



IME WEST 2023 SNAPSHOT

February 6–8, 2023 | Anaheim CA, USA

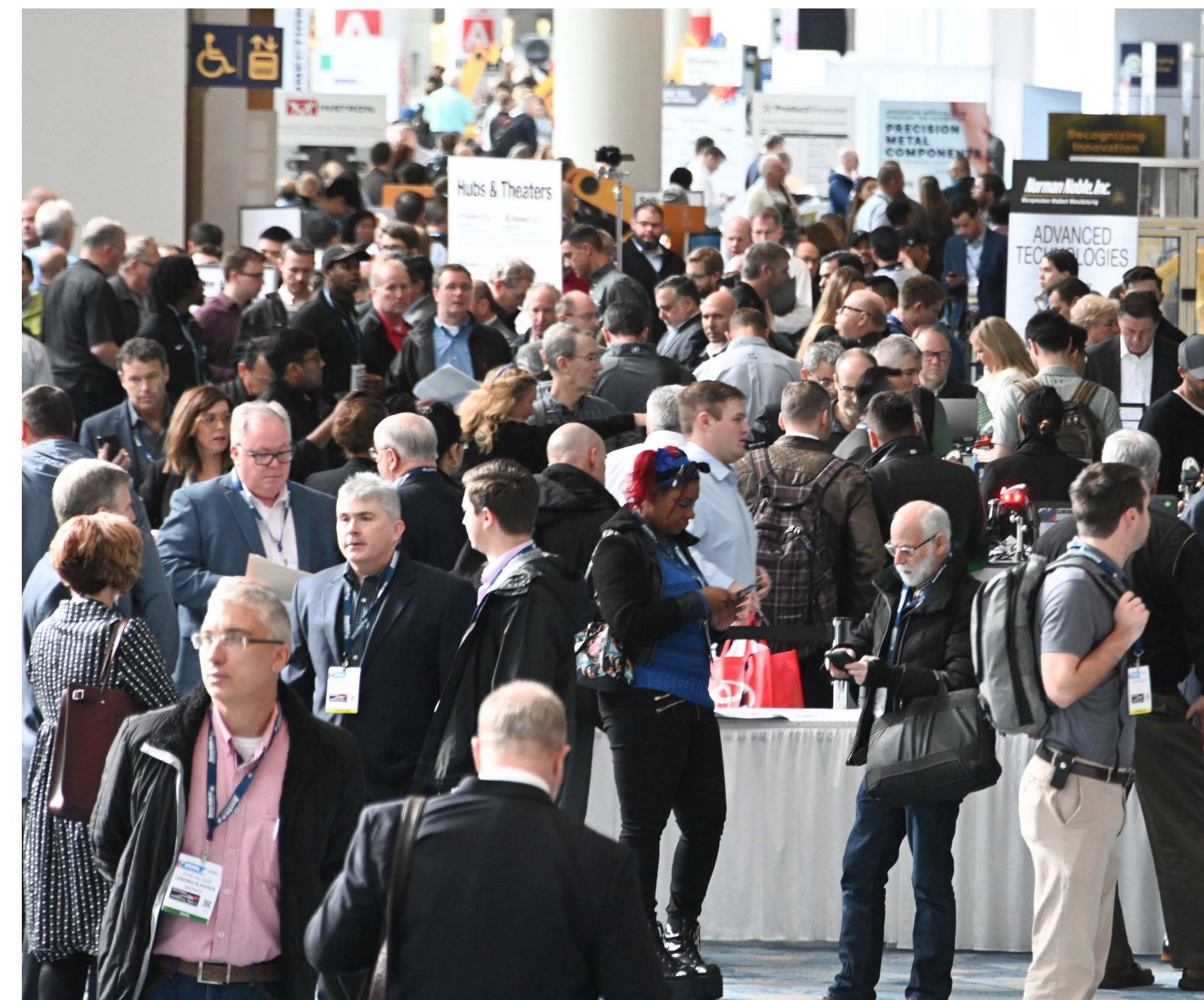


THE PREMIER ADVANCED MANUFACTURING EVENT IN THE US.

Since 1985, motivated buyers and suppliers from the Advanced Manufacturing community have come together in Anaheim, CA to establish new partnerships, gain industry knowledge, and inspire new innovations. Year after year, the show has consecutively grown to be the number one advanced manufacturing event in the US.

2023 saw a **26% increase** in verified attendance and a **14% increase** in booths, bringing in **14,366+ attendees** and **1,612 exhibitors**. In 2024, our audience is projected to expand even more.

This February 6-8, 2024, join the advanced manufacturing community for three days of innovation, insight, and collaboration.



SHOW FEATURES IN 2023

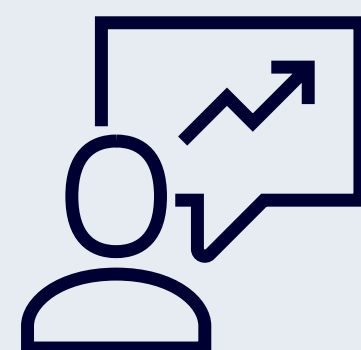
EDUCATION



With five stages located throughout the expo floor, attendees can hear from industry thought leaders, watch demonstrations, ask questions, and get answers from subject matter experts.

- Center Stage
- Medtech Theater
- Design Alley
- The Pack Place
- International Theater
- Seminars & Coffee Talks
- Lunch and Learns

KEYNOTE

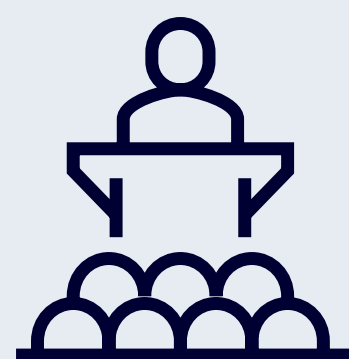


Learn from industry leaders as they discuss the latest topics and technologies.

