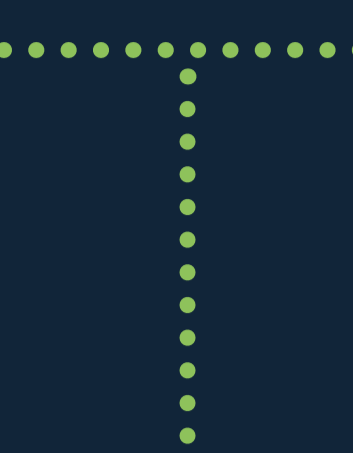


# SAFETY & HEALTH EXPO

18-20 JUNE 2019 EXCEL LONDON UK

## POST SHOW REPORT 2019

### 3% INCREASE IN OVERALL NUMBER OF VISITORS



**£7.2bn**

combined Safety & Health Expo spending power

**60%**

attend primarily to find new products, services or technologies

“ I exhibit at Safety & Health Expo for brand awareness and to catch up with existing customers. It helps that through lead generation, customers can get to know us. I would definitely recommend exhibiting at Safety & Health Expo - it's been so busy that I can't leave my stand!

Senior Business Developer, Effective Software

## WHO EXHIBITORS MET

### SAMPLE SAFETY & HEALTH EXPO VISITOR LIST

Corporate EHS Director  
**Amazon**

Head of Contract Sales  
**BBC Fire & Security**

Director of HSES  
**British Gas**

HSE Director  
**British Steel**

Director  
**Deloitte**

Procurement Director  
**DHL**

Head of Health & Safety UK  
**Eurotunnel**

Head of Risk  
**G4S**

Head of H&S  
**Go Ape**

Head of Facilities and Procurement  
**Heathrow Airport Ltd**

Head of Health & Safety  
**KPMG**

Head of Health, Safety and Quality  
**London City Airport**

Head of Branches and Agencies  
**Loughborough Building Society**

EFCD Head of Health & Safety  
**Manchester Metropolitan University**

Head of Safety  
**National Theatre**

Head of Occupational Health and Wellbeing Strategy  
**Network Rail**

Head of Security / LSMS  
**NHS**

National Head of SHE for Royal Mail Portfolio  
**Royal Mail**

Head of Safety & Insurance  
**Sainsbury's**

Whitefriars Centre Director  
**Savills**

Head of HSE&W  
**Siemens**

UK Head of Operational Risk  
**Tesco**

Director of Commercial Development  
**TfL**

Head of HSS&W  
**Thames Water**

Group Head of Safety  
**The Co-op**

Director of Safety Services  
**University of East Anglia**

Head of H&S  
**Vodafone**

“ The quality of visitors allows me to make quality sales as I have been meeting my target audience: lots of health & safety officers. I think that I'll generate around £400,000 from exhibiting at Safety & Health Expo.

Sales Executive, Skyguard

## SAFETY & HEALTH EXPO VISITORS

**70%**

OF VISITORS HAVE PURCHASING POWER

**28%\***

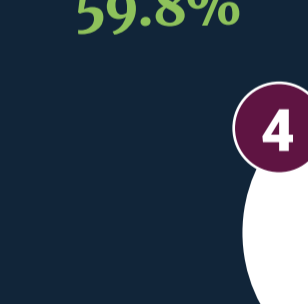
OF VISITORS WERE HEADS OF DEPARTMENT, C-SUITE, OR ABOVE

\*2% INCREASE COMPARED TO 2018



## TOP 10 AREAS OF INTEREST

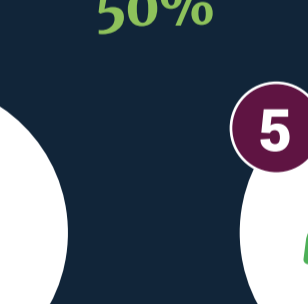
1



HEALTH & WELLBEING

59.8%

2



SAFETY EQUIPMENT

50%

3



PPE

48%

4



SITE SAFETY

47.3%

5



TRAINING/ RECRUITMENT

35.1%

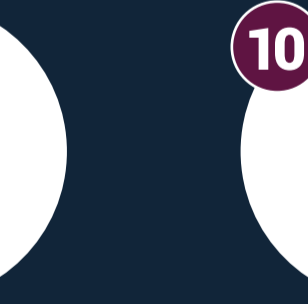
6



LIFTING & HANDLING AIDS

30.7%

7



LONE WORKER PROTECTION

28.7%

8



ENVIRONMENTAL CONTROL/SERVICES

26.4%

9



HAZARDOUS MATERIALS/SPILL CONTAINMENT

25.4%

10



FIRST AID/ DEFIBRILLATORS

22.2%

“ What's positive is the support throughout the year as well as during the show. It feels like a collaborative process to make sure we get the most out of the show before and after. Safety & Health Expo has helped us build up a good reputation throughout the show, which means more people approach us our stand.

Marketing Manager, Praxis42

## TOP 10 ATTENDING INDUSTRIES



Enquiries: [Jonathan.Lancaster@ubm.com](mailto:Jonathan.Lancaster@ubm.com)



# SEE YOU IN MAY 2020

19-21 MAY 2020 EXCEL LONDON UK