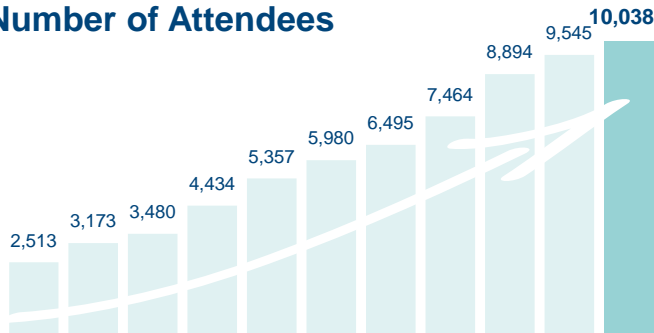


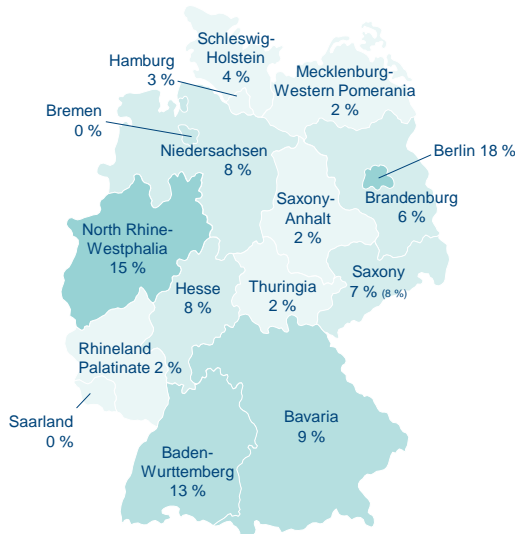
ATTENDEE SURVEY 2018

Number of Attendees



2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018

Origin by German Federal States



Origin of Attendees

Germany	89 %
From abroad	11 %

Origin of International Attendees

Europe	93 %
Switzerland	35 %
Austria	18 %
The Netherlands	6 %
Finland	4 %
Poland	4 %
Czech Republic	4 %
United Kingdom	3 %
Slovenia	2 %
Luxembourg	2 %
Denmark	2 %
France	2 %
Hungary	1 %
Other	9 %
Asia	3 %
North America	3 %
Africa	1 %

Decision Makers

80 %

of the attendees have high authority in purchasing and procurement decisions in their company.

Job Areas of the Attendees

(Multiple citations / extract of denominations n ≥ 1 %)

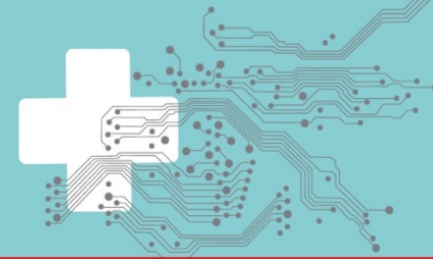
IT employee	23 %
Head of IT	21 %
Managing director, administration/medical/ commercial head, head of hospitals or other medical institutions	11 %
Head of administration department, head of areas such as radiology, laboratory, surgery, anesthesia, physical therapy and head of station (hospital)	7 %
Controller	5 %
Physician	4 %
Administrative staff, staff of areas such as radiology, laboratory, surgery, anesthesia, physical therapy	3 %
Nurse/ Carer	1 %
DRG – person in charge/ appointee	1 %
Director of nursing/ nursing management	1 %

Business sectors

(Multiple citations / extract of denominations n ≥ 2 %)

Half of the conhit attendees work in hospitals or in rehabilitation and health clinics.

Hospital	46 %
Industry (Software)	9 %
Management consulting	6 %
Medical technology	6 %
Scientific institutions	6 %
Rehabilitation and health clinic	4 %
Physician's practice	4 %
Industry (Hardware)	4 %
Federal/ state/ local administration	3 %
Nursing home and residential care facility	3 %
Health insurance company	3 %
Radiology	3 %
Startup	2 %
Laboratory	2 %



ATTENDEE SURVEY 2018

Evaluation of the conhit Areas

Average evaluation on a scale of
1 = very satisfied to 6 = very dissatisfied

Trade Fair	2.0
Congress	2.3
Networking Events	2.2
Academy	2.2

Interest in Offers

(Multiple citations / extract of denominations n ≥ 11 %)

Mobile Healthcare	44 %
Software for hospitals, Rehabilitation clinics and care homes	43 %
IT Security	31 %
Hardware and IT infrastructure	29 %
Telemedicine solutions	27 %
Archiving and documentation	26 %
Communication solutions	25 %
IT solutions for medical practices, laboratories and radiology	22 %
Medical engineering (meets IT)	19 %
IT advice	17 %
Startups	17 %
Research	11 %
Quality and knowledge management	11 %

Objectives of the Attendees

(Multiple citations / extract of denominations n ≥ 24 %)

Information on new products	60 %
Obtaining a general market overview	51 %
Cultivating existing business relations	49 %
Exchanging views within industry	45 %
Meeting potential customers, suppliers	43 %
Building new business relations	41 %
Search for concrete solutions to problems	35 %
Interest in the conhit programme	34 %
Advanced training opportunities	28 %
Preparing for an investment decision	24 %

Once again Top Results in Achievement of Attendees' Objectives:

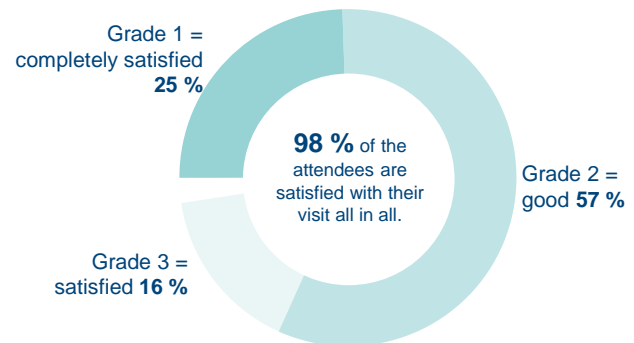
Cultivating existing business relations	1.7
Meeting potential customers, suppliers	1.8
Exchanging views within industry	1.9
Obtaining a general market overview	2.0
Information on new products	2.0

Duration of Stay

1.7 Days

were spent by the attendees at the conhit on average.

Overall Satisfaction



Benefits of Visiting and Outlook

