

**DECEMBER 2017** 

**IPSOS-OPINION SURVEY | EXHIBITORS** 

# Exhibitors expressed their immense satisfaction according to a research

FORUM SA, XENIA's organizing company, aiming at improving the exhibition, commissioned the IPSOS / OPINION company, the XENIA 2017 evaluation report on the satisfaction of its exhibitors. The following results clearly show that the biggest and most important supplying companies of the hotel industry and the tourism industry in general wanted to return to the exhibition.

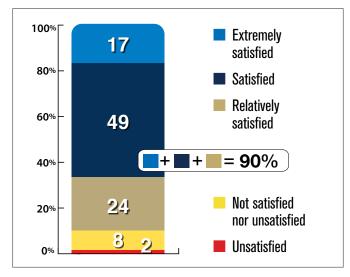
### Results of the survey for exhibitors

The IPSOS / OPINION survey company, in order to measure and record the satisfaction of the exhibitors carried out a quantitative market survey on a sample of 310 exhibitors, selected by the organizing company. The sample was allocated to the 4 Hall of the exhibition and the square of the stands to be as representative as possible. The survey was conducted in the form of Computer Aided Telephone Interviews (C.A.T.I) using a semi-structured 10-12' questionnaire. The interviews took place with the owners /sales managers and general managers of the companies one week after the end of the exhibition.

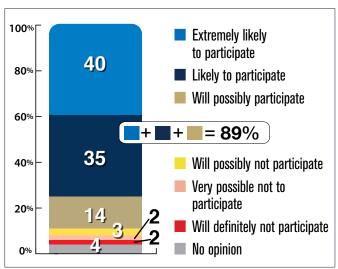


of the exhibitors
expressed their
satisfaction from their
participation at Xenia
2017

### SATISFATION FROM PARTICIPATING



### **XENIA 2018 PARTICIPATION INTENT**

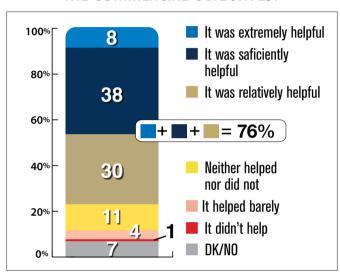




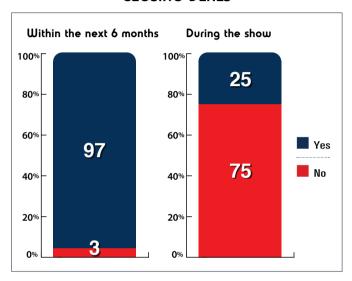
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## DID THE EXHIBITION HELPED IN ACHIEVING THE COMMERCIAL OBJECTIVES?

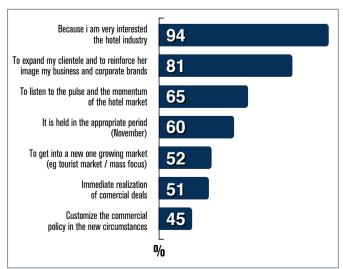


#### **CLOSING DEALS**





### **REASONS TO PARTICIPATE AT THE TRADE SHOW \***



### \* Following unstructured questionnaire

### DID THE TRADE SHOW COVER THE NEEDS?

