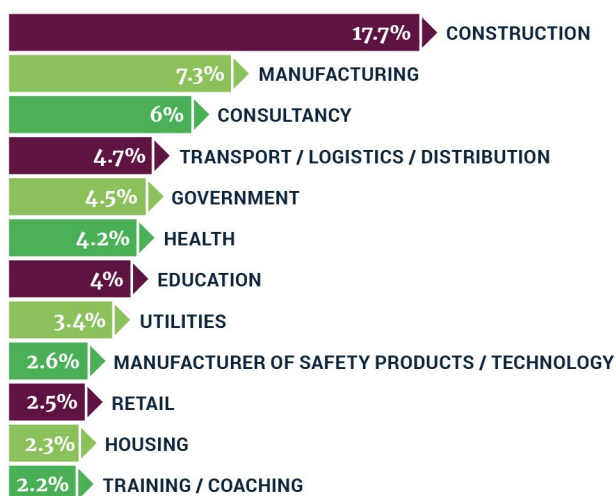


28%*

OF VISITORS WERE
HEADS OF DEPARTMENT,
C-SUITE, OR ABOVE

*2% INCREASE COMPARED TO 2018

TOP 10 ATTENDING INDUSTRIES



TOP 10 AREAS OF INTEREST



1
HEALTH &
WELLBEING
59.8%



2
SAFETY
EQUIPMENT
50%



3
PPE
48%



4
SITE
SAFETY
47.3%



5
TRAINING/
RECRUITMENT
35.1%



6
LIFTING &
HANDLING AIDS
30.7%



7
LONE WORKER
PROTECTION
28.7%



8
ENVIRONMENTAL
CONTROL/SERVICES
26.4%



9
HAZARDOUS MATERIALS/
SPILL CONTAINMENT
25.4%



10
FIRST AID/
DEFIBRILLATORS
22.2%



The quality of visitors allows me to make quality sales as I have been meeting my target audience: lots of health & safety officers. I think that I'll generate around £400,000 from exhibiting at Safety & Health Expo.

Sales Executive, Skyguard



SEE YOU IN MAY 2020

19-21 MAY 2020
EXCEL LONDON UK



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informa markets