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IMHXTM 2019

The UK's largest intralogistics event
24 - 27 September | NEC • Birmingham

Post Show Report

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A message from the **Event Director**

Once again IMHX has proved itself to be a dynamic and industry-facing event valued by logisticians and supply chain experts. Welcoming a record number of exhibitors and brand-new feature areas, IMHX 2019 spanned across four halls and a staggering 380,000sq ft. But size isn't everything: we were also delighted to provide a stage for some of the newest supply chain technologies from an influx of exciting new faces and verticals never before seen or explored at IMHX.

Keeping pace with the extraordinary rate of change within the industry was of critical importance at IMHX 2019. Thanks to the support of our exhibitors and sponsors, we were also able to stage a free-to-attend content programme designed to help visitors navigate and address essential topics such as Brexit, the labour shortage and ever-increasing demands on operators, and connect these challenges with solutions. This year's selection of seminars and workshops drew high levels of praise and interest and we would like to thank all who participated.

This review provides a breakdown of who attended IMHX 2019: by sector, region, seniority, decision-making authority and expenditure on logistics services. We have some surprising insights about your customers in store - read on to find out.

We announced, at IMHX 2019, that going forward IMHX will be a biennial event, taking place every two years. This will enable us to stay ahead of industry and technology developments and reflect the rate of change that is taking place within the industry.

Finally, we would like to say a special thank-you to our Headline Sponsor, Investec, industry bodies AMHSA, FLTA, UKWA, our joint venture partners, BITA, and our exhibitors. Each helped make IMHX 2019 a fabulous event which was full of energy, creativity and cutting-edge solutions for the new decade.

See you in 2021.

Rob Fisher
IMHX Event Director



Rob Fisher

IMHX 2019 at a glance



462
exhibitors



16,239
attendees



380,000
square feet



23% of visitors
were high-level executives



90% of visitors
influence or make the final
decision regarding the purchase
of products and services



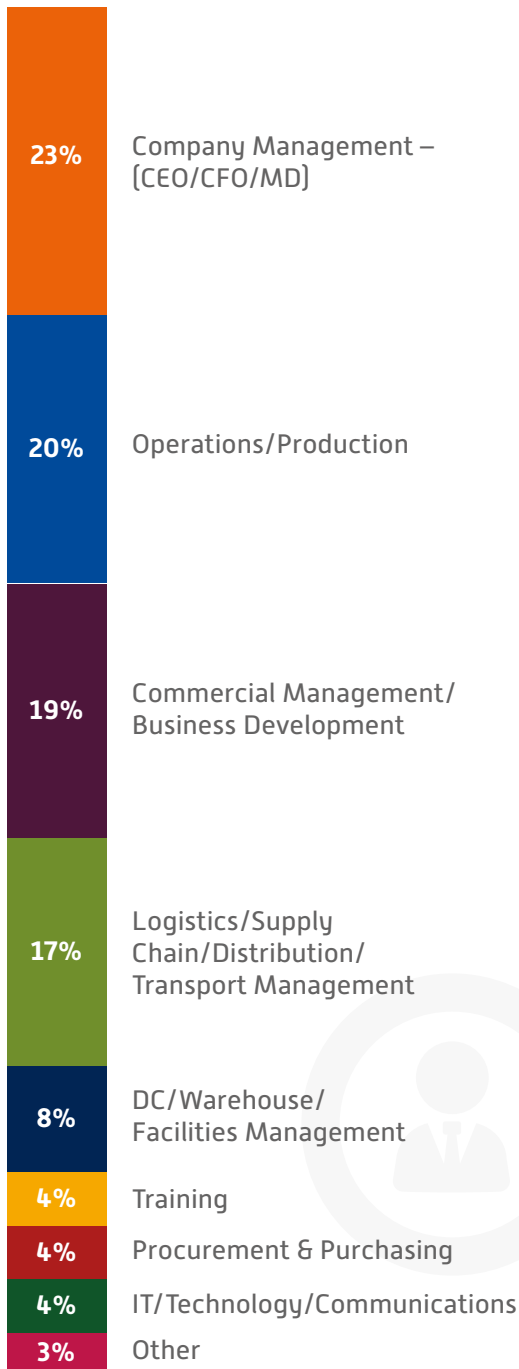
44% of visitors
had an annual expenditure of
over £1m to spend on materials
handling and logistics services

