

POST SHOW REPORT 2018

40% more leads this year already than last. The meetings with VIPs have been so beneficial, with quality names who are ready to buy, not just speculate.

Kiran Wolbeck, Managing Director, ZKTeco

IFSEC ATTENDEES

3% increase across the entire Protection & Management Event Series in 2018

27,350+ IFSEC Attendees

10% increase in IFSEC visitor density

1,800+ 1-2-1 IFSEC meetings arranged through the Meeting Service

850 hosted buyer meetings across IFSEC and FIREX

12 meetings per exhibitor in the hosted buyer programme,

attended by **310** buyers with a budget of over

1 million pounds

43,461 LEADS WERE GENERATED AT IFSEC WITH AN AVERAGE OF **123 PER EXHIBITOR**

SAMPLE IFSEC VISITOR LIST

Director, Security & Loss Prevention, EMEA

Amazon

Head of Security Operations

The Bank of England

Vice President - Corporate Security

Etihad Airways

Business Development

Security & Resilience

Boeing Defence UK

Head of Security

Parliament

Senior Area Security Manager

HS2

Global Delivery Lead Access Control

Shell

Assistant Head - Defence Security

Ministry of Defence

Counter Terrorism Security Advisor

Metropolitan Police Service

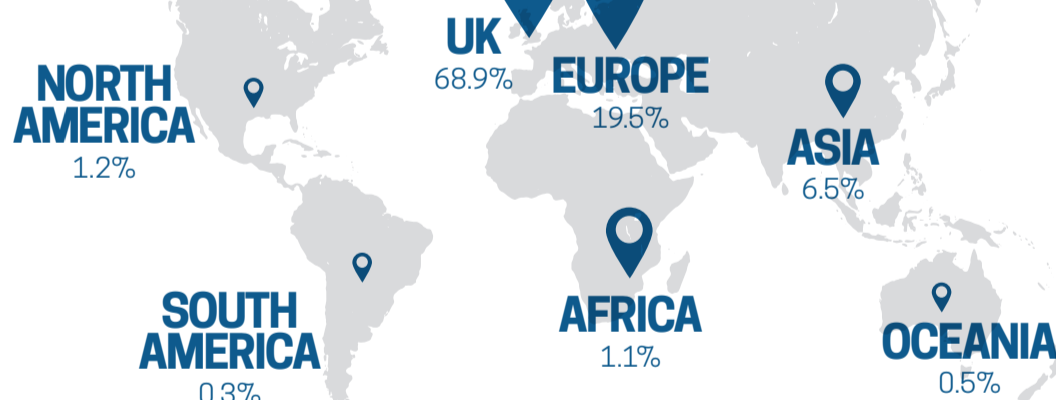
IFSEC VISITOR SECTOR BREAKDOWN



34% OF VISITORS HAD AN ANNUAL PURCHASING BUDGET OF OVER **£1,000,000**



IFSEC INTERNATIONAL VISITOR BREAKDOWN



International visitors came from **113 countries**

IFSEC EXHIBITORS



528
COMPANIES

INCLUDING:

Texecom, Hanwha Techwin, Axis, Assa Abloy, Paxton Access, Dahua, Vigilon, FLIR, Genetec



46
COUNTRIES

INCLUDING:

Germany, Korea, Italy, USA, Turkey, Israel



**SEE YOU AT
IFSEC 2019**

18-20 JUNE 2019 EXCEL LONDON UK

www.ifsec.events/international



UBM