



# AEROMART

DEC. 1-3, 2020  
13<sup>th</sup> EDITION



TOULOUSE #DIGITAL

INTERNATIONAL BUSINESS CONVENTION FOR THE AEROSPACE INDUSTRY



VIRTUAL EXPO



ONLINE B2B MEETINGS



WEBINARS & LIVE CONFERENCES



CHAT

Join the global platform that brings together the entire aerospace ecosystem!



800 companies



1500 participants



35 countries



9000 BtoB meetings



France : 35 %

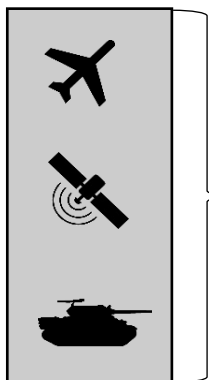
Europe (others) : 43 % (Austria, Belgium, Czech Republic, Germany, Ireland, Italy, Latvia, Lithuania, Poland, Romania, Russia, Serbia, Spain, Switzerland, The Netherlands, Turkey, Ukraine, United Kingdom)

North America : 7 % (Canada & USA) // South America : 2 % (Brazil, Mexico)

Asia : 9 % (China, India, Japan, Malaysia, Philippines, Singapore, South Korea, Taiwan, Vietnam)

Africa : 4 % (Morocco, South Africa, Tunisia)

## Activities represented



Manufacturing : 34.38%

Engineering : 23.66%

Technologies, equipment, systems : 17.74%

Treatment & process : 10.54%

Maintenance, repair, testing : 11.46%

Airport infrastructures : 2.22%

## Participation Goals

Meet new customers: 32.89%

Promote your skills: 20.93%

Meet new partners: 17.94%

Better your knowledge in the aerospace market: 11.46%

Meet new suppliers: 9.47 %

Identify new technologies, new processes: 7.31%

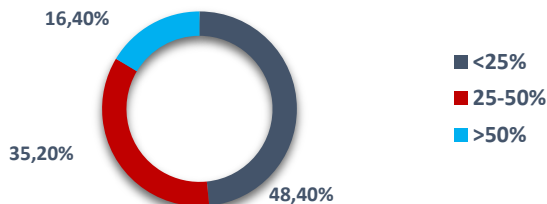


Average number of BtoB meeting pre-programmed: 12



Average number of BtoB meeting with new prospect: 5

How many contacts are worth a follow up ?



Have they met the companies that they selected?

✓ 73%

✗ 26%

Have they met the « right contact »?

✓ 76.4%

✗ 23.6%

**\*\*69% are satisfied by the number of BtoB meetings they had\*\***

Satisfaction of the participation

😊 82%

☹️ 18%

Would they consider attending the next edition in 2022 :

ON-SITE 74%

DIGITAL 22.4%

NO 3.6%



Quality-Price ratio  
74% are satisfied