2023 Keynotes:

- Christopher Lafayette, founder of Gatherverse: Medical Technology within the Metaverse – The Fundamental Shift
- Brian Evergreen, Global Head of Autonomous AI Co-Innovation, Microsoft: Clearing the Digital Fog: The First Step of Autonomous Transformation

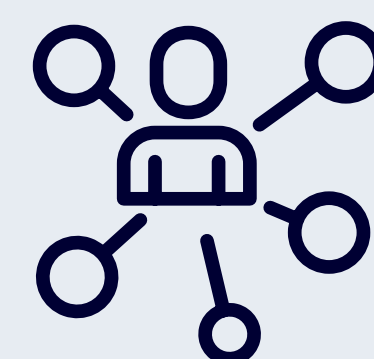
CONFERENCE



Conference Passes upgrade your expo experience. Each conference offers immersive tracks that cover product design, development, emerging technologies, startup investing, medical battery, and much more. Our expert-led educational conference sessions, focused on critical and timely themes, include:

- The Design. Engineer. Build. Conference
- Cannabis Packaging Conference
- Medical Battery Conference

NETWORKING



While what you know is crucial to expanding your business, who you know is just as valuable. Networking plays an important role in growing your brand and increasing visibility. Our networking events foster personal, face-to-face connection that can turn a casual meeting with prospective customers into long-term clients. Our networking events include:

- Keynote Breakfast
- Booth Crawl
- Welcome Reception
- Beer Garden
- Battle of the Brick Bots
- Partner Receptions

DIGITAL EXTRAS



The advanced, yet simple-to-use Digital Extras combine the benefits of an in-person expo and conference experience with a complimentary online resource center.

Online resources include:

- Research Attendees and Buyers
- Book virtue and onsite meetings
- Receive digital leads

WHO ATTENDS?

More than **14,366** industry professionals, engineers with buying power, directors, and executives from thousands of companies will walk the show floor in search of inspiration and new products and services.

