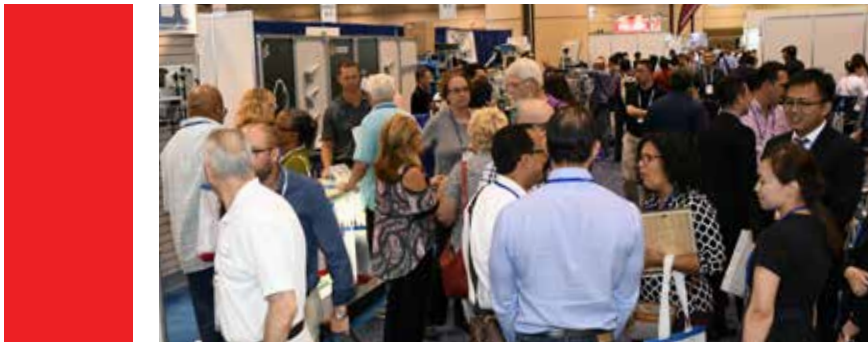


# 2018

## POST SHOW RESULTS

THE LEADING HEALTHCARE  
BUSINESS PLATFORM  
ACROSS THE AMERICAS



2019 DATES: JUNE 26 - 28

WE'RE MOVING BACK TO MIAMI BEACH

### SHOW SUMMARY

132,917sq.ft.  
EXHIBITION  
SPACE

1,200  
EXHIBITORS

41  
EXHIBITING  
COUNTRIES

17  
COUNTRY  
PAVILIONS

14,119  
TOTAL  
ATTENDEES


4  
EDUCATIONAL  
TRACKS

267  
DELEGATES


4  
INDUSTRY  
WORKSHOPS

### DIGITAL AUDIENCE SUMMARY

  
292,082  
WEBSITE VISITORS

  
127,922  
FIME TV VIEWS

  
9,929  
SOCIAL FOLLOWERS

  
1,145  
MOBILE APP USERS

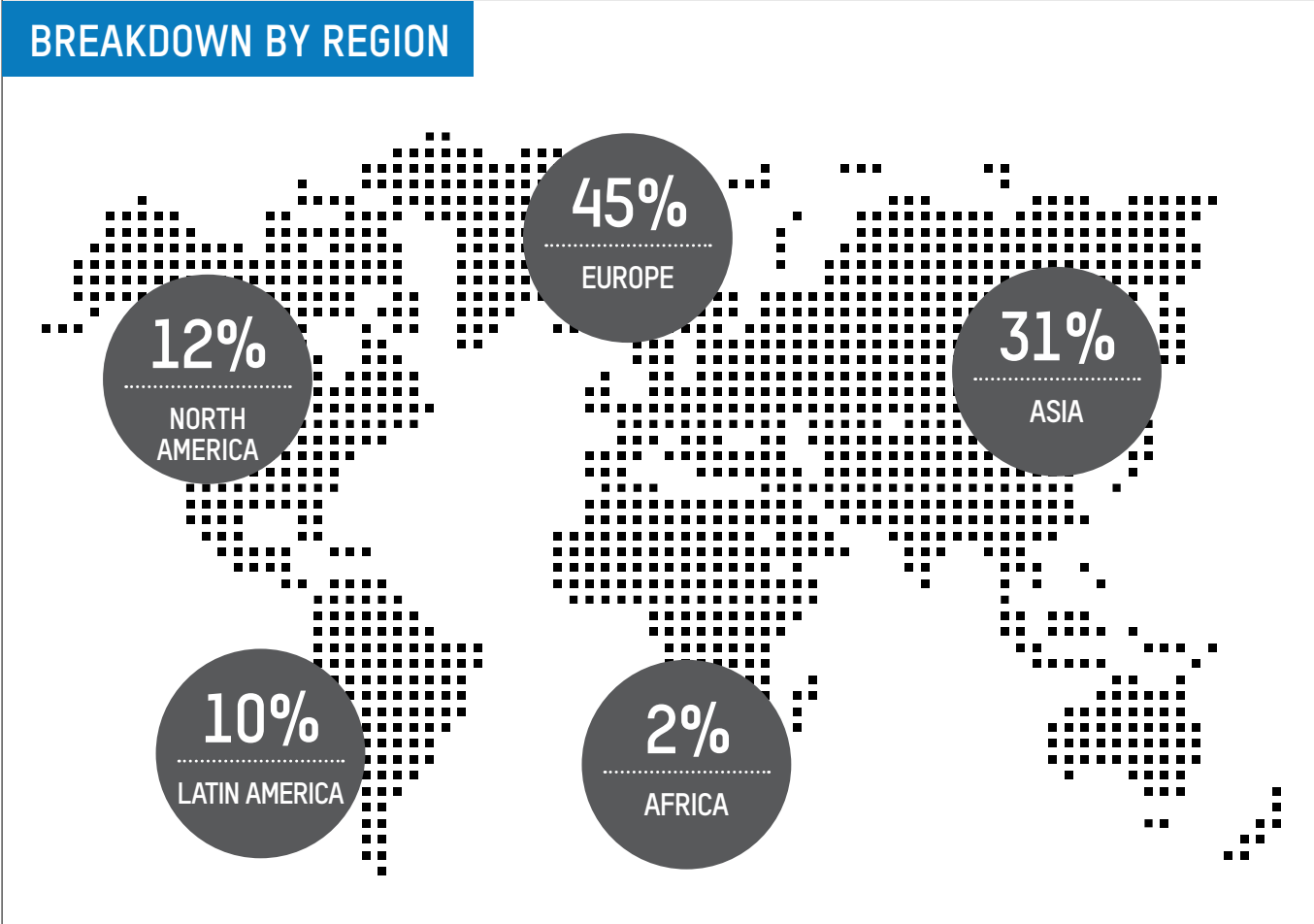
# EXHIBITOR SUMMARY



**US\$ 113M+**  
Total value of business generated\*

### FEEDBACK

<p><b>93%</b> will be exhibiting again next year</p>	<p><b>93%</b> rated FIME as an important platform for valued business</p>
<p><b>75%</b> of exhibitors rated their experience as above satisfactory</p>	<p><b>83%</b> rated the quality of attendees from good to excellent</p>



### TOP REASONS FOR EXHIBITING

<p><b>80%</b> to seek new contacts for future business</p>	<p><b>60%</b> to look for a local or regional agent/dealer/distributor</p>	<p><b>49%</b> to strengthen relationships with existing clients and partners</p>
<p><b>29%</b> to discuss company products and services with end-users</p>	<p><b>25%</b> to use show as a branding exercise, and raise company profile</p>	<p><b>12%</b> to sign for immediate business during the exhibition</p>

