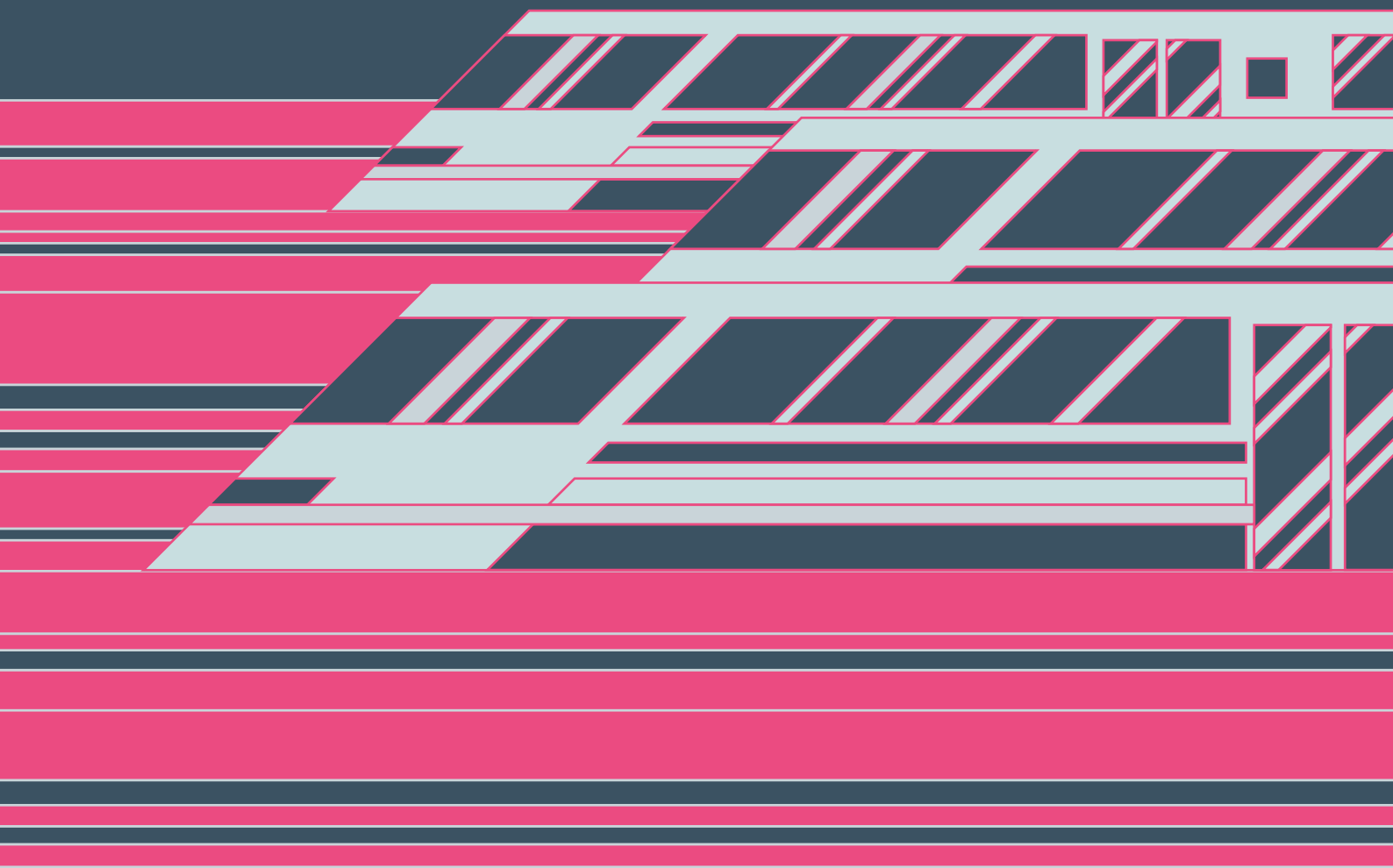


TRAKO



STATISTICS 2019



TRAKO 2019 EXHIBITOR

IN ALL - 647

■ 32 countries

■ 4 continents - Asia, Australia, North America, Europe

TRAKO 2019 TRADE VISITOR'S

IN ALL - 17 784

■ 51% Poland, 49% other countries

■ 52 countries

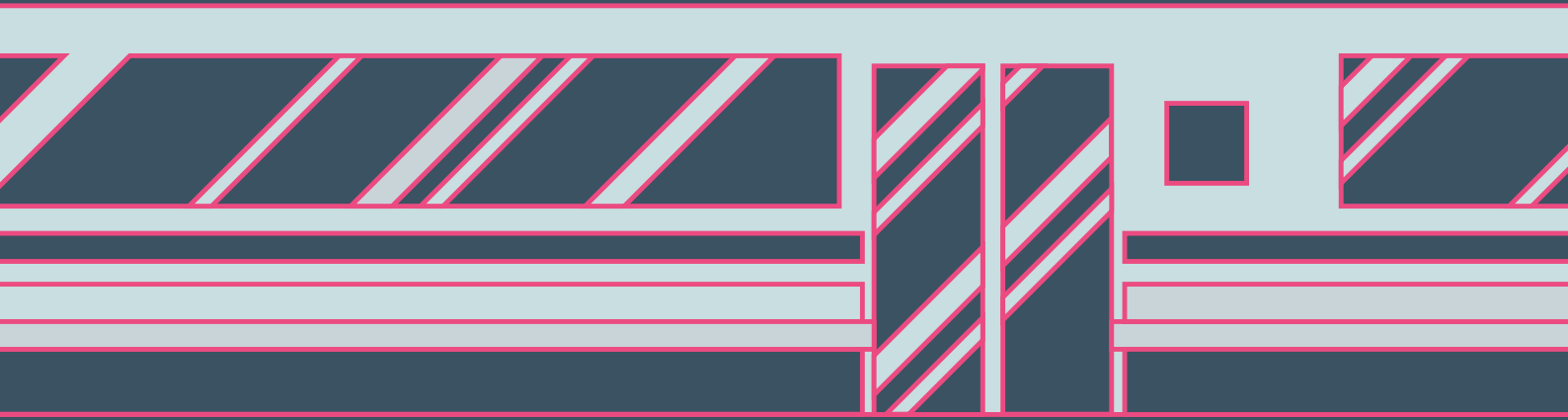
THE MOST REPRESENTED COUNTRIES:

Germany, Czech Republic, Ukraine, Lithuania, Slovakia, Russia, United Kingdom, Italy, Denmark, France, Belarus, Sweden, Latvia, South Korea, Turkey, Austria.

OTHERS:

Estonia, the Netherlands, Spain, Switzerland, Hungary, India, Finland, Taiwan, USA, Slovenia, Bulgaria, China, Belgium, Belarus, Norway, Georgia, Romania, Serbia, Portugal, Algeria, Croatia, Luxembourg, Israel, Ireland, Japan, Kazakhstan, Malaysia, Iran, Guinea-Bissau, Australia, Bosnia-Herzegovina, Brazil, Canada, Saudi Arabia, South Sudan, Egypt.