INVOLVED



83%

of attendees recommend, specify, or make final buying decisions

INFLUENTIAL



2 out of 3

attendees represent executive management or engineering

INTERESTED



#1

attendee objective is identifying & sourcing suppliers or partners

*Total Show Floor Square Footage

BY THE NUMBERS



14366+

Verified Attendees



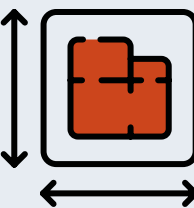
1612+

Exhibitors



70+

Countries



300,995*

Show Floor Square Footage



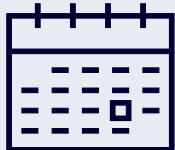
115

Expert-Led Sessions



87%

of verified attendees have purchasing power

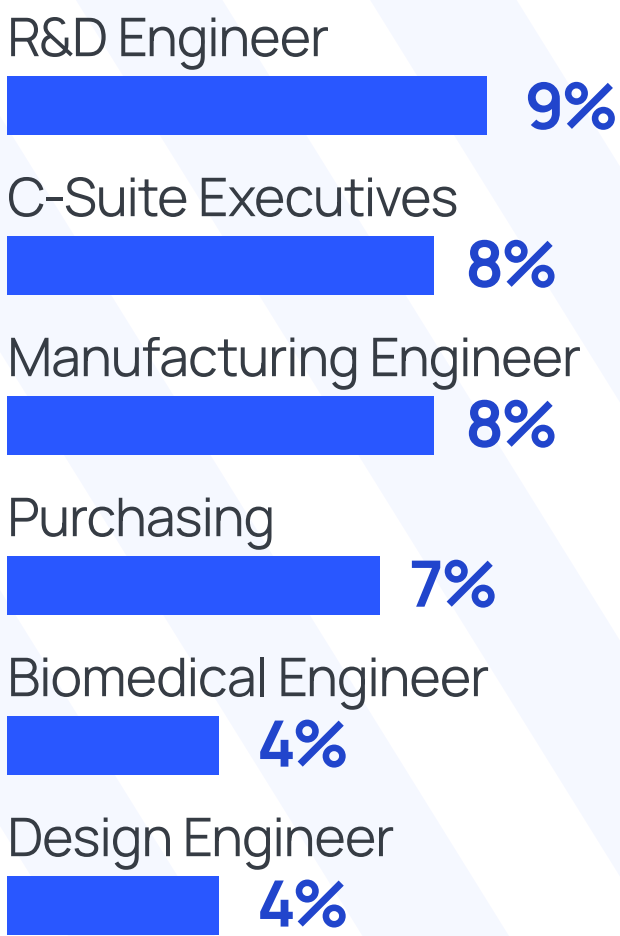


77%

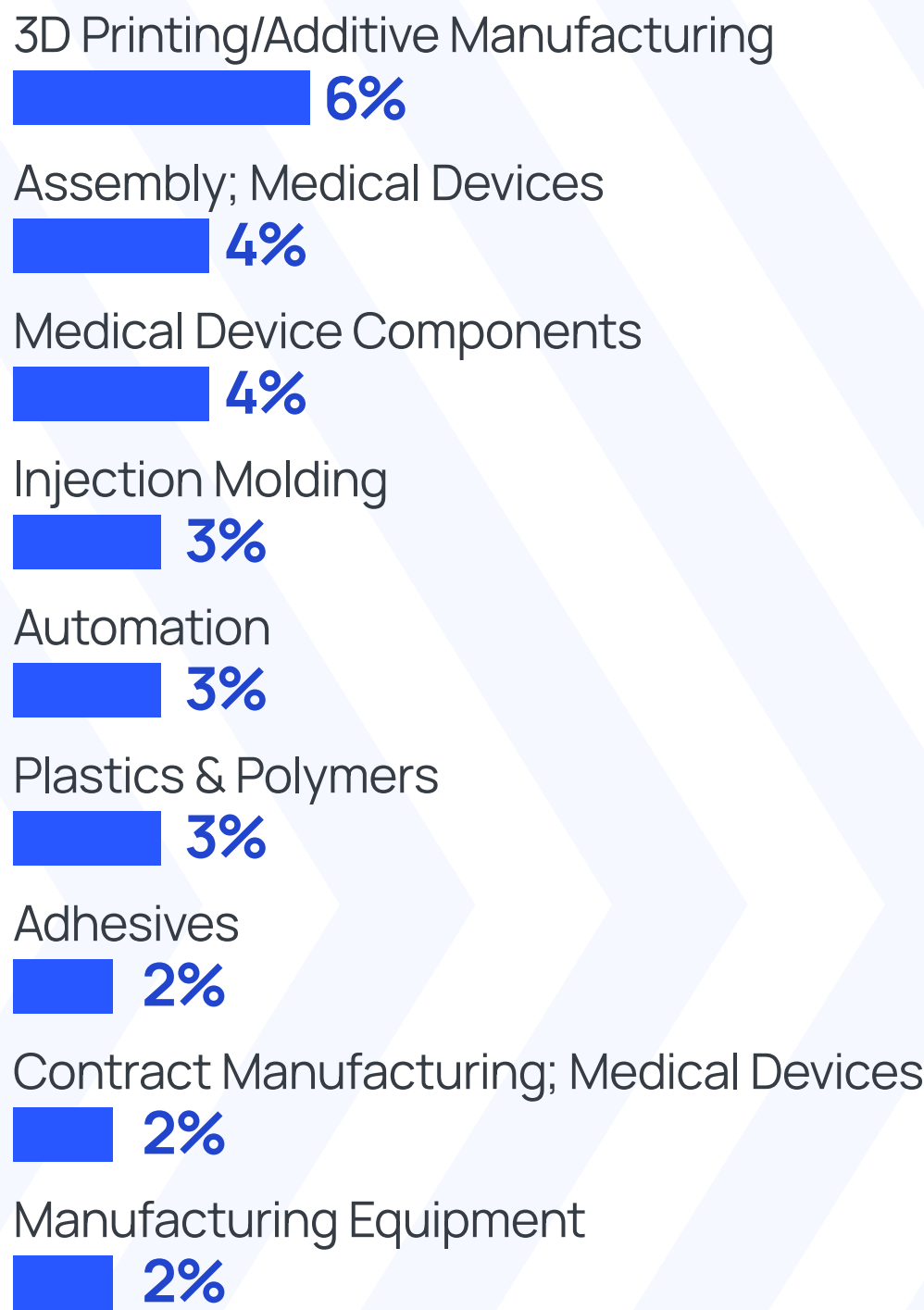
of verified attendees have an active project

