



Food ingredients
Europe

Fi Europe & Ni 2019 Post-Show Report



3-5 December



Paris,
France



Next show
1-3 December 2020
Frankfurt, Germany



FI EUROPE & NI 2019: THE MOST SUCCESSFUL EDITION OF THE WORLD'S LEADING TRADE SHOW IN FRANCE TO DATE

With an enormous thematic and geographical scope – exhibitors from 74 countries and visitors from 173 countries – Fi Europe & Ni once again proved that it is the trusted meeting place for the international food and beverage industry.

FI EUROPE & NI AT A GLANCE



24,415
Attendees



1,700
Exhibitors



71%
of visitors have
purchasing
power



TOP 5 VISITORS JOB FUNCTIONS



17%
Sales



13%
Procurement/
Purchasing



13%
General
Management

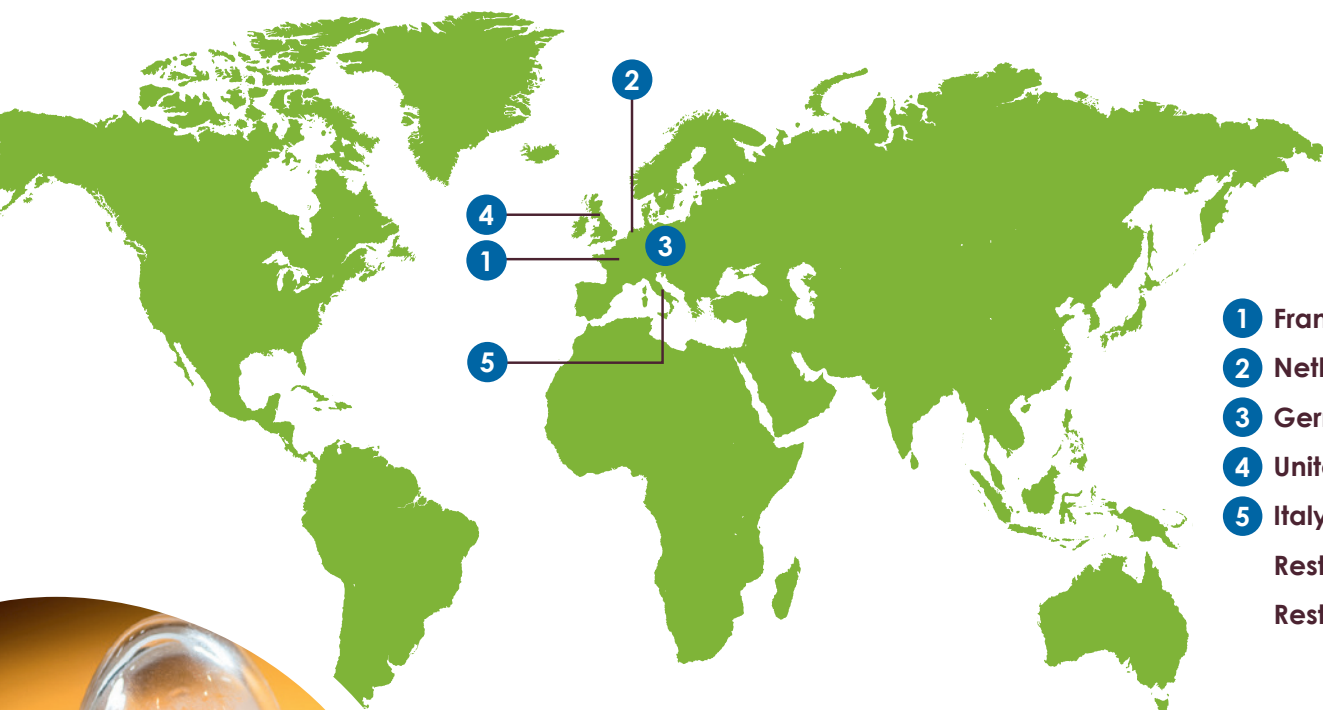


12%
Research &
Development



11%
Product
Development

TOP COUNTRIES OF VISITORS



- 1** France **19%**
- 2** Netherlands **10%**
- 3** Germany **9%**
- 4** United Kingdom **6%**
- 5** Italy **5%**
- Rest of Europe **34%**
- Rest of World **17%**





