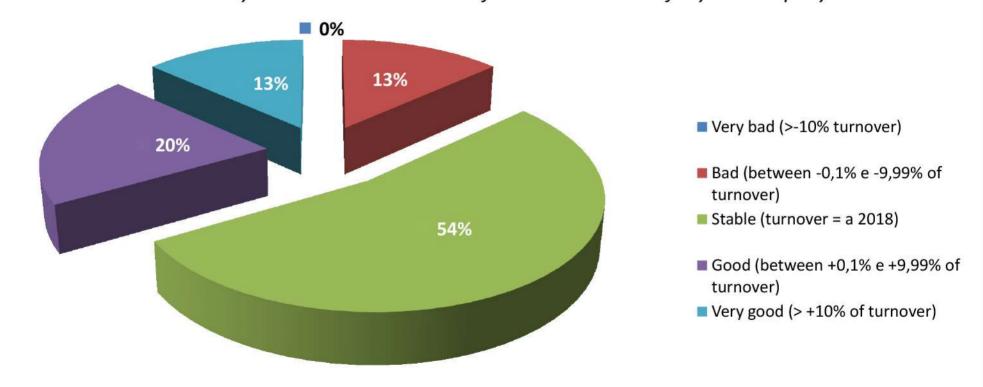
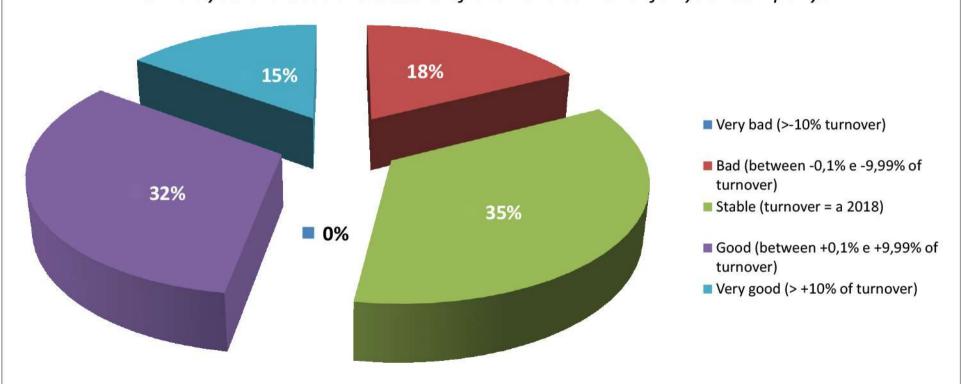
**Graph 1 - Italian Exhibitors** 

How do you evaluate the closure of the 2019 turnover for your company?



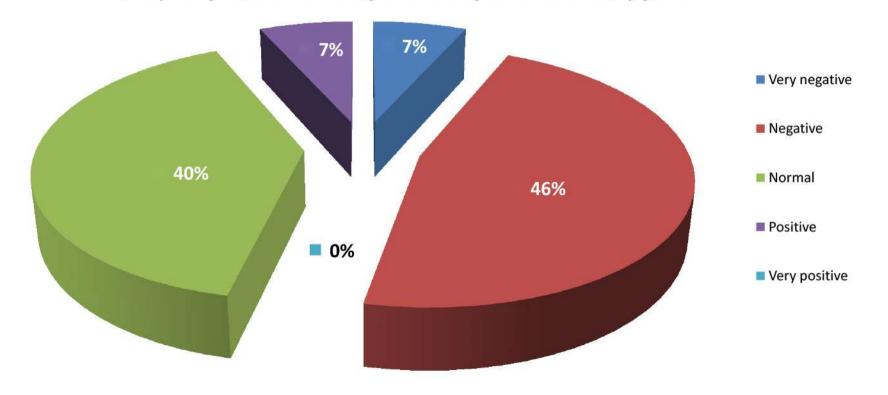
**Graph 1A - Foreign Exhibitors** 

How do you evaluate the closure of the 2019 turnover for your company?

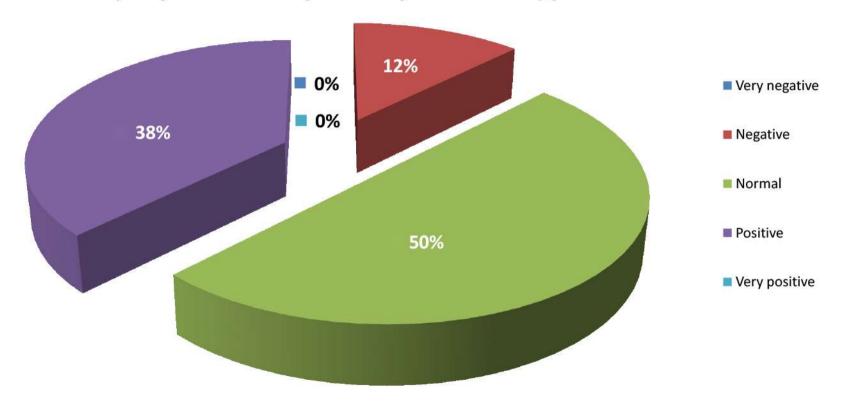


Graph 2 - Italian Exhibitors

What are your first sensations for 2020 after the January fairs?