MD&M WEST

Top Attendee Job Functions



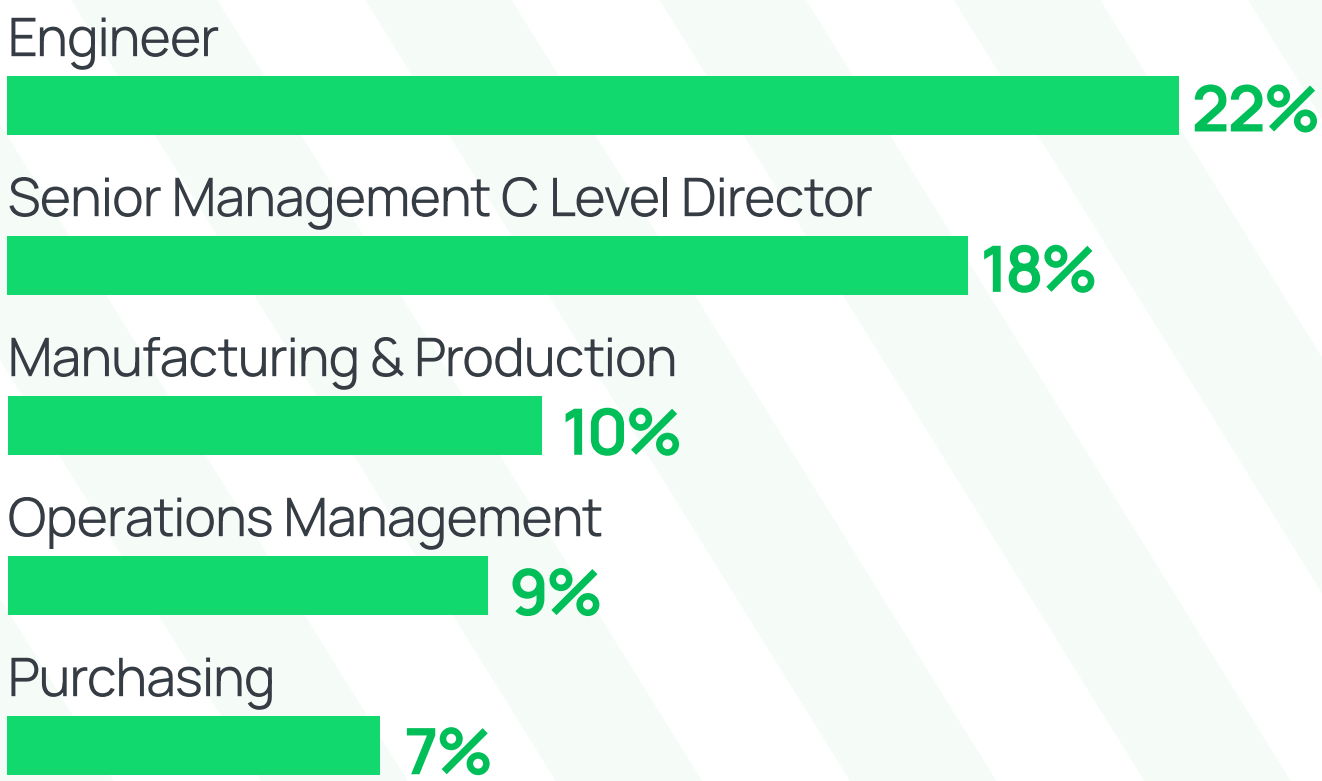
Top Areas of Interest



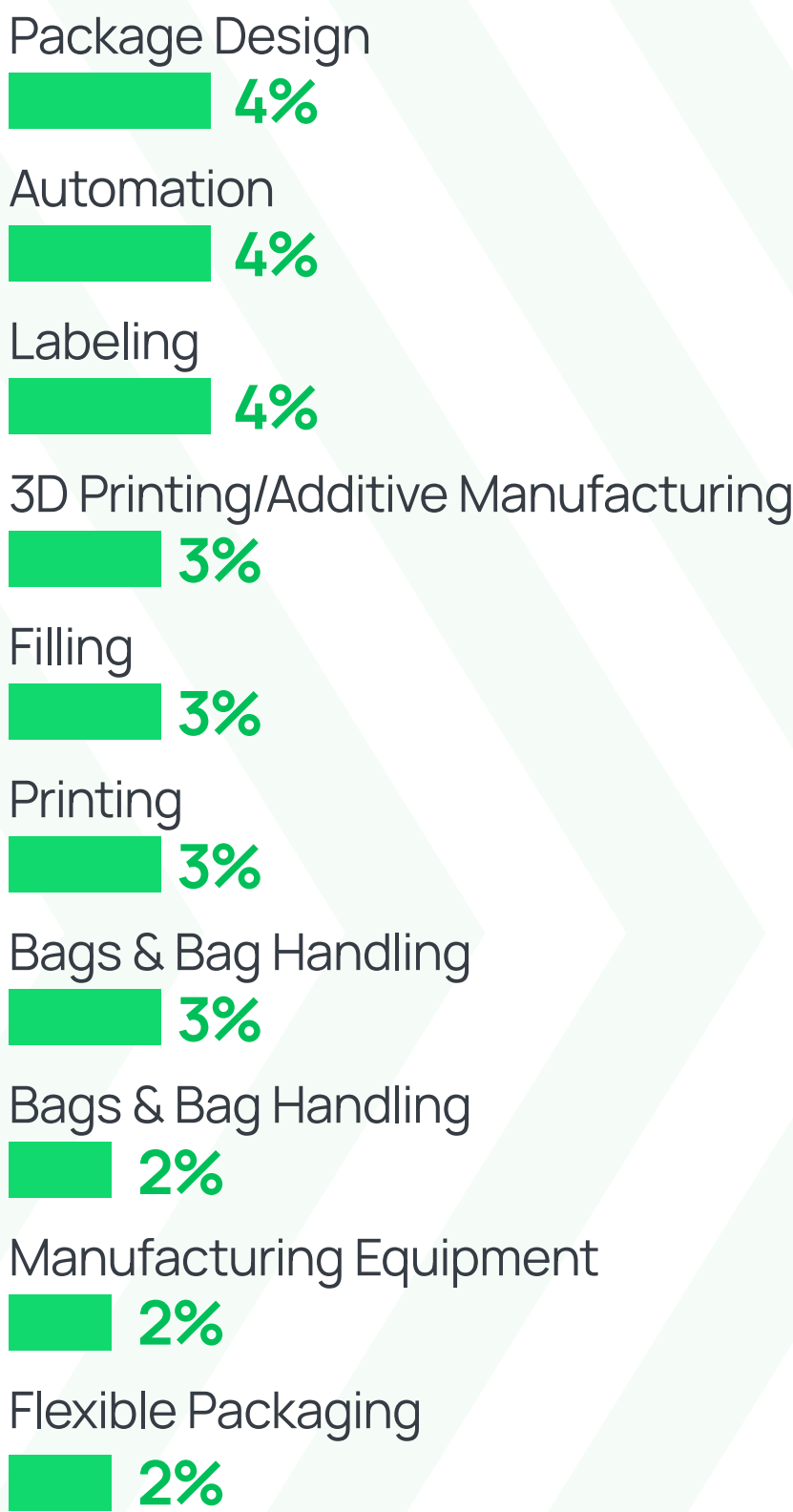
Top Attending Companies

3M, Abbott, Alcon Laboratories, Align Technology, Inc., Applied Medical, Argon Medical Devices, Baxter International, Becton Dickinson, B Braun, Biomerieux Boston Scientific, Canon, Cardinal Health, Coloplast, Danaher, Edwards Lifesciences, Intuitive Surgical, Fresenius Medical Care, GE Health, Getinge Group, Grifols, Hologic