FABTECH CANADA

CANADA’S LARGEST METAL FORMING, FABRICATING, WELDING AND FINISHING EVENT

2018 POST SHOW REPORT

June 12–14, 2018
Toronto Congress Centre
fabtechcanada.com

INSIDE:
- Audience Profile
- Exhibitor Feedback
- Buying Power

EVENT HIGHLIGHTS:
- 7,500+ Visitors
- 100+ New Products on Display
- 20+ Breakout Sessions & Workshops
- Industry Keynotes & Panel Discussions
- Two Networking Receptions

Co-sponsors

Official Media Partner

Strategic Partners
43% of attendees were first time visitors.

66% were satisfied or very satisfied with FABTECH Canada.

Attendsence: 7,611
Exhibitors: 311
Size: 95,990 sq. ft.

Top 3 Reasons Visitors Attended FABTECH:
1. See and evaluate new products and technology
2. Compare products side-by-side
3. Keep up with industry trends

Audience Profile:

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Owner, Company Management/Corporate Executive</td>
<td>25%</td>
</tr>
<tr>
<td>Manufacturing Engineering, Design Engineer</td>
<td>18%</td>
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<tr>
<td>Manufacturing Production</td>
<td>10%</td>
</tr>
<tr>
<td>Foreman/Leader/Supervisor</td>
<td>7%</td>
</tr>
<tr>
<td>Welder/Machine Operator</td>
<td>3%</td>
</tr>
<tr>
<td>Product Design and R&amp;D</td>
<td>4%</td>
</tr>
<tr>
<td>Distributor</td>
<td>2%</td>
</tr>
<tr>
<td>Purchasing</td>
<td>3%</td>
</tr>
<tr>
<td>Sales &amp; Marketing</td>
<td>16%</td>
</tr>
<tr>
<td>Other Job Functions</td>
<td>12%</td>
</tr>
</tbody>
</table>

Company Size (# of Employees):
- Less than 20 .................................. 40%
- 20 - 49 ....................................... 18%
- 50 - 99 ....................................... 14%
- 100 - 249 ..................................... 13%
- 250 - 499 ..................................... 7%
- 500 - 999 ..................................... 4%
- 1,000 or more .................................. 4%

Total Leads Collected: 17,902

72% of the audience comes from the hard-to-reach small and medium-sized manufacturers.

Source for all Audience Statistics: 2018 FABTECH Canada Audience Survey and Registration Data.
"TRUMPF had a great experience at FABTECH Canada. It was a great show with interesting discussions, very good feedback, and we were happy to be here. We will be back next time for sure."
- Tobias Kuehnle, TRUMPF Canada

TOP ATTENDING COMPANIES

A Raymond Tinnerman
ACAT Global, LLC
Active Exhaust Corp.
AGS Automotive Systems
AISIN Canada Inc.
Almac Industrial Systems
Amazing Kobotic Industries Inc.
ArcelorMittal Dofasco
Athena Automation
Bartell
Blount Canada
Blue Giant Equipment Corp.
Bombardier Aerospace
Bose Corp.
Celestica
Cooper Standard Automotive
Corptec Industries Limited
Descon Conveyor Systems
FCA Canada
FIO Automotive Canada
Flex-n-Gate
Formex Metal Industries Inc.
Formnet Inc.
GM of Canada
Guelph Tool Inc.
Hadrian Manufacturing Inc.
Hager Industries
Halton Indoor Climate Systems
Hammond Manufacturing
Hitachi Construction Truck Manufacturing Ltd.
Honda of Canada Mfg.
Honeywell
Hoover Enterprises Inc.
INOX Industries Inc.
Jenfab Metal Fabrication
J. Oskam Steel Fabricators Limited
Koch Glitsch Canada LP
Kubota Materials Canada
Lillbacka USA
Linamar
Litens Automotive Group
Magellan Aerospace Mississauga
Magna International
Mancor Industries
Martinrea International
Matcor Metal Fabrication
Minus Forty Tech
Multimatic Inc.
National Steel Car
Nett Technologies Inc.
Northern Lights Fitness
OPG Nuclear
Pacline Corp
Power Bus Way
Pratt & Whitney Canada
S & C Electric Canada Ltd.
Siemens Canada
SLACAN Industries
Spec Furniture
Stanley Black & Decker
Steelcraft Inc.
Sunview Patio Doors
Teknion
Theta TTS
ThyssenKrupp Materials NA
Tigercat Industries
Titan Trailers
Toyota Motor Manufacturing Canada
Viscor
Walinga Inc.
Walters Inc.
Welded Tube of Canada
Yorkville Sound

ATTENDANCE BY REGION

ATTENDEES CAME FROM ACROSS CANADA INCLUDING:

- Alberta
- British Columbia
- Manitoba
- New Brunswick
- Nova Scotia
- Ontario
- Quebec
- Saskatchewan

5% of attendees came from the United States.

TOP 10 INDUSTRIES

- Aerospace
- Agriculture
- Automotive
- Construction
- Energy
- Heavy Equipment
- Mining/Utilities/Power Generation
- Military/Defense
- Oil & Gas
- Other Transportation
TECHNOLOGY INTEREST
(MULTIPLE RESPONSE)
Bending & Forming ............ 36%
Cutting ...................... 36%
Robotics .................... 34%
Lasers ....................... 32%
Assembly ................... 31%
Arc Welding .................. 30%
Material Handling ............ 29%
Welding Machines .......... 29%
Additive Manufacturing .... 27%
Maintenance & Repair ....... 24%
Metal Suppliers .............. 23%
Tooling ...................... 23%
Fastening & Joining .......... 22%
Press Brakes ................ 22%
Welding Consumables ....... 22%
Finishing/Paint & Powder Coating .................. 21%
Punching .................... 20%
Tool & Die .................. 20%
Waterjet ................... 19%
Inspection & Testing ....... 18%
Tube & Pipe Fabricating .... 18%
Software, Machine Controls 17%
Plate & Structural Fabricating 16%
Safety & Environmental .... 16%
Saws ...................... 15%
Stamping .................. 15%
Finishing/Plating ............ 13%
Resistance Welding ........ 13%
Brazing & Soldering ....... 12%
Gases & Gas Equipment ... 10%
Tube & Pipe Producing .... 10%
Coil Processing ............ 9%

“ESAB chose to participate in FABTECH Canada because we really wanted to showcase our innovative welding products to the industry. We had a great turnout and overall excellent experience. We were very pleased and will be back again.”

- Dave Peters, ESAB Welding & Cutting Products

BUYING POWER
77% of FABTECH Canada attendees influence or approve equipment purchase decisions. This means you’re having quality conversations with evaluators, recommenders, specifiers and final decision makers.

ROLE IN BUYING
48% Evaluate/Recommend
24% Approve Purchases
5% Specify Suppliers

BUDGET
Up to $50,000 ................................. 48%
$50,001 - $200,000 ......................... 20%
$200,001 - $500,000 ....................... 12%
$500,001 - $1,000,000 .................... 9%
$1,000,001 - $5,000,000 ................. 7%
Over $5,000,000 ........................... 4%

“FABTECH Canada affords us an opportunity to re-engage with the industry and our customers and prospects, and understand where the trends are going and where we need to be in the future.”

- Lisa Kennedy, KUKA Robotics Canada