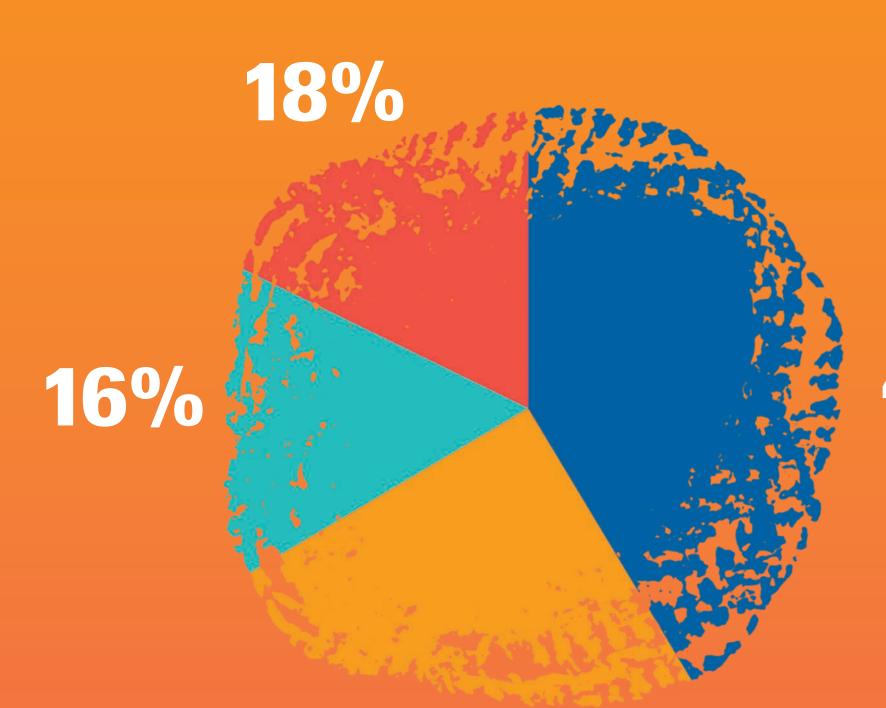
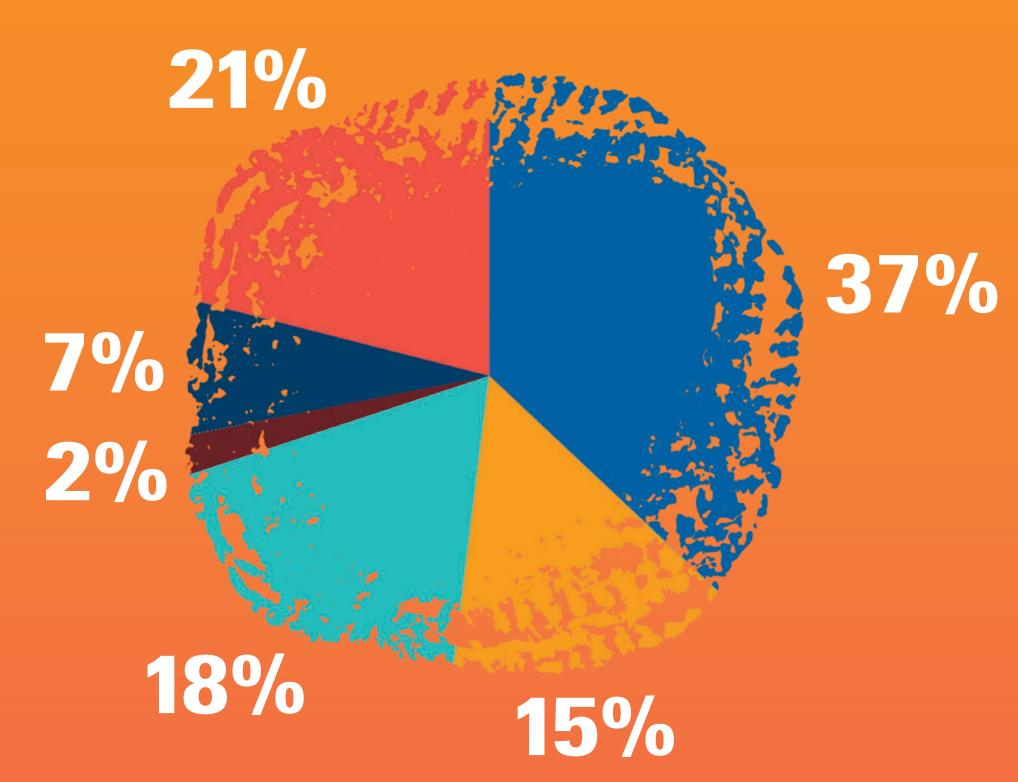
## INFLUENCE ON PURCHASING/ PROCUREMENT DECISIONS



41%



## TRADE VISITORS PER BUSINESS SECTOR







## OCCUPATIONAL POSITION OF THE TRADE VISITORS

5

**50% SELF-EMPLOYED ENTREPRENEUR** 



17% MANAGING DIRECTOR, BOARD MEMBER



**3% DIVISION MANAGER, OPERATIONS MANAGER** 



**6% DEPARTMENT HEAD, GROUP HEAD** 



13% OTHER SALARIED STAFF



7% IN TRAINING



**4% OTHER** 



## TOP 10 VISITOR COUNTRIES INTERNATIONAL

NETHERLANDS 1

GREAT BRITAIN 2

USA 3

SPAIN 4

ITALY 5



- FRANCE
- > SWITZERLAND
- **BELGIUM**
- PEOPLE'S REPUBLIC OF CHINA
- 10 SWEDEN