Inc, Medtronic, Olympus, ResMed, Roche Diagnostics, Shimadzu, Smith & Nephew, Inc., Stryker, Teleflex Medical, Terumo, Thermo Fisher, Fujifilm, Zimmer Biomet, Zoll Medical

Top Attendee Job Functions



Top Areas of Interest



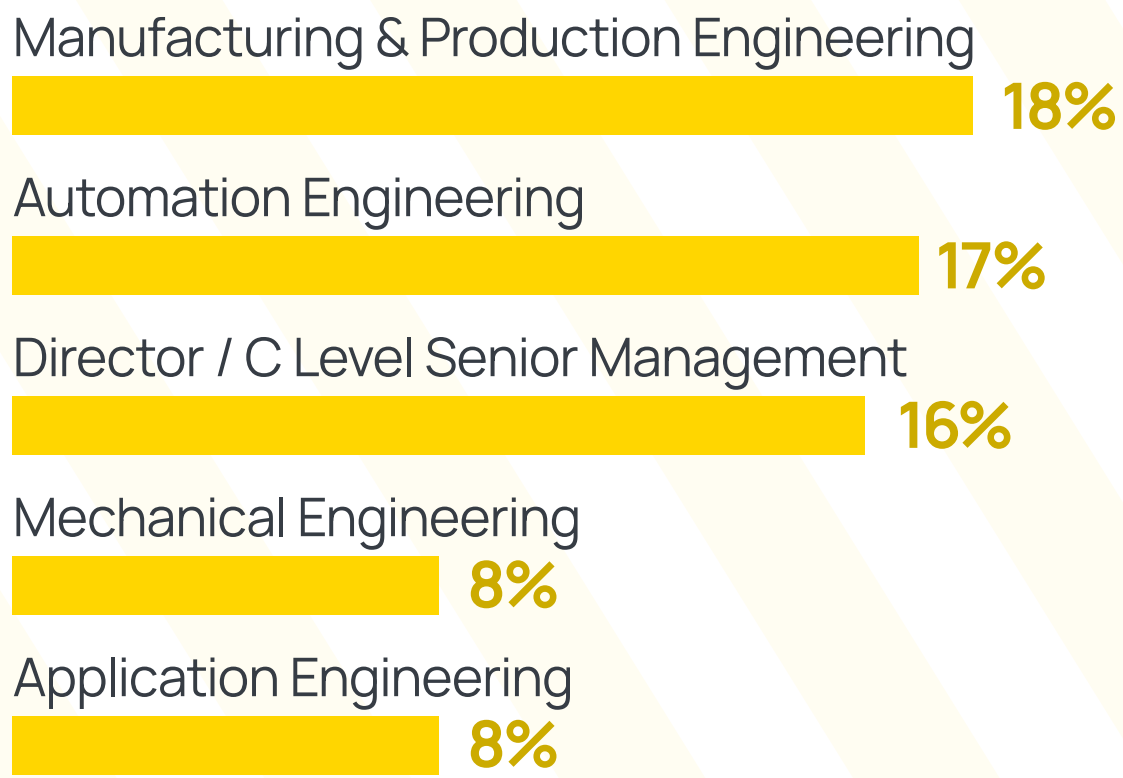
Top Attending Companies

Fedex, Herbalife, Behr Paint, Johnson & Johnson, Hills Pet Nutrition, Inc., Colgate Palmolive Company, Lockheed Martin, Costco, Niagara Bottling Company, Chipotle, Oakley, Walmart eComm, Merle Norman Cosmetics, Apple Inc., Danone