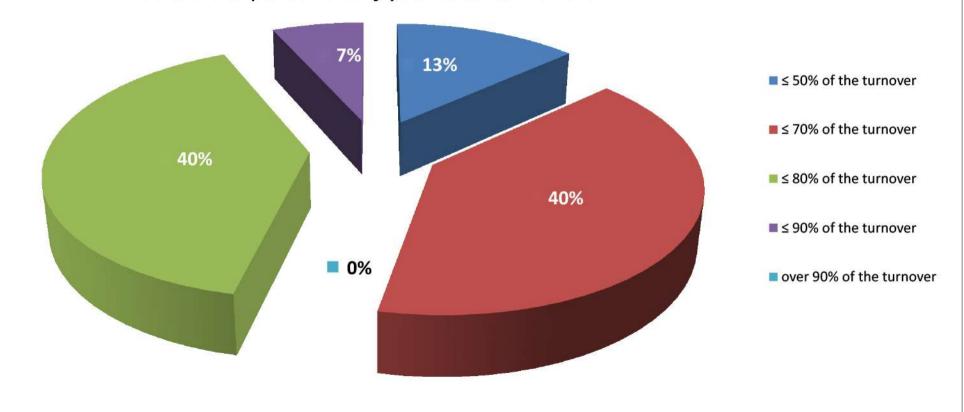


**Graph 2A - Foreign Exhibitors**What are your first sensations for 2020 after the January fairs?



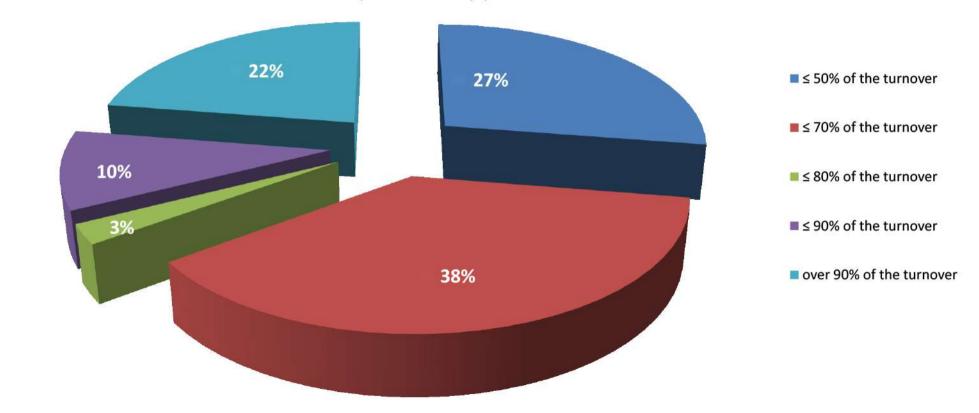
Graph 3 - Italian Exhibitors

What is the export share of your total turnover?



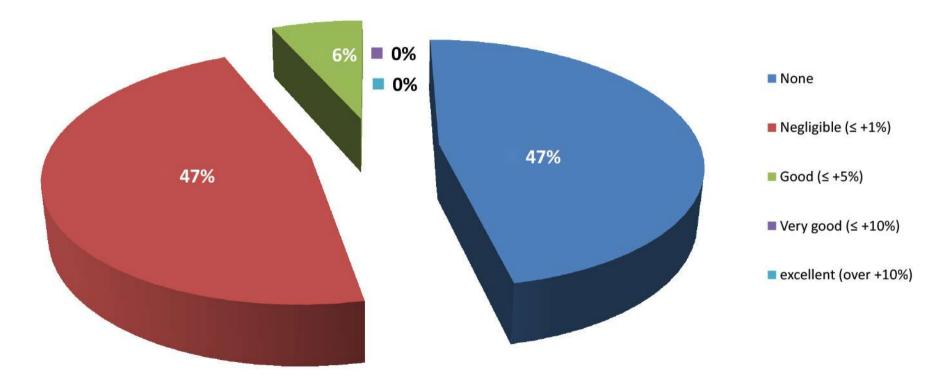
## **Graph 3A - Foreign Exhibitors**

What is the export share of your total turnover?



