



Advanced  
Design &  
Manufacturing  
Expo



# 2023 Exhibitor Post-Show Snapshot

November 7-9, 2023

Toronto Congress Centre | Toronto, Ontario





# Event Overview

Advanced Design & Manufacturing Toronto brings together six advanced manufacturing events – Design & Manufacturing, Automation Technology Expo, PACK EX, PLAST-EX, Powder & Bulk Solids, and EV Tech – under one roof.



**D&M**  
CANADA



**ATX**  
CANADA



**PACK EX**  
TORONTO



**PLAST-EX**



**POWDER  
&  
BULK SOLIDS**  
TORONTO



**EV TECH**  
TORONTO



# Quick Stats

Expo

**3 Days**



Total Attendees

**4,240**



Total Exhibitors

**307**



Attendee to  
Exhibitor Ratio

**14:1**



Total Speakers

**76**



Hours of Education

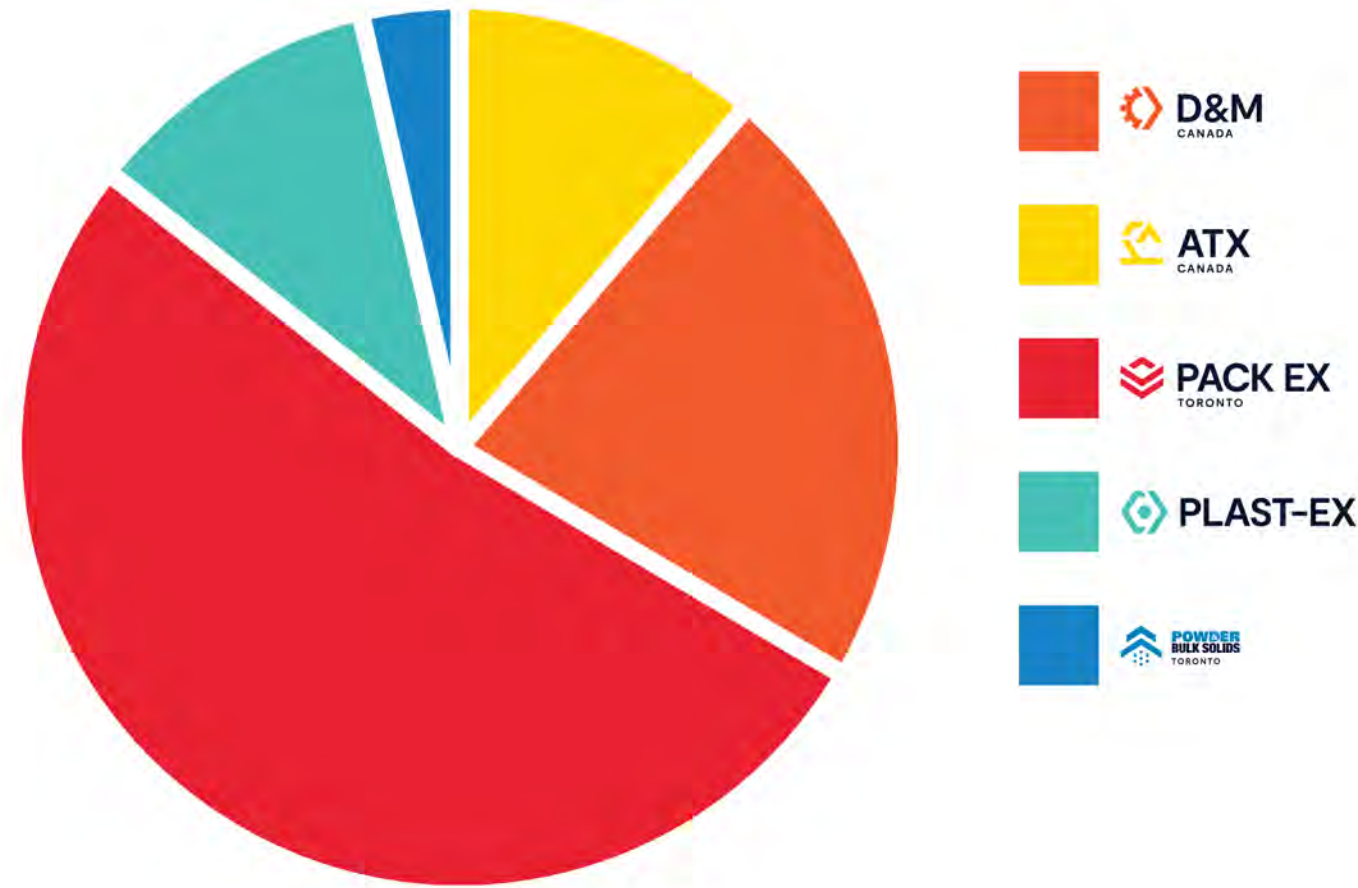
**46**





# Attendee Profile

Number of Attendees  
**4,240**



## Top Job Functions – Executive Management

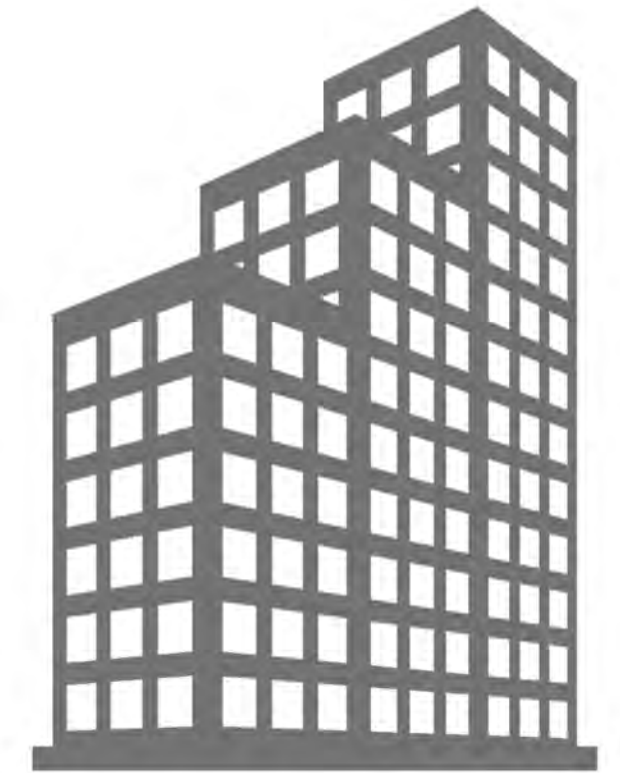


### >> Next top 20:

- |   |  |
|---|--|
| 1. Manufacturing/Production                 | 11. System Integration                     |
| 2. Engineering – Manufacturing & Production | 12. Engineering – Electrical & Electronics |
| 3. Operations/Plant Management              | 13. Packaging Design & Development         |
| 4. Engineering – Design                     | 14. Brand Management                       |
| 5. Consultant                               | 15. Logistics/Supply Chain/E-commerce      |
| 6. Purchasing/Procurement                   | 16. Engineering – Process                  |
| 7. Engineering – Mechanical                 | 17. Engineering – Packaging                |