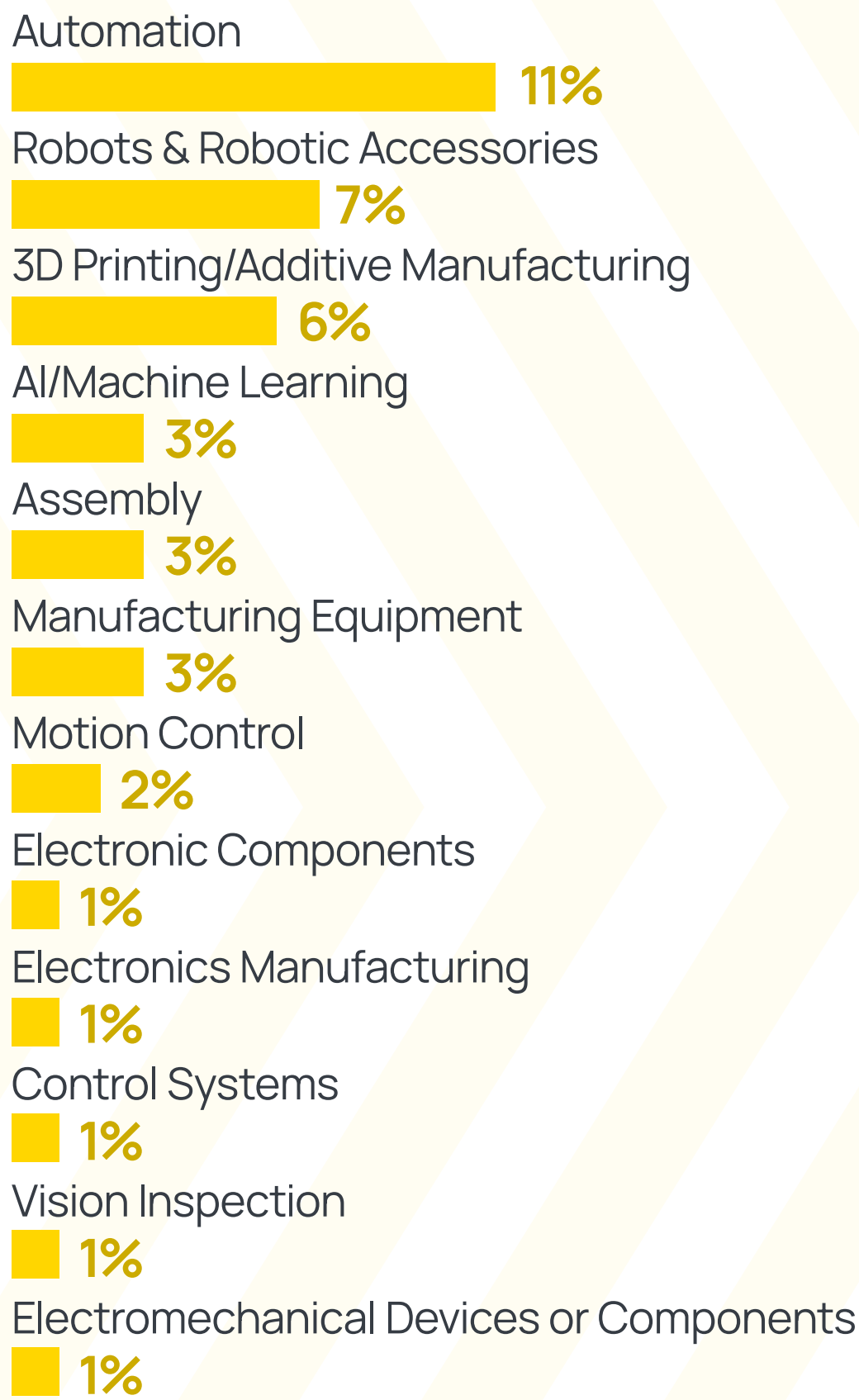


ATX WEST

Top Attendee Job Functions



Top Areas of Interest



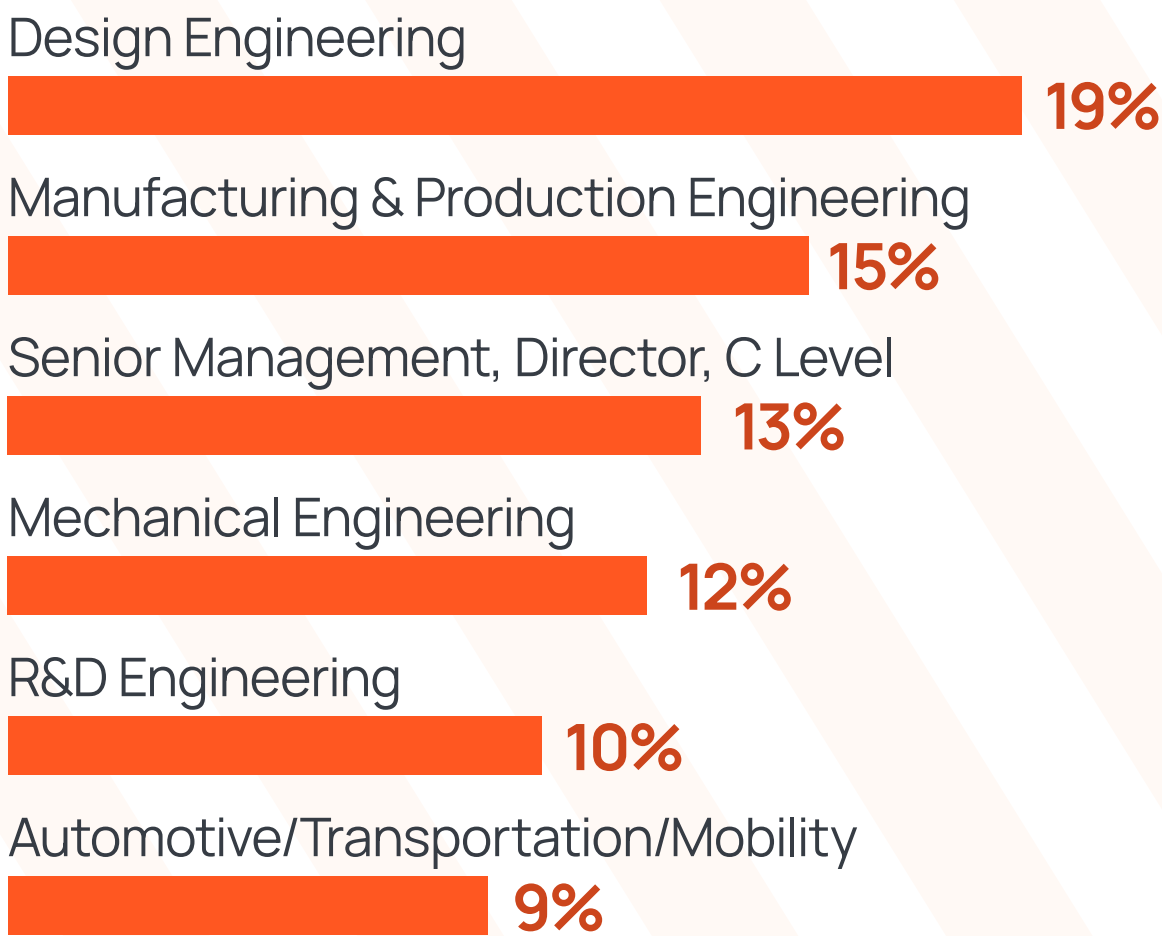
Top Attending Companies

Amazon, Amgen, Apple Inc., BASF, BBraun Medical, Boeing, Bose, Cardinal Health, Danone, Disney, Dunlop Sports Americas, Edwards Lifesciences, Ernie Ball, General Atomics Aeronautical, GKN