TRAKO 2019



TRADE VISITOR'S PROFILE

0 5 10 15 20 25 30 35 40

JOB POSITION

36% SPECIALIST

23 % MANAGER

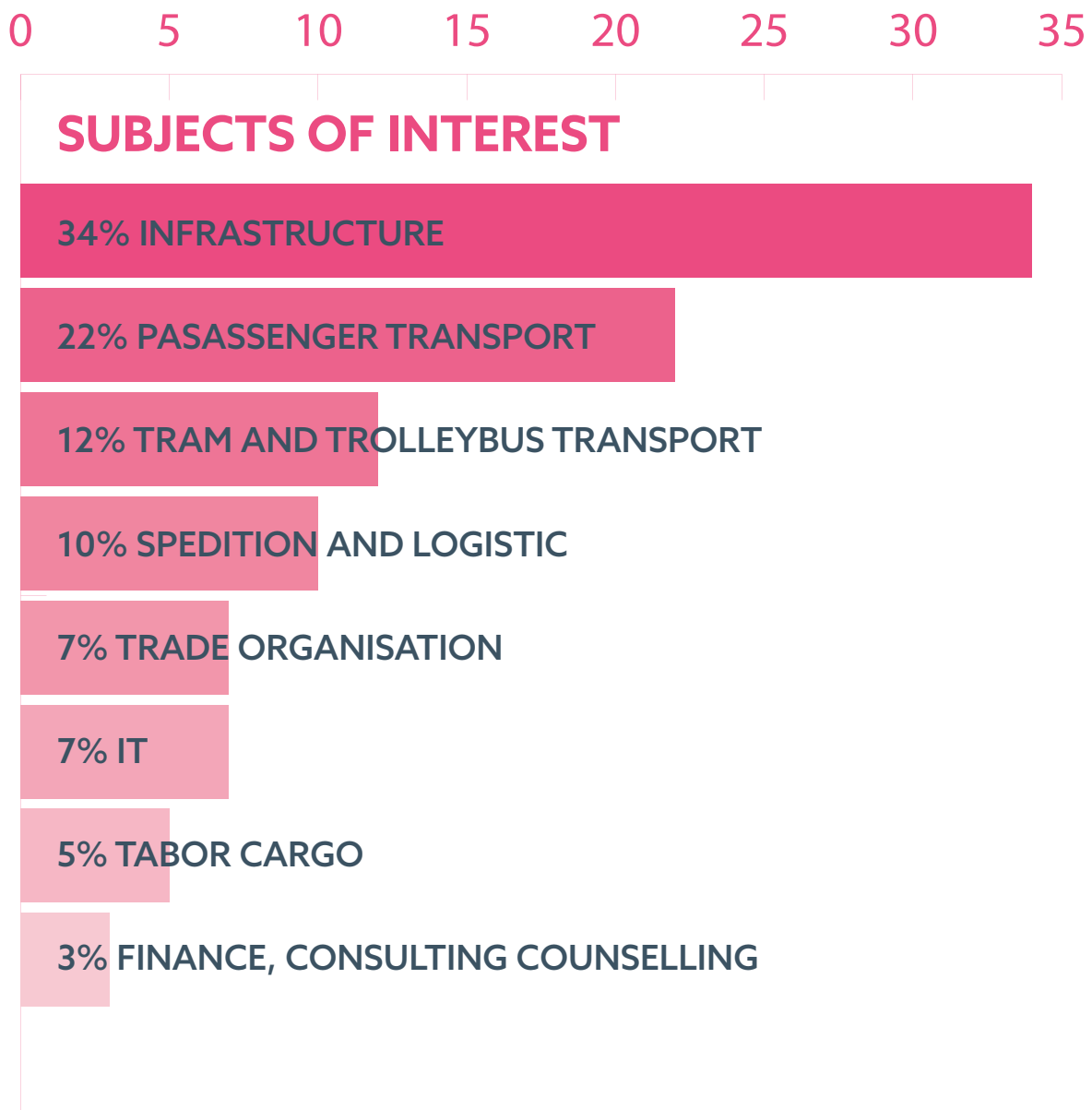
19 % OTHER

11 % OWNER

8 % MEMBER OF THE MANAGMENT BOARD

3 % STUDENT / INTERN

TRAKO 2019



TRAKO 2019

0 5 10 15 20 25 30

VISITOR'S PROFILE

29% PRODUCTION

28% SERVICES

14% TRADE ORGANIZER

9% TRADE ORGANIZER

8% TRADE

4% SCIENTIFIC RESEARCH INSTITUTES

2% GOVERMENT MANAGEMENT

2% EXPORT

2% TERRITORIAL SELFGOVERNMENT

1% IMPORT

1% FINANCE

TRAKO 2019

0 5 10 15 20 25 30 35

SOURCE OF INFORMATION ABOUT THE EVENT

33% INVITATION FROM THE EXHIBITOR

17% INFORMATION FROM THE TRADE, ASSOCIATED INSTITUTION

14% INVITATION FROM THE ORGANIZER

11% MEETING AT THE FAIR

9% THE GRAPEVINE

7% ADVERTISEMENT IN THE MEDIA

5% INTERNET

4% OTHER

TRAKO 2019

0 5 10 15 20 25 30

REASONS FOR VISITING

28% LOOKING FOR INNOVATIONS

24% SUPPORTING TRADE RELATIONS

17% MARKET RESEARCH

15% LOOKING FOR SUPPLIERS

7% PARTICIPATION IN SEMINAR OR CONFERENCE

3% OTHER

2% VISITING THE FAIR PRIOR TO MAKING DECISION TO PARTICIPATE

2% REQUEST FOR REPRESENTATIVE

2% PRIVATE

TRAKO 2019

0 5 10 15 20 25 30 35 40

PARTICIPATION IN PREVIOUS EDITION OF THE EVENT

39% ONCE

34% NEVER

27% MORE THAN ONCE

TRAKO 2019

**THE JOURNEY
CONTINUES!**



14. MIĘDZYNARODOWE TARGI KOLEJOWE
INTERNATIONAL RAILWAY FAIR

TRAKO

21-24.09.2021