JOB POSITION



23%

Manager with Staff



15%

Managing Director/Sr. VP/
EVP/Board Director



14%

Manager without Staff



13%

CEO/COO/President/Chairman



8%

Non-Management



6%

VP/Director



5%

Board Director



34%

C-Suite Executives

TOP 15 INDUSTRY INGREDIENTS OF INTEREST



1. Proteins



2. Fruit & Vegetables Products



3. Flavours and Spices



4. Stabilizers and Thickeners,
Binders, Texturizers



5. Cocoa & chocolate



6. Oils & Fats



7. Anti-caking agents



8. Nutrients



9. Herbs



10. Sweeteners



11. Colours



12. Aromas



13. Nut & Seed Products



14. Cereal / Grain Products



15. Algae



WHAT OUR SUPPLIERS SAY

“

We have been exhibiting our innovative ingredient portfolio at Fi Europe for more than 20 years, and we will definitely be back again. 2019 was another very successful fair for us. It was a great opportunity to meet with customers old and new to discuss global key trends such as clean label, protein enrichment, sugar reduction and plant-based ingredients and the solutions we have to support them.

Rüdiger Schock

Director, Innovation
Acceleration EMEA,
Ingredion

“

We have been at Fi Europe regularly since 2001 and this year was particularly good for us. Our booth was very busy from morning through to evening. We gained new contacts and had very interesting discussions with new and existing customers. The demand for our vegan and vegetarian proteins was extremely high, and a lot of people were also interested in the topic of “clean label”, which is an area we cover with our starch flakes.

Patrick Geers

Marketing Department,
Emsland Group

“

As we are involved in flavour ingredients and flavour solution, Fi Europe is the best place for us to showcase our innovations and insights, and demonstrate the best use of these solutions. It's a good opportunity to show the versatility of Firmenich, and how our ingredients embody our purpose 'For Good Naturally'.

Virginie Gervason

Global Director Marketing and
communication Ingredients,
Firmenich



VISITOR PURCHASING POWER



50%

Authorise purchase



37%

Influence purchase



13%

Specify need



It's an event you don't want to miss. Everything from the latest industry trends to knowing what the consumers are expecting – it is a great place to learn.

Rajat Shah

Director, Inventia Healthcare Limited

VISITOR BUDGET RESPONSIBILITY



TOP 5 REASON TO ATTEND



38%

Meet existing contacts/ partners/ suppliers



23%

Learn about the latest market trends



19%

Source ingredients



6%

Gain knowledge on specific industry & business challenges



5%

Attend sales presentations by suppliers



It's difficult sometimes when you're trying to source a new ingredient – yes, you can do a Google search to find the data, but you don't get that full insight about what each supplier is doing. So, this show really brings it all together under one roof.

Suzanne Salt

Procurement Manager, Symingtons Ltd



Everybody who matters in this food business is here!

Renata Jaszewska

Global R&D Sensory Manager, Barry Callebaut



TOP 5 COMPANY PRIMARY BUSINESS ACTIVITY



21%

Distributor



18%

Manufacturer:
Finished Food
Products



14%

Manufacturer:
Ingredients &
Additives



10%

Import / Export



8%

Manufacturer: Food
/ beverage finished
products

TOP 5 COMPANY BUSINESS SECTOR



11%

Bakery



10%

Dairy



9%

Food supplements



7%

Confectionary



7%

Beverages

VISITOR SAMPLES PROCUREMENT

Company

Pernod Ricard
Danish Crown
Nestle
Ferrero Trading Lux Sa
Danone
Vandemoortele
Unilever
The Coca-Cola Company
Red Bull GmbH
Barilla
Dr.oetker
Cidrerie Stassen/Heineken
Jacobs Douwe Egberts
Mars
Pepsico
Sudzucker Group
Savencia Fromage Dairy
McCain Foods
Kellogg
Dole Packages Foods Europe

Job Function

Procurement Manager
Director, Procurement
Procurement Manager
Procurement Manager
Procurement Cam Europe
Chief Procurement Officer
Procurement Manager
Global Procurement Senior Director
Purchaser
R&D
R&D Manager
R&D / Global Innovation Manager Cider
R&D Coffee Innovation
Senior Strategic Sourcing Manager
Director
Food Application Technologist
Foodservice Director
Principal Scientist
Lead Food Technologist
New Product Development Manager



Food ingredients
Europe



Natural
ingredients



Expo
FoodTec