Aerospace, Jet Propulsion Laboratory, Johnson & Johnson, Lockheed Martin, Mattel Inc, Medtronic, Nike, Northrop Grumman, OAKLEY, Panasonic, Procter & Gamble, SpaceX, Taylormade Golf, Tesla Motors Inc., The Clorox Company, Toyota Motors North America, Yamaha Motor Corporation, U.S.A.

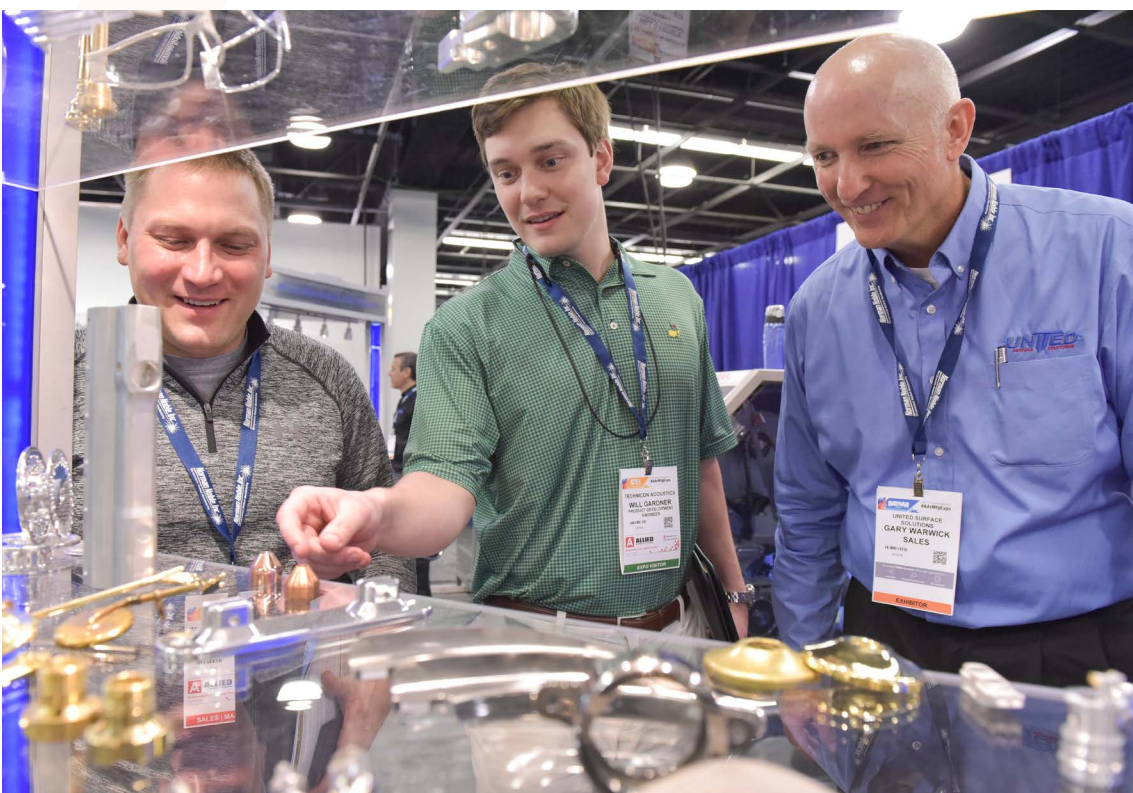
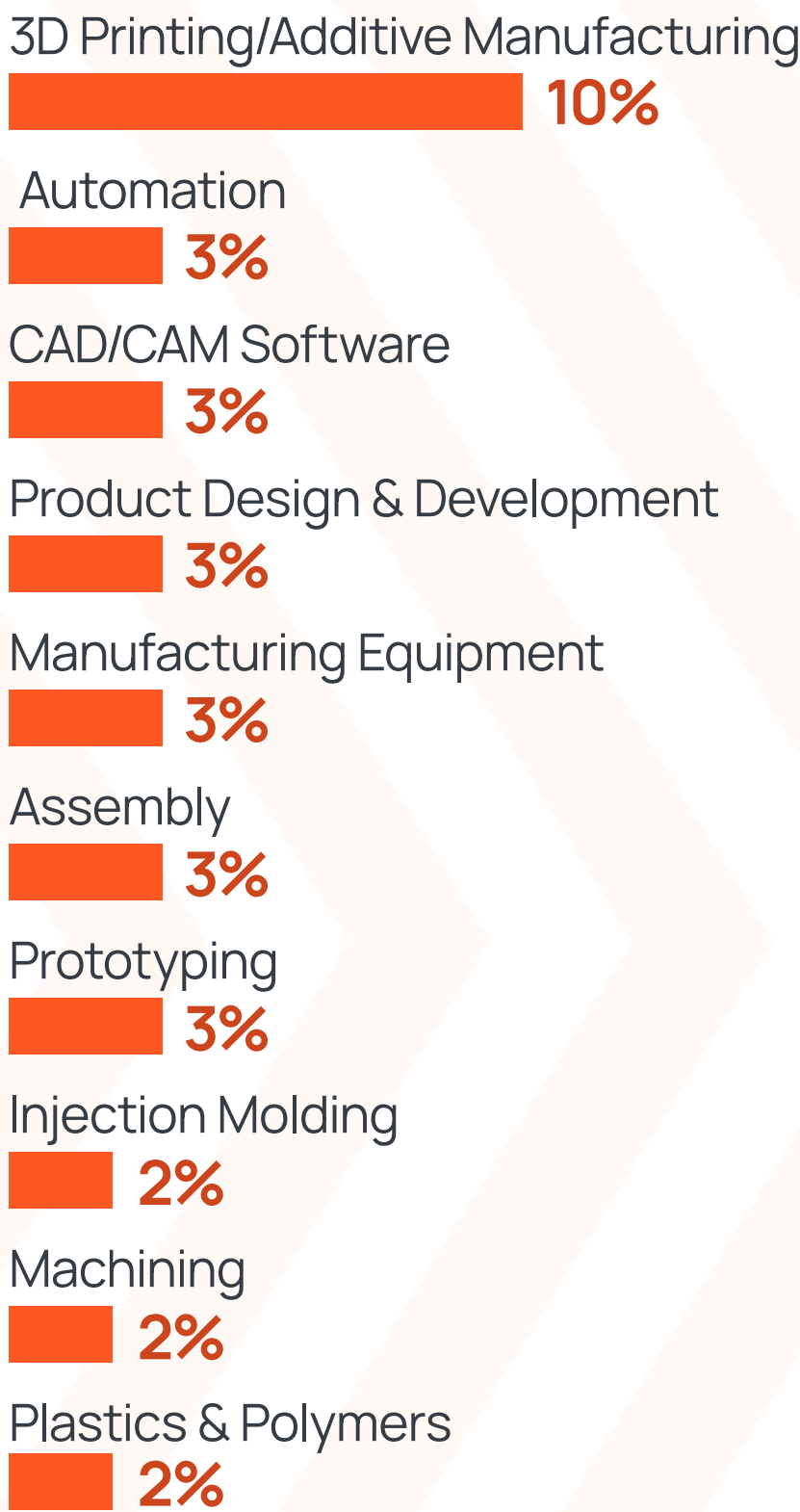


