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 Property Operations
British Airways

Director
Churchill

Head of Estates
Department of International Trade

Group Head of Facilities Maintenance
East Sussex College

Director
Greenline

Associate Director - Assurance & Risk
King's College London

Head of Asset Management
London City Airport

Asset Maintenance Director
London Stansted Airport

Director of Facilities Management
Manchester Central Convention Centre

Head of Purchasing & Contracts
Metroline

Relationship Director
NatWest

Director of Estates
NHS

Assistant Director, Estates & Facilities Services
Northumbria University

Head of Workspace
Paddy Power Betfair

Head of Retail FM
Savills

Head of FM
Savills

Head of Property & Facilities
Sky Betting and Gaming

Head of Estates
St Albans High School for Girls

Head of UK Operations
Tesco

Head of Facilities
Thames Valley Police

Head of Facilities
The Gym Ltd

Director of Facility Services
University of Birmingham

Assistant Director, Residential Services
University of Leeds

Head of Space Management
University of Westminster

Director of Facilities and Projects
Warner Bros. Studios Leavesden

Head of CPU
Wasabi Co Ltd

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%

> If you want an event to target facilities management companies, this is the place to be!
>
> **Marketing Manager,** Robert Scott

> 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 Experiencer,** 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 MAY 2020

19–21 MAY 2020

EXCEL LONDON UK

Enquiries: **Carly.Barclay@ubm.com**

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