IMHX 2019, the UK's most comprehensive intralogistics event, was held at the NEC, Birmingham from 24 – 27 September 2019.

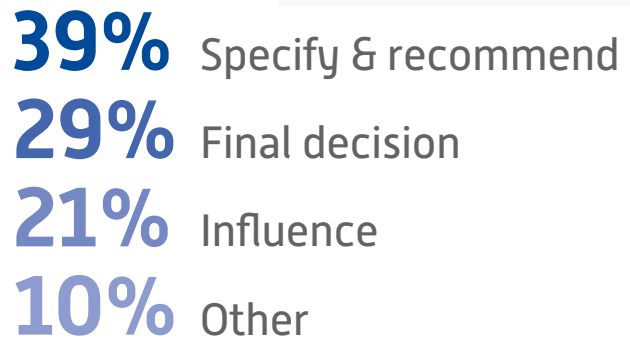
Visitor Profile



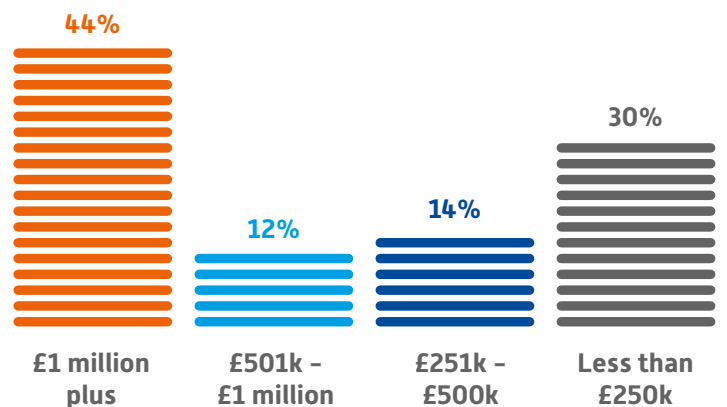
Job function



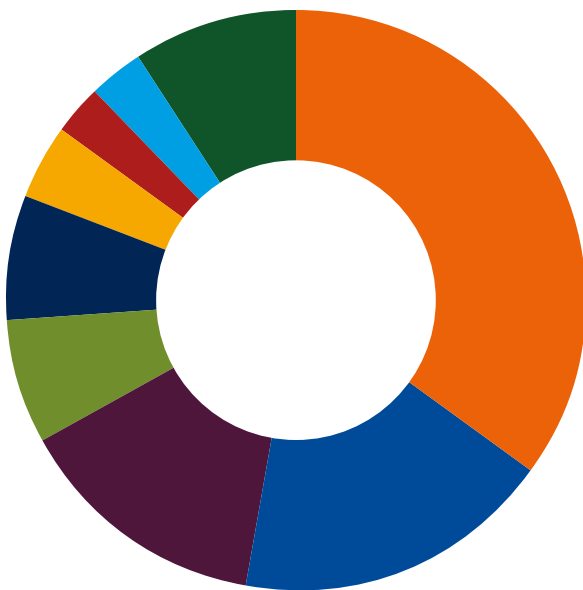
Role in decision-making process



Annual expenditure on material handling and logistics products and services



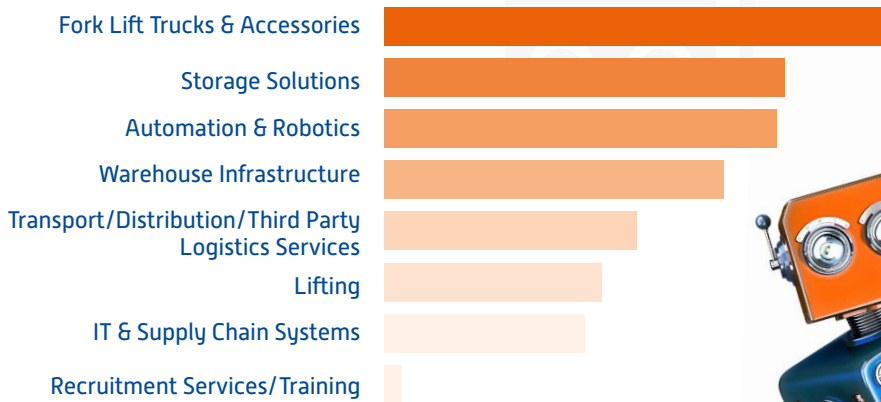
Main area of business activity



- **35%** Manufacturing/Engineering
- **18%** 3PL/4PL/Distribution & Transport
- **14%** Retail/E-Commerce/FMCG
- **7%** IT/Automation/Robotics
