



ILA Berlin Air Show
International Trade Visitor Profile

February 29, 2016

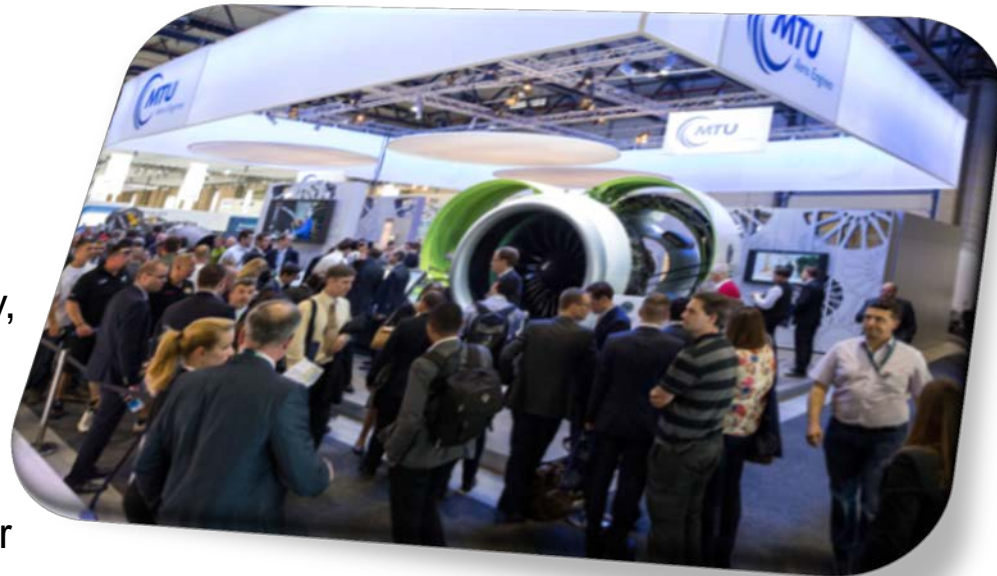
As of: 29. Februar 2016



International industry professionals

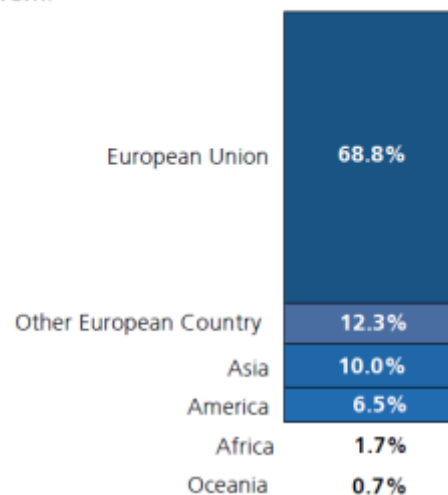
from machinery, materials, propulsion
technology, furnishing, maintenance and
service, electro technology, electronics,
environment protection, airport technology,
air traffic control, airport security, disaster
control, airlines, airport operation
companies, handling- and service provider
industry

International experts of defense and aviation, buyers and developers of OEMs and
1st tier suppliers, aviation and space technology representatives, military and commercial
industry delegations, colleges and universities, public authorities



Origin

Germany 81.0%
Abroad from: 19.0%



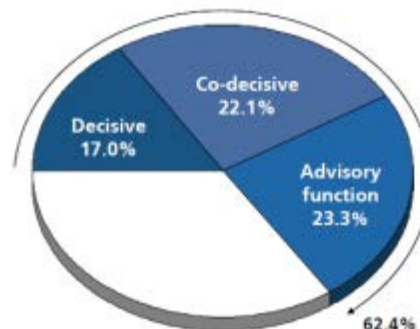
Sectoral allocation according to industries

(Multiple citations)

Aviation	29.4%
Defence and security	17.0%
Aeronautics	11.4%
Research and development	10.7%
Services	10.7%
Maintenance, furnishing, technical services	7.3%
Equipment/materials/accessories	6.2%
Maintenance of civil and military aircraft	5.5%
Components, appliances and subsystems	4.8%
Institutions and associations	3.5%
Materials and semi-finished products	3.1%
Infrastructure	2.7%

Status

The majority of trade visitors were senior company members (62.4%) authorised to make buying and procurement decisions for their companies.



Questions?

Suggestions?

You wish more information?

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