| 8. Project/Program Management               | 18. Engineering - Applications             |
| 9. Engineering – Automation & Assembly      | 19. Government/Associations                |
| 10. Engineering R&D                         | 20. Quality/Regulatory/Compliance          |

**50% of attendees**  
from company size of 1-50

**21% of attendees**  
from company size 251-999



## Top Attendee Industry: Automotive/Transportation/Mobility



### >> Next top 20:

- |   |   |
|---|---|
| 1. Industrial equipment/machinery                                 | 11. Food Manufacturing – Meat/Poultry/Seafood           |
| 2. Business Services  | 12. Medical Device Manufacturing                        |
| 3. Consumer Products  | 13. Robotics  |
| 4. Materials – Plastics/Elastomers                                | 14. Wood/Paper/Printing                                 |
| 5. Packaging Containers   | 15. Aerospace/Defense                                   |
| 6. Electrical/Electronic Components                               | 16. Pharmaceutical Manufacturing                        |
| 7. Building/Construction  | 17. Cosmetics/Personal Care Products                    |
| 8. Food Manufacturing – Other                                     | 18. Food Stores/Wholesalers/Distributors<br>/Warehouses |
| 9. Food Manufacturing – Baked Goods<br>/Cookies/Pasta/Snack Foods | 19. Chemicals/Allied Products                           |
| 10. Metal/Fabricated Metal Product Manufacturing                  | 20. Agriculture   |