- **7%** Aerospace/Aviation/Automotive
- **4%** Consultancy
- **3%** Construction/Building Materials
- **3%** Healthcare/Pharmaceuticals
- **9%** Other

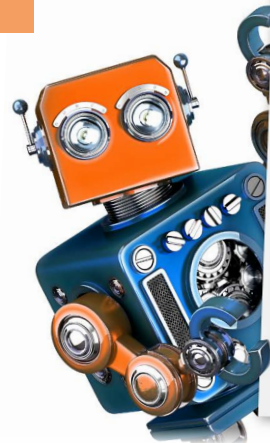


Equipment used or purchased

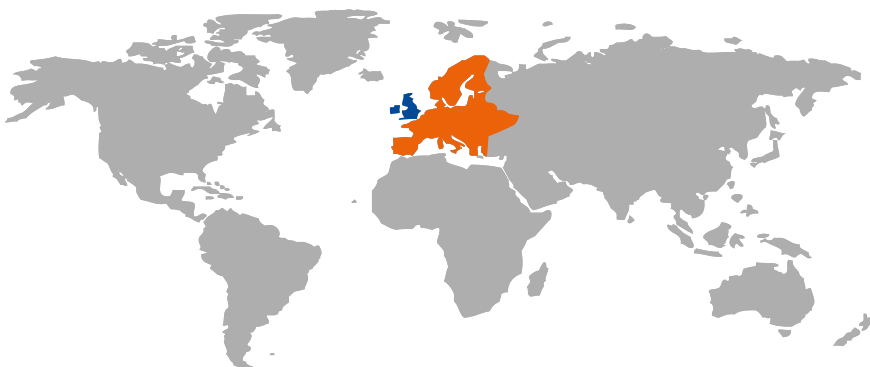


Did you know?

At IMHX 2019, the number of visitors with an annual expenditure on logistics products and services of £1m+ grew by 8%



Visitors by region



94% UK & IE

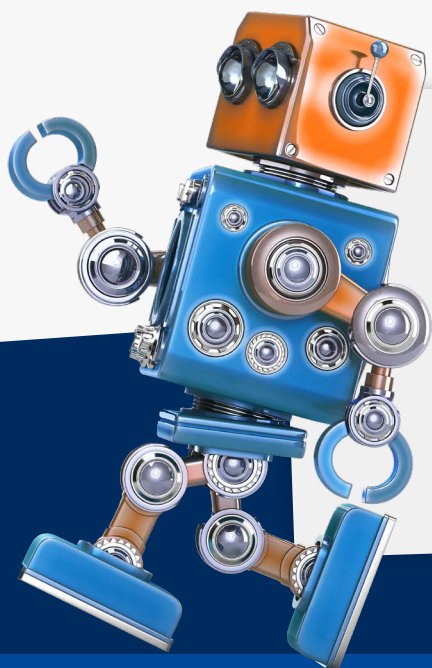
4% Rest of Europe

2% ROW

Visitors from major supply chain operations attended IMHX 2019, including:

