



# Milipol Paris 2019

Leading Event For Homeland Security and Safety

21<sup>st</sup> édition

The Global  
Security  
Ecosystem

**19-22**

**NOV. 2019**

PARIS NORD VILLEPINTE  
FRANCE

[www.milipol.com](http://www.milipol.com)  
#MilipolParis

COMEXPOSIUM

## 2017, ALL-TIME RECORD LEVELS

**29 939**  
Visitors  
from **151 countries**  
(**45%** outside France)



**1 005**  
Exhibitors  
from **53 countries**  
(**66%** outside France)



**161**  
Official  
Delegations  
from **77 countries**



**331**  
Journalists  
from  
**27 countries**



**27 thematic**  
**conferences:**  
**1 058 attendees**



## A BUSINESS PLATFORM FOR EXHIBITORS

"Participating in Milipol Paris 2017 brings us many new valuable customers as this exhibition is leading security exhibition in Europe."

**Mindaugas Petrosius, Manager - Selcom Security, JSC (Lithuania)**

"Nothing compares to meeting up in person - this is where strong business relationships start and grow. The Milipol Paris exhibition gives us the opportunity to achieve that as both current and potential end-users are there."

**Sabine Eriksson, Public Relation & Brand Director - Aimpoint AB (Sweden)**

"Milipol Paris has grown tremendously over the years and rightfully acquired its position as the most important Homeland Security event in the world. In view of global terrorism and increasing threats to public safety we're certain that the Milipol Paris team will continue to tap the show's full potential in order to provide the most beneficial platform for exhibitors, visitors and buyers alike."

**Géraldine Jungels - CCO Creative Consulting (German Pavilion Coordinator)**

"Milipol Paris is a very important milestone in our exhibition calendar. It is one of the premium events for all involved in Law Enforcement and Homeland Security. Milipol Paris is an excellent opportunity for networking and inspiring presentations."

**Martin Atanassov, Director of Marketing - Rohde & Schwarz GmbH & Co.KG (Germany)**



# WHO ARE THE VISITORS?

## Buyers

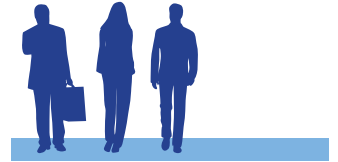
27%

## Purchasing Advisors

31%

## Users

42%



Public Sector: 46%

- Ministry of the Interior: 39%
- Administrations (Customs, Defence, Justice): 35%
- Other Administrations or Local Authority: 23%
- Embassy: 2%
- Inter-Ministerial Organization: 1%

Private Sector: 54%

- Manufacturer: 31%
- Services Company: 23%
- Distributor: 21%
- Consultancy: 12%
- Association, Federation: 3%
- Non-Governmental Organization: 2%
- Other sector: 8%

## AN EXCEPTIONAL VISITOR GLOBAL SATISFACTION RATE\*: 92%

### Satisfaction levels\* for:

92%

Exhibitor Innovations

94%

The range of services / products displayed

### The vast majority of attendees are decision makers\*



61% of visitors play an active role in purchasing



55% of visitors came with a specific purchase or investment project



89% of those visitors found at Milipol Paris what they needed for their projects

## 88% INTEND TO VISIT MILIPOL PARIS 2019

\*Visitors survey - December 2017





# MILIPOL PARIS, THE KEY PUBLIC SECURITY EVENT

Milipol Paris, is organized under the patronage of the **French Ministry of the Interior**,

in partnership with:

- French National Police
- French National Gendarmerie
- French Civil Defence Service
- French Customs
- City police
- Europol...

Milipol Paris welcomes numerous high-level and international Official Delegations.



DIRECTION GÉNÉRALE DE LA SÉCURITÉ CIVILE  
ET DE LA GESTION DES CRISES



Direction de la coopération internationale



"This Show was a great success ! This success, Milipol Paris owes on one hand to a talented team who, over the years, have been consistently innovative in attracting exhibitors and visitors, and on the other to the extraordinary growth in the security industry market. Milipol Paris is an important event for the Ministry of the Interior, who are very satisfied with the success of this 20<sup>th</sup> edition. Well done to those who contributed to this outcome!"