D&M WEST

Top Attendee Job Functions



Top Areas of Interest

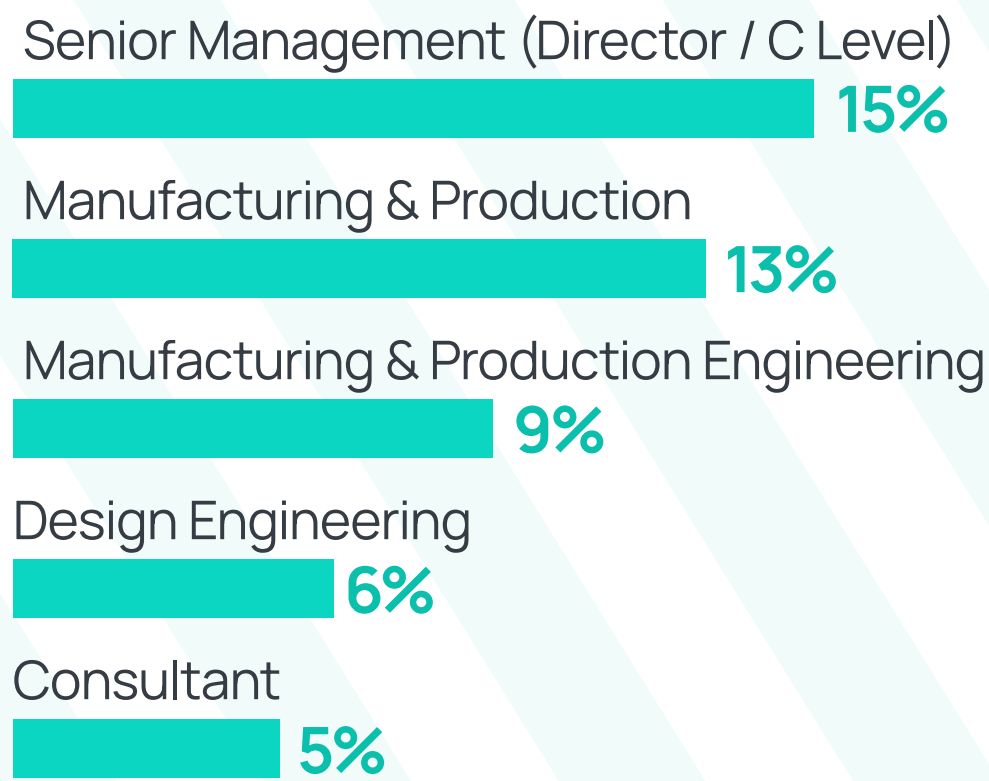


Top Attending Companies

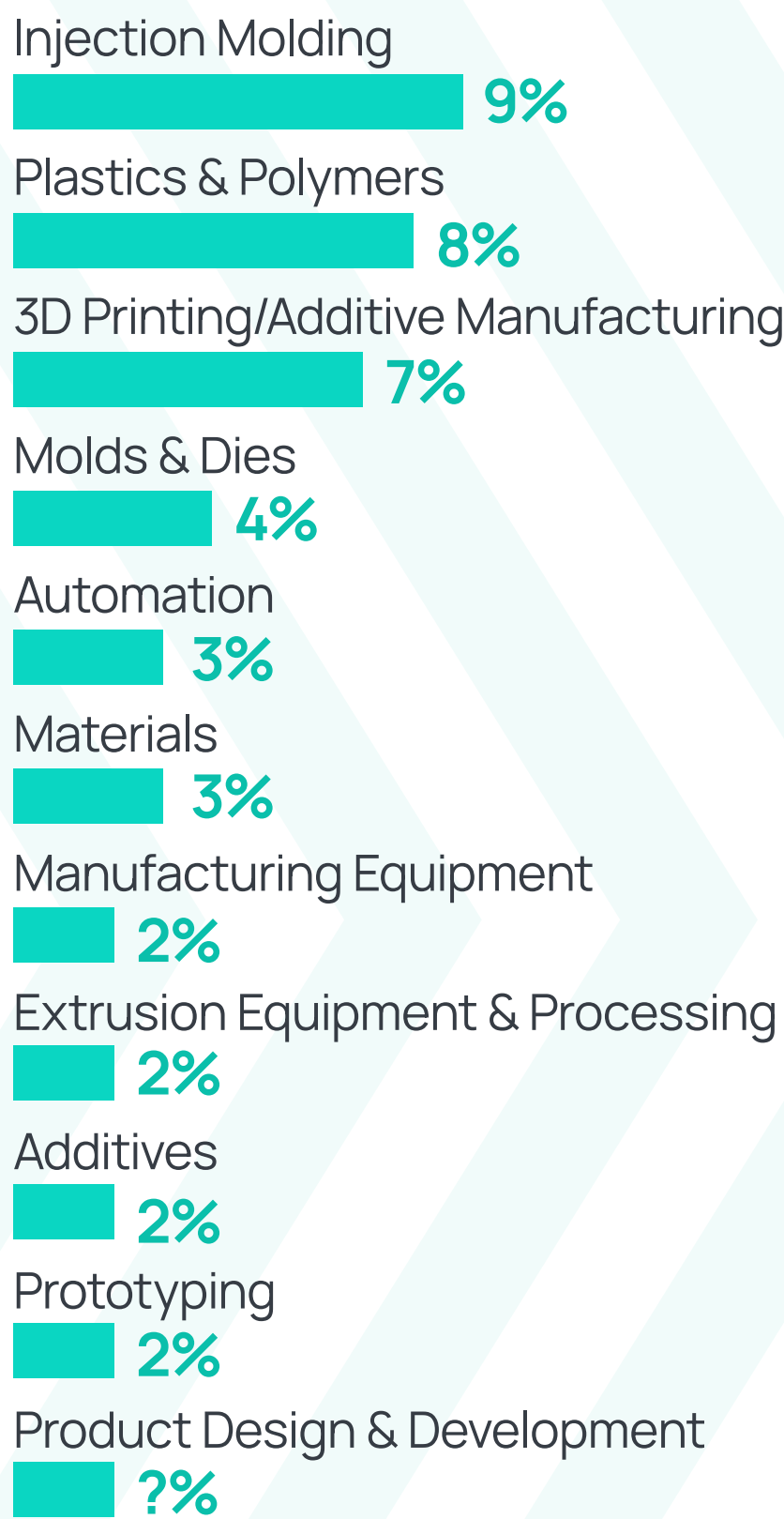
Apple, Inc., B. Braun Medical Inc., Boston Scientific, Callaway Golf, Edwards Lifesciences, Johnson & Johnson, Medtronic, Nike, Northrop Grumman, Panasonic Avionics Corporation, Parker Aerospace, Philips, Raytheon, SpaceX, Taylormade Golf Company

PLASTEC WEST

Top Attendee Job Functions



Top Areas of Interest



Top Attending Companies

Apple, Inc., B Braun Medical, Becton Dickinson, Bose Corporation, Edwards Lifesciences, Honeywell, Hunter Industries, Mattel, Medtronic, Oakley Inc., Parker Aerospace, Phillips Medisize, Saint Gobain Performance Plastics, SpaceX, Sub Zero Group, Taylormade Golf, Teleflex Medical, The Toro Company



Exhibitors and Attendees agree that this is THE premiere event in the industry

WHAT OUR EXHIBITORS HAD TO SAY...

“We don’t do any other events anymore, we just stick to this one because we get the most impact out of it.”

“This is our first time exhibiting, and this has been a really great show for us. This has already exceeded the expectations I had for the show. It has been very lucrative for us, great quality leads. We weren’t sure how we would fit in the show but it seems that we fit very well. We will absolutely be back next year and in a bigger booth.”

“Great exposure, great conversations, customers from all over gathered at one show.”

“It’s the cornerstone trade show in the medical device industry!”

“Many serious potential customers and many leaders in the medtech community are here.”

“Good exposure to a west coast audience of quality attendees.”

WHAT OUR ATTENDEES HAD TO SAY...

“It was a great event to learn of innovative technology and expand the personal knowledge regarding a specific product.”

“The biggest event in the area to see and meet with hundreds of suppliers from around the world.”

“It was a great networking event where I could meet with potential customers all in one place.”

“This is the place to find new vendors and customers and is a great way to find new contacts.”

“It is the one annual event that brings together all those involved with our industry, providing me with the contacts I need and building a network that makes my business successful.”

“The exhibitors cover a wide range of the industry without being too broad.”



SAVE THE DATE

IME West 2024

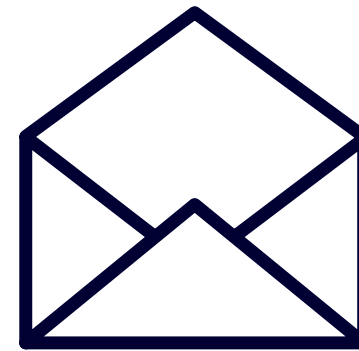
February 6-8, 2024
Anaheim, CA, USA



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