Director of Solutions Design, **Amazon**
Head of Distribution, **Selfridges**
Procurement Director, **Bunzl**
Group Transformation and Risk Director, **Wincanton**
Head of Logistics, **Topps Tiles**
MHE Manager, **B&Q**
Head of European Logistics, **Specsavers**
Procurement Manager, **Royal Mail**
Head of Logistics Development, **Superdry**
Head of Supply Chain, **Bonmarché**
UK Distribution & Fulfilment Director, **Tesco**
Supply Chain Development Manager, **Waitrose**
End-to-End Logistics Strategy Manager, **Marks & Spencer**
Head of Logistics Strategy, **Lidl**
Head of Returns Operations, **ASOS**
Head of Procurement, **ASOS**
Head of Engineering, **Boohoo.com**
Logistics Director, **New Look**
Head of Supply Chain Development, **Poundland**
Head of Concept Development, **Ocado**
Group IT & Warehouse Projects Director, **Next**
MHE Contracts Manager, **Primark**
Head of Engineering, **Boots**
Head of Warehouse Operations, **Sainsbury's**
Logistics Manager, **Mars Wrigley Confectionery UK**
Head of Supply Chain Management, **NHS**
IT & Innovations Manager, **BMW UK**

Continuous Improvement Specialist, **Mercedes-Benz**
Logistics Strategy & Change Manager, **The Co-Op**
Strategy Development Manager, **Argos**
Head of Distribution Development, **Harrods**
Procurement Manager, **ASDA**
Senior Logistics Manager – Fleet & Procurement, **Lidl**
E-Commerce Director, **Kingfisher**
Head of Logistics, **Halfords**
Director of Operations Development, **Gousto**
Senior Industrial Engineer, **Adidas**
Head of Supply Chain Development, **Superdrug**
Implementation Manager, **IKEA**
Head of IT, **Waterstones**
Global Logistics Improvement Manager, **Games Workshop**
Logistics Development Manager, **White Stuff**
Chief Operating Officer, **Pharmacy2U**
Warehouse Operations Manager, **Disney**
Senior Designer - **Industrial & Utility, Dr Martens**
Solutions Development Manager, **Great Bear Distribution**
Engineering Manager, **TK Maxx**
Group Automation & Robotics Manager, **ABL Food Group**
Head of Engineering & Automation, **Clipper Logistics**
Head of Automation Engineering, **ASOS**
Automation Manager, **UPS**
Senior Buyer, **National Grid**
Senior Buyer – Warehousing, **Jaguar Land Rover**



“The VIP Hosted Buyer programme is a good way of matching suppliers and buyers and I’d be happy to be involved again at a future event.”



HEAD OF LOGISTICS, TOPPS TILES

*"Loved every minute of IMHX.
Met lots of people and was
blown away by some of the
things on display"*

EXPRESS ROAD LOGISTICS



*"IMHX is an opportunity
to see the future of
logistics and network
with some incredible
companies"*

**BATTLE, HAYWARD
& BOWER LIMITED**



**Don't just take
our word for it!**

*"The only
show to be at"*

**TOYOTA MATERIAL
HANDLING UK**



*"IMHX 2019 was a great
success. The quality of the
visitors was excellent and
has provided us with a large
number of leads"*

SAFETY KNIFE COMPANY

Save the date!

IMHXTM 2021

The UK's largest intralogistics event
14 - 16 September • NEC | Birmingham



Book your stand early for the best rates and location!

Take a look at the 2021 floorplan
by contacting our team today.

We are on hand to help with any enquiries and
ensure you secure the best stand for your business.

The IMHX Sales Team



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