**Thierry Delville, Ministerial Delegate for the security industries and the fight against cyberthreats, French Ministry of the Interior.**

**161** OFFICIAL DELEGATIONS FROM **77** COUNTRIES



**753** Official Delegations Members

**22** Ministerial General Managers

**39** Managers

**16** Ambassadors

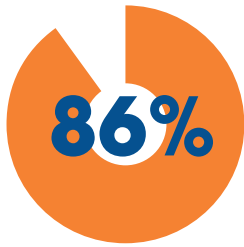
**15** Ministers of the Interior

## EXHIBITORS INCREASINGLY SATISFIED: 83%\*

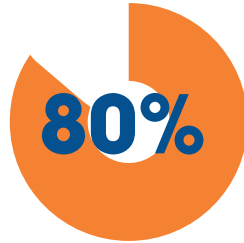
### Satisfaction levels\*

with:

the quality of the visitors:



the quantity of the visitors:



### Reasons for participating and satisfaction levels\*:



Prospecting for new clients



Presenting new products / services



Meeting clients

## 85% INTEND TO EXHIBIT AT MILIPOL PARIS 2019

### ACTIVITIES / PRODUCTS

- Transmissions – Communication – Positioning
- Authentication – Access control – Surveillance
- Information technology
- Optics – Optronics
- Consultancy – Training – Services
- Mobility
- Weapons – Ammunition
- Personal equipment – Fabrics
- Major risks – Crisis management – Civil emergencies
- Specific transverse technologies
- Corporate and media



### MARKET THEMES

- Data protection – Information and Communication Systems
- Fight against cyberthreats and cybercrime
- Economic and Industrial Intelligence
- Systems Integration
- Risk Analysis and Management
- CBRN
- Civil Defence
- Forensic Science Services
- Law Enforcement
- Anti-Terrorism – Special Forces
- Protection of Industrial and Sensitive Sites – Perimeter Security
- Fight against Organised Crime
- Security of Public Places – Urban Security
- Transport Security
- Port and Airport Security – Border Control
- Road Safety
- Security of Financial Systems
- Private Security
- Prison Sector
- Oil and Gas Sector

## THE GLOBAL SECURITY MARKETPLACE

With demand still highly increased by terrorist attacks, the need to protect populations is central to government's priorities. Since 2015, the **growth of the global security market** has returned to the pace of the 2000-2008 period (around +7%) and even crossed this threshold in 2016 with a rate of +8.3%. The most promising sector is **cybersecurity**, in which turnover has been constantly rising since 2014 (+4.8% then +8% the following year and +8.7% in 2016). **Private security** is also a notable sector in development, and is a challenge for the years to come.

### The global security market by region of the world in 2016

	In €billion	Growth	Growth in 2015
North America	214	+6,5%	+6,5%
Asia/Middle East	143	+10,5%	+10%
Europe	137	+7%	+6%
Rest of the world	55	+10%	+9,5%
Total	549	+8,3%	+7,9%

### FOCUS ON KEY FIGURES

**Growth in the global security market** (electronic and physical security, cybersecurity, homeland security, human surveillance, fire protection, transport of funds, etc.) in 2016 : +8,3% at €549 billion.



2017 • 2018

+9% | +9,5%

**Forecast growth in the global security market** of +9% in 2017 and +9,5% in 2018.

39%

**North America** is still the **leading region** for **expenditure on internal security and homeland defence** with 39% of the global in 2016, while **Asia/Middle East** continues its dynamic growth (**26% of the total**) and remains ahead of the **European market (25%)**.

**The total French security market in 2016**

€26,5 billion

+4,2%

# YOUR UNMISSABLE EVENTS IN 2019

- 🕒 Official opening ceremony
- 🕒 First time exhibitor village
- 🕒 Conferences
- 🕒 Business Meetings
- 🕒 Exhibitors' Seminars
- 🕒 Milipol Innovation Awards
- 🕒 Demonstrations

## FACTS & FIGURES 2017



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