

TRADE FAIR & CONFERENCE
FEBRUARY 16 – 18, 2027 | ESSEN | GERMANY



E-world
energy & water

UNITE + CONNECT

EXHIBITOR SURVEY 2026



ORGANIZED BY



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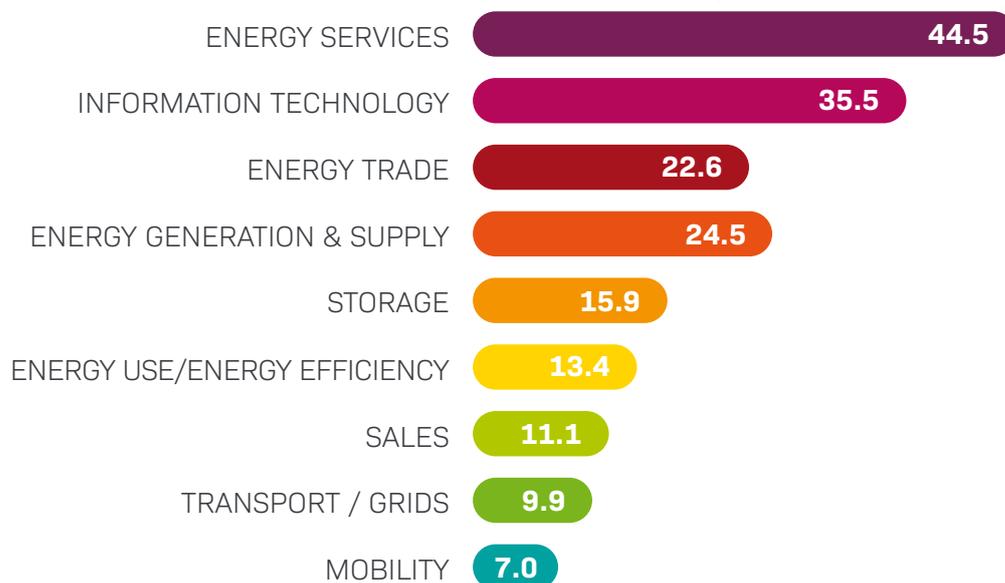


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EXHIBITOR SURVEY 2026

E-WORLD ENERGY & WATER 2027

EXHIBITORS' OFFERS



*Data in %, multiple answers possible

- 44.5% focused on energy services, and 22.6% highlighted energy trading as their main area of exhibition.
- 24.5% focused on energy generation and supply.
- 35.5% of exhibitors showcased information technology.
- Another 11.1% were in the sales sector, and 13.4% were in the area of energy consumption/energy efficiency.
- 15.9% represented the storage sector and 7.0% the mobility sector.
- 93.0% of companies presented new products or developments of existing products at the fair.

REASONS FOR PARTICIPATION (multiple answers possible)

- 95.1% of exhibitors aimed to establish new contacts at the fair, while 91.9% wanted to maintain existing ones.
- 57.7% of exhibitors stated that securing orders was the goal of their participation.
- For 81.4%, business development was the primary focus.
- For 78.2%, the main goal was representation/brand image maintenance.
- 62.8% wanted to gain an overview of the industry.
- For 43.6%, targeted recruitment was the focus.

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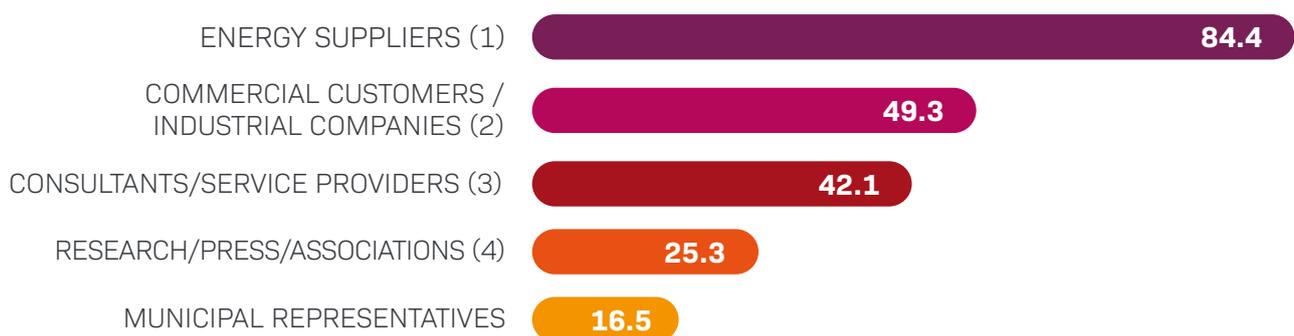
E-WORLD ENERGY & WATER 2027



TARGET GROUP

- 84.4% of exhibitors identified energy supply companies as their most important target group, 42.1% targeted consultants/service providers, 20.8% were particularly interested in traders, and 49.3% were focused on commercial customers and industrial companies.
- With 95.3%, nearly all exhibitors were able to reach their key target groups.

EXHIBITOR CONTACTS TO VISITOR GROUPS IN 2026



(1) (Public) Utilities,
Multi Utilities
Electricity industry
Gas industry
IPP
Coal industry
Oil industry
Renewable energies

(2) Commercials customers
Industrial companies
Architects
Engineers
Craftsmen
Housing companies
Plant engineering

(3) Banks
Brokers
Purchasing groups
Traders
Portfolio managers
Risk managers
Advisory firms/
Consultants

(4) Trade and daily press
Research institutes /
Universities
Associations

*Data in %, multiple answers possible

INTERNATIONAL CHARACTER

- 30.0% of the surveyed exhibiting companies have their headquarters abroad.
- The most frequently mentioned countries were the United Kingdom, the Netherlands, and Switzerland, followed by France, Austria, and Denmark.
- 71.5% of exhibitors stated that they were able to establish international contacts.
- Outside of Germany, European markets are of great importance to more than 53.6% of exhibitors, followed by America with 19.6% and Asia with 17.5%.
- 96.9% rated the exhibitor structure in terms of internationality positively.
- 39.7% planned to prepare export activities after the fair.

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NUMBER OF VISITORS

- 93.9% of exhibitors were pleased with the quality of visitors.
- 91.0% of exhibitors were satisfied with the number of visitors at their booth, while 95.8% were happy with the overall visitor turnout at the trade fair.

PROGRAM AND SIDE EVENTS

- 92.8% considered the combination of the fair and the lecture program to be positive.
- 98.0% were satisfied with the supporting program.

EVALUATING THE RESULTS OF THE COMPANYS PARTICIPATION

- 96.1% of companies gave a positive assessment of the outcome of their participation.
- 96.2% stated that they plan to participate in E-world energy & water in the future.
- 84.0% of exhibitors attach great importance to their participation in E-world energy & water 2026 compared to other sales-oriented activities.
- 21.5% of companies planning to participate again next year intend to expand their booth.

KEY FIGURES FOR THE TRADE FAIR

EXHIBITORS



TRADE VISITORS

