



BIG BUSINESS DEALS

glasstec – the place to be for business

// Excellent investment climate

// Outstanding business transactions



PERSONAL EXCELLENCE

The high number of decision makers amongst the glasstec visitors is crucial to its success

99% *qualified trade visitors*

80% *were decision makers or involved in the decision making*

74% *came from senior or top-management*

60% *came with concrete investment intentions or looked for new suppliers*

glasstec

INTERNATIONAL TRADE FAIR FOR GLASS PRODUCTION • PROCESSING • PRODUCTS

2022

WORLD LEADING

glasstec claims its position as the world's leading trade fair:

928

EXHIBITORS FROM **47** COUNTRIES



29,278

VISITORS FROM **121** COUNTRIES

www.glasstec.de

IMPORTANT IMPULSES

glasstec provides important stimuli for the future of the industry.



Promising new contacts

Concentrated demonstration of innovative strength

Expecting great follow-up business after the trade fair

BEST FEEDBACK

Excellent trade fair results for exhibitors and visitors

95%

was satisfied



94%

would recommend glasstec

Structure of visitors

EXHIBITORS TOTAL	928
Exhibitors Germany	283
Exhibitors other countries	645
Number of countries	47

NET SPACE TOTAL (sqm)	50,838
Net space Germany	14,933
Net space other countries	35,905

Visitor data from registry:

VISITORS TOTAL	29,278
From Europe	79%
- Germany	27%
- Other Europe	52%
From Non-European countries	21%
- Asia	9%
- America	8%
- Africa	3%
- Australia/Oceania	1%
Number of countries	121

(Basis: all foreign visitors)

TOP 10 VISITOR COUNTRIES	
Italy	7%
Netherlands	6%
France	5%
Poland	5%
Turkiye	5%
USA	5%
Spain	4%
Belgium	4%
Great Britain & Northern Ireland	4%
Austria	3%

210 accredited journalists from 66 countries

Based on the results of a total of 1.260 interviews including 1.241 interviews with trade visitors (99%) during glasstec 2022 conducted by means of the Computer-Interview-System

Preliminary data, Subject to change
(VG-VE-MF/October 2022)

* Difference to 100%:
Pupil, student, not gainfully employed (4%)

INDUSTRIAL SECTOR*	
Industry: Glass manufacturing/ glass processing/glass finishing	34%
Mechanical engineering	27%
Suppliers/Trade	18%
Manufacturers of windows/facades	5%
Crafts	4%
Architecture + building industry	3%
miscellaneous	5%

AREA OF RESPONSIBILITY*	
Business-/company-/plant management	28%
Manufacture, production, quality control	20%
Research and development, construction	17%
Sales, distribution	12%
Buying, procurement	5%
other	14%

DECISION-MAKING POWERS*	
Decisive	29%
Contributory (jointly decisive)	27%
Advisory function (consultative)	24%
no influence	16%

OCCUPATIONAL STATUS*	
Independent entrepreneur, co-owner, freelance employee	18%
Managing director, board member, head of an authority	20%
Area manager, operations manager, plant manager, branch manager office head	17%
Head of department, group leader team leader	19%
other employee, civil servant, specialist	16%
Trainee	3%
Lecturer, teacher	1%
other occupational status	2%

NUMBER OF EMPLOYEES*	
1 – 9 employees	15%
10 – 19 employees	9%
20 – 99 employees	21%
100 – 499 employees	22%
500 – 999 employees	7%
1000 and more employees	22%

INTEREST IN PRODUCT RANGES	
Several answers possible)	
Glass production/production technology	57%
Industrial glass processing and finishing	37%
Glass products and applications	33%
Glass printing	23%
Technical glass/functional glass	23%
Measurement, testing, control technology and software	22%
Interior construction and design with glass	18%
Tools, replacement and spare parts auxiliary equipment and fittings	16%
Solar Applications	15%
Glasrecycling	15%
Glass processing crafts	13%
Metal and glass facade construction	12%
Functional fittings and brackets	9%
Contracting, Consulting, engineering, services	9%
Research and teaching, trade literature, trade associations	7%
other	7%

OVERALL ASSESSMENT	
Satisfied	95%

RECOMMENDATION OF GLASSTEC	
Yes	94%