# Attendee Profile



## Attendee Region

**91% Canadian, 4% US, 5% other**  
**84% Ontario, 5% Quebec**



## Top Attendee Area of Interest

1. 3D printing
2. Additive manufacturing
3. Rapid prototyping
4. Packaging equipment/machinery
5. Manufacturing equipment
6. Robotics
7. Automation/assembly
8. Packaging design
9. Packaging materials/containers
10. Packaging services/supplies
11. Food packaging/manufacturing
12. Artificial intelligence
13. Injection molding
14. Materials – plastics/elastomers
15. Adhesives
16. Conveyors
17. Sensors
18. Labeling
19. Electronics manufacturing/assembly
20. Automation components/sensors



**2/3 of attendees were first time attendees**



**73% of attendees were working on an active project or had one planned in the next 12 months**



**Attendee top objective:**  
**to see new products/innovation /technologies**



**Attendee top searched word:**  
**Sustainability**



# Attendee Profile



## Top Attendee Companies

- 3M
- Baylis Medical Technologies
- Boston Scientific
- Cargill
- Clorox Company
- Fujifilm
- General Mills
- General Motors
- Goodyear
- Hershey
- Honda of Canada
- Magna
- McDonald's
- Nestle
- Suzuki Motor
- Tesla
- Coca-Cola
- Estee Lauder
- Toyota Motor Manufacturing
- Unilever
- Walmart
- Wittmann
- Xerox



## What are Attendees Saying

*“A must to attend as it gives you insight of the new trends, equipment and suppliers in the market.”*

*“Great opportunity to explore manufacturing and design and get better understanding of the inner works of machines and robotics.”*

*“...tremendous value here. Especially able to talk representative face to face is totally different experience from online email communication.”*

*“...connections made are like rocket fuel for the future projects.”*



# Exhibitor Feedback



Average Number of Leads  
Per Exhibitor

**73**



Average Sales Generated  
Per Exhibitor from ADM  
Toronto Participations

**\$134,000**



**73% of exhibitors**  
are extremely likely or likely  
to recommend ADM Toronto  
to a friend or colleague.



**79% of Surveyed Exhibitors**  
intended to exhibit again in  
2025, already deciding this  
almost 2 years out.

Top Exhibitor Category – **Automation**

>> **Next top 20:**

1. Manufacturing equipment
2. Labeling
3. Material handling & transportation
4. Flexible packaging
5. Robots & robotic accessories
6. Conveyors
7. Software
8. Inspection
9. Machine components
10. Case packaging
11. Safety
12. Sensors & detectors
13. Control systems
14. Electric vehicle technology
15. Engineering services
16. Plastics & polymers
17. Component manufacturing
18. Palletizing
19. Protective packaging
20. Weighing systems & scales



# Exhibitor Feedback



***“From a business standpoint it is a great event to make new business connections and to strengthen already made customer connections”***



***“It is a great place to exhibit with high attendance that lends to finding business leads.”***



***“My colleagues onsite thought the quality of the leads they met were excellent.”***



***“From a product distributor perspective, it was a good opportunity to meet new customers.”***



***“It encompasses a lot of industries/sectors that are intertwined, so expertise can be shared across many sectors to benefit all.”***

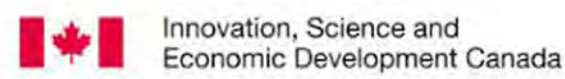




# Media & Association Partners



## Association Partners



## Media Partners



Official Canadian Media Partner and Exclusive Show Guide Publisher



Canadian Plastics



EMBALLAGES LES NOUVELLES

FOOD.CANADA



MANUFACTURING AUTOMATION



Plant CANADA'S MANUFACTURING VOICE



# Upcoming Events



**November 13-14, 2024**  
**Montreal, Quebec**

**October 21-23, 2025**  
**Toronto, Ontario**

[admmontreal.com](http://admmontreal.com)

[admtoronto.com](http://admtoronto.com)