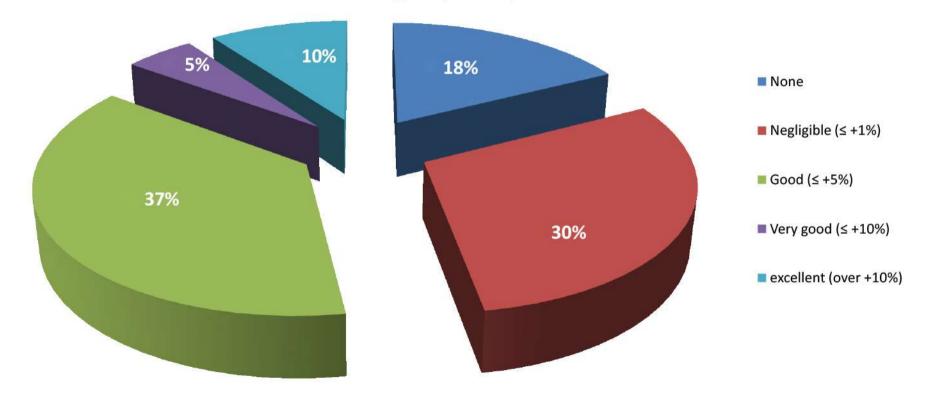
Graph 4 - Italian Exhibitors

What was the change in your export share in 2019?



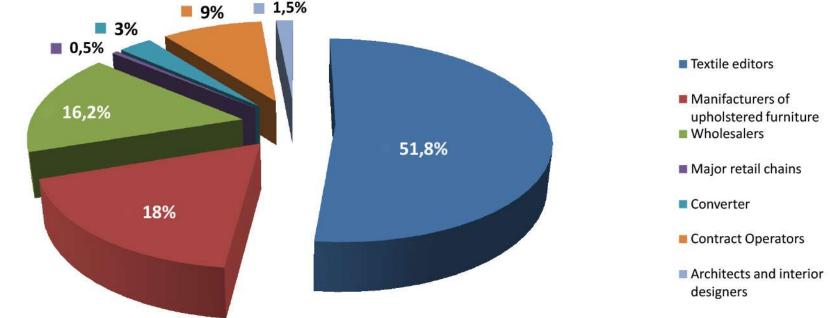
**Graph 4A - Foreign Exhibitors** 

What was the change in your export share in 2019?



#### **Graph 5 - Italian Exhibitors**

How is your clientele composed? - mathematical means on each item



Textile Editors: customers of 100% of respondents

Man. of uphol. furniture: customers of 53,3% of respondents

Wholesalers: customers of 86,6% of respondents

Major retail chains: customers of 13,3% of respondents

Converter: customers of 26,6% of respondents

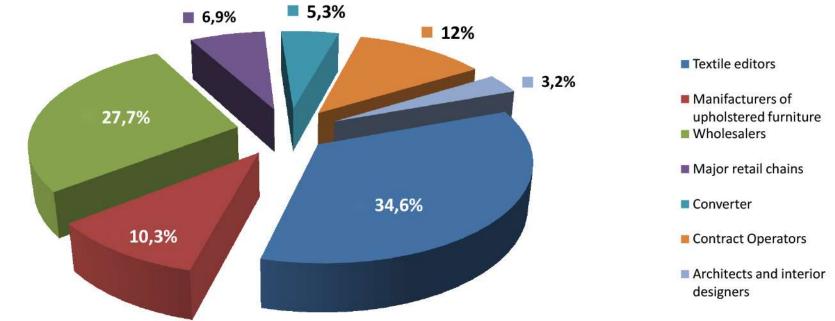
Contract Operators: customers of 53,3% of respondents

Architects and interior designers: customers of 20% of respondents

% of total respondents = 51,8% % of total respondents = 18% % of total respondents = 16,2% % of total respondents = 0,5% % of total respondents = 3% % of total respondents = 9% % of total respondents = 1,5% range  $10 \rightarrow 85\%$ range  $20 \rightarrow 60\%$ range  $3 \rightarrow 60\%$ range  $2 \rightarrow 5\%$ range  $5 \rightarrow 20\%$ range  $5 \rightarrow 30\%$ range  $5 \rightarrow 10\%$ 

#### **Graph 5A - Foreign Exhibitors**

How is your clientele composed? - mathematical means on each item



Textile Editors: customers of 97,4% of respondents
Man. of uphol. furniture: customers of 66,8% of respondents
Wholesalers: customers of 89,7% of respondents
Major retail chains: customers of 46,1% of respondents
Converter: customers of 41% of respondents
Contract Operators: customers of 56,4% of respondents
Architects and interior designers: customers of 41% of respondents

% of total respondents = 34,6% % of total respondents = 10,3% % of total respondents = 27,7% % of total respondents = 6,9% % of total respondents = 5,3% % of total respondents = 12% % of total respondents = 3,2%