\*AS OF JULY 2018 FROM EXHIBITORS WILLING TO SHARE FIGURES

SURVEY RESULTS ARE PROVIDED BY GRS EXPLORI

# VISITOR SUMMARY



## FEEDBACK

**91%**

rated FIME as an important platform to attend for their business

**72%**

sourced new suppliers

**87%**

rated their experience from good to excellent

**68%**

are involved in their business' purchasing process

**87%**

will attend FIME next year

**63%**

attend 2+ days of the show

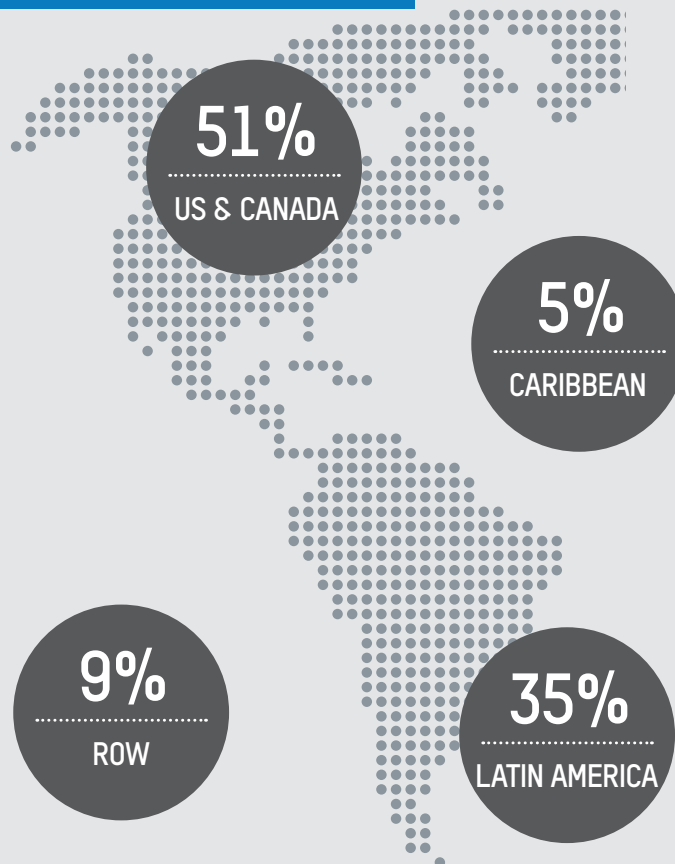
**74%**

expect their purchasing budget to grow in the next 12 months

**40%**

attend the show every year

## BREAKDOWN BY REGION



## AREA OF BUSINESS

34%	Dealer/Distributor/Agent
21%	Hospitals (Private)
11%	Purchasing / Procurement
8%	Manufacturer
6%	Laboratory
4%	Other

# DELEGATE SUMMARY

## SPEAKER AND DELEGATE REPRESENTATION FROM



## CONFERENCE KEY AUDIENCE

### DIGITAL HEALTHCARE CONFERENCE

- Information Manager
- IT Director/Manager
- Professors
- Healthcare IT Consultant

### PATIENT SAFETY & QUALITY CONGRESS

- Director of Clinical Quality Management
- Director of Infection Prevention
- Lab Supervisor
- Healthcare Epidemiologist

### HEALTHCARE SUPPLY CHAIN AND PROCUREMENT CONFERENCE

- Director of Logistics
- Commercial Director
- Regulatory Affairs Manager
- Trade Officer

## FEEDBACK

96%

of delegates are likely to recommend the conference to their colleagues

94%

rated the quality of the conference and seminars good to excellent

93%

rated the quality of attendance and networking at FIME as important

72%

of delegates had visited over 50 exhibitors after the conferences

## WHAT DO THEY SAY ABOUT FIME 2018?

!! The conferences as well as the seminar were very good opportunities to promote exchange of valuable expertise and knowledge about the regional market of medical devices. We think it is important to keep and support these spaces in the fair as we see great interest in the audience; in some sessions the rooms were full and some people were even standing to attend the seminars. !!

Ing. Monica M. Guaita, MMCG Consulting

!! FIME gives us an opportunity to meet our customers and find new relevant contacts in America. !!

G R Bajaj, Medico Electrodes International LTD.

!! FIME is one of most diverse shows we have exhibited at and attracts a large variety of potential customers. !!

Richard Roth, HTP-MEDS, LLC

# THANK YOU TO ALL OUR SPONSORS AND PARTNERS FOR THEIR CONTINUED SUPPORT

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## GOLD PARTNERS



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## OFFICIAL PRODUCT LAUNCH PARTNER



## OFFICIAL SUPPORTER



## OFFICIAL EXHIBITOR DIRECTORY



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## ORGANIZED BY







**START YOUR  
PLANNING FOR  
THE NEXT EDITION  
IN MIAMI BEACH**



**JUNE 26-28, 2019** | Miami Beach Convention Center, Miami Beach, Florida

**TO RESERVE YOUR BOOTH, CONTACT:**



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