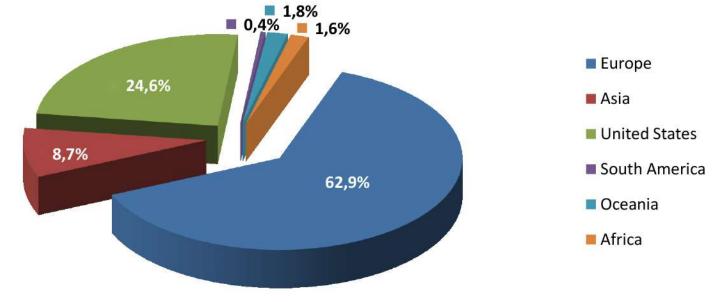
range  $3 \rightarrow 80\%$ range  $2 \rightarrow 50\%$ range  $5 \rightarrow 33\%$ range  $5 \rightarrow 75\%$ range  $1 \rightarrow 20\%$ 

range  $5 \rightarrow 90\%$ 

range 2 → 50%

## **Graph 6 - Italian Exhibitors**

What are the geographic areas of greatest activity for your export?



Europa: market of 100% of respondents Asia: market of 86,6% of respondents United States: market of 100% of respondents South America: market of 13,3% of respondents Oceania: market of 46,6% of respondents Africa: market of 20% of respondents

% of the total of respondents = 62,9% % of the total of respondents = 8,7% % of the total of respondents = 24,6%

% of the total of respondents = 0,4%

% of the total of respondents = 1,8%

% of the total of respondents = 1,6%

range  $1 \rightarrow 10\%$ 

range  $1 \rightarrow 20\%$ 

range 11 → 90%

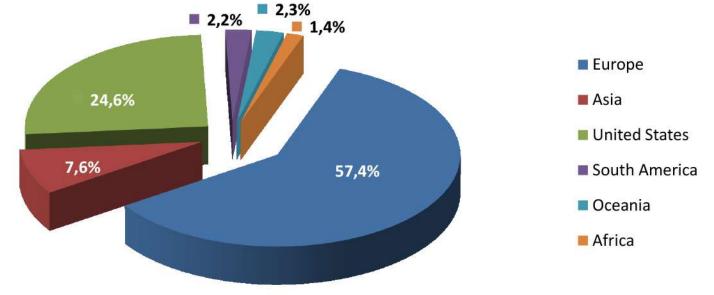
range  $2 \rightarrow 28\%$ 

range 5 → 61%

range  $3 \rightarrow 3\%$ 

### **Graph 6A - Foreign Exhibitors**

What are the geographic areas of greatest activity for your export?



Europa: market of 100% of respondents Asia: market of 72,5% of respondents United States: market of 90% of respondents South America: market of 32,5% of respondents Oceania: market of 37,5% of respondents Africa: market of 32,5% of respondents

% of the total of respondents = 57,4%

% of the total of respondents = 7,6%

% of the total of respondents = 29,1%

% of the total of respondents = 1,4%

% of the total of respondents = 2,2%

% of the total of respondents = 2,3%

range 1 → 20%

range  $1 \rightarrow 15\%$ 

range  $5 \rightarrow 95\%$ 

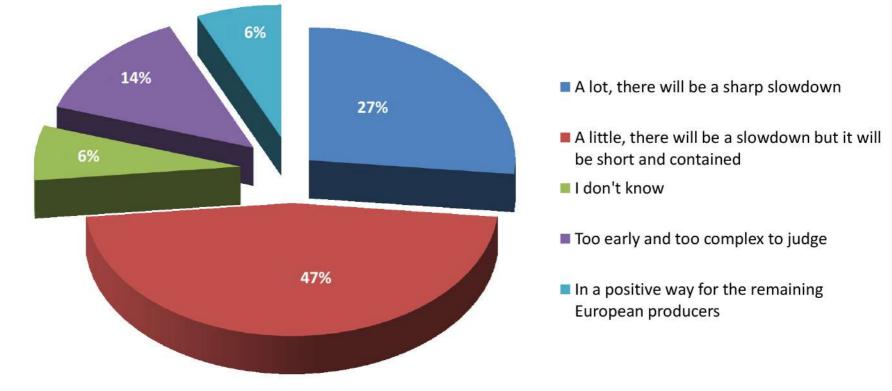
range  $1 \rightarrow 40\%$ 

range 2 → 95%

range  $1 \rightarrow 10\%$ 

Graph 7 - Italian Exhibitors

In your opinion, how much the recent events related to the Coronavirus epidemic will affect the sector's world economy?



# Graph 7A - Foreign Exhibitors

In your opinion, how much the recent events related to the Coronavirus epidemic will affect the sector's world economy?

