

World Travel Catering & Onboard Services

EXPO | 6 - 8 JUNE 2023
HAMBURG, GERMANY

The leading global event for inflight catering, buy on-board and passenger comfort.



Reconnect with your global customers



Generate new sales leads



Increase Brand Awareness



Launch new products and services



Enter the onboard industry market



Collaborate with the supply chain

”

“This is the only show for
the airline business and
it's the best show to meet
with customers from all
over the world.”

- Export Manager Airlines,
Bottega SpA

BOTTEGA
SpA



Co - Located with:

Aircraft **EXPO**
Interiors

Passenger
Experience
CONFERENCE

www.worldtravelcateringexpo.com

World Travel Catering® & Onboard Services

EXPO

WTCE is the world's largest business event dedicated to catering operations, onboard retail and passenger comfort during travel.

In 2023 over 300 exhibitors will showcase the latest products and services to an international audience including **more than 750** airline buyers, rail operators and onboard caterers.

WTCE is the place to source innovative catering and onboard solutions, network with new and existing partners and enjoy chef demonstrations, taste test and watch insightful presentations.



2022 FACTS & FIGURES

Exhibitors		Visitors	
Show floor size	5,940 sqm	Total visitors including VIPs	1016
Exhibiting Companies	249	Total VIPs - Airlines, Rail Operators & Caterers	553
Main stand holders	202	Total unique airlines	138
Sharing companies	47	Total unique rail operators & caterers	17
First Time Exhibitors	89	Total unique airline catering operators	37

Main Products Showcased

- Beverages • Food Service & Galley Equipment
(Includes Trolleys, Trays, Tableware, Linens, China, Crockery, Cutlery)
- Hygiene Products & Services • Meal Components • Packaging • Passenger Comfort & Amenity Products
- Pre-prepared Meals • Supply Chain & Logistics Solutions • Sweet & Savoury Snacks • Uniforms & Shoes

Exhibitor Geographical Representation	Visitor Geographical Representation
30 Countries 54% Europe 46% Rest of World	70 Countries 44% Europe 56% Rest of World
Top 3 Exhibitor Objectives	Top 3 Visitor Objectives
Generate sales leads. Promote brand, products and company. Launch new products and services.	<ul style="list-style-type: none"> • Visit different exhibitor stands to see what is new and interesting in the industry • Talk to as many suppliers as possible in order to achieve specific business objectives • Meet with existing suppliers and partners to discuss current or past business

For more information visit www.worldtravelcateringexpo.com



VIP Purchasing Responsibility

Direct Responsibility	46%
Influence Purchasing	41%



Top VIP Job Functions

Buying/Purchasing	26%
Inflight Services	23%
Customer Experience	11%
Managing Director/Chief Executive Officer	10%
Chef/Catering	7%
Operations/Logistics	6%
Other	6%



VIP Budget Level

€1 Million+	58%
€500,001 to €1 Million	13%
€100,001 to €500,000	13%
€50,001 to €100,000	10%
€50,001 to €100,000	8%



Top VIP Areas of Interest

Full Service Provider	41%	Beverages - Non-alcoholic	26%	Headsets	16%
Packaging	37%	Beverages - Alcoholic	26%	Big Data & Analytics	16%
Healthy Food	36%	Fresh Produce	26%	Mobile Apps	16%
Bakery/Patisserie	35%	Linens/Tableware	25%	Sleepwear	15%
Savoury Snacks	34%	Dairy/Cheese	24%	Connectivity and Communications	15%
Pre-prepared Meals/Sandwiches	33%	Food - Meat/Fish/Poultry	23%	IFEC	15%
Sweet Snacks	32%	Toys/Games	23%	Food Retail	15%
Frozen Foods	32%	Condiments/Sauces	23%	Onboard Retail - Beverages Retail	14%
Galleys/Trolleys/Trays	29%	Amenity Kits	21%	Lounges Food & Beverages	12%
Chilled Foods	29%	Security Seals	19%	Soap/Hand Towels/Wet Wipes	12%
Dried Foods	28%	Logistics/Transport	19%	Passenger Comfort Retail	11%
China/Cutlery/Disposable Crockery	28%	Pillows/Blankets	19%	Wines/Spirits	11%
Confectionary/Chocolate	27%	Skin Care Products/Toiletries	17%	Virtual/Augmented Reality	11%
Children's Foods	27%	Wellness Products	17%	Cleaning/Dishwashing/Laundry/Waste	10%
Special Diets/Allergies	26%	Ancillary Revenue Optimisation Systems	17%	Trade Publications/Media	10%

Snapshot of Airline and Rail Buyer Attendees in 2022

Airlines

- Aegean Airlines
- Aer Lingus
- Aeromexico
- Aeroning
- AIR ALGERIE
- Air Alliance Express
- Air Alsie
- Air Arabia
- Air Astana
- Air Belgium
- Air Canada
- Air Caraïbes Atlantique
- Air Dolomiti
- Air France
- Air India
- Air Nostrum
- Air Senegal
- Air Transat
- airBaltic
- Air Calin
- All Nippon Airways
- American Airlines
- Atlantic Airways
- Austrian Airlines
- Avianca
- Avion Express
- Azul Airlines
- Bamboo Airways
- Breeze Airways
- British Airways
- Brussels Airlines
- Caribbean Airlines
- Cathay Pacific
- China Airlines
- Condor Flugdienst
- Congo Airways
- Copa Airlines
- Corsair international
- Croatia Airlines
- Crown Airlines
- Czech Airlines
- Delta Air Lines
- easyJet
- Egyptair
- El Al Israel Airlines
- Emirates
- Ethiopian Airlines
- Etihad
- Eurowings
- Eurowings Discover
- Finnair
- flydubai
- flynas
- Flypop
- FlySepehran
- Freebird
- German Airways
- GOL Linhas
- Gulf Air
- Hawaiian Airlines
- Hong Kong Express Airways
- Iberia Airline
- Iberia Express
- Iberjett
- Icelandair
- ImaginAir
- IndiGo Airlines
- IAG
- ITA Airways
- Japan Airline
- Jazeera Airways
- Jet Airways
- Jet Aviation
- Jet2.com
- JetBlue
- Jetstar Inc
- Jetttime
- Jin Air
- JSX
- KlasJet
- KLM
- Korean Air
- Kuwait Airways
- La Compagnie
- Lübeck Air GmbH
- LATAM Airlines
- LOT Polish Airlines
- Lufthansa Airlines
- Luxair
- Malaysia Airlines
- Medsky Airways
- Middle East Airlines
- Neos Air
- Norwegian Air
- Nova Airlines
- Oman Air
- oneworld Alliance
- Orion Airway io
- Pegasus Airlines
- Philippine Airlines
- Qantas
- Qatar Airways
- Royal Air Maroc
- Royal Brunei Airlines
- Royal Jordanian

Rail Operators

- Alstom Rail
- Amtrak Corporation
- Avanti West Coast
- Czech Railways
- Deutsche Bahn
- Eurostar
- JLV
- Transpennine Express
- Trenitalia
- VIA Rail Canada
- West Coast Partnership



"There is a high-quality audience of motivated buyers at WTCE. The right customer is definitely here and we've had a steady stream of important buyers. Travel is a key market for us and we're going to keep coming back to WTCE."

- Playin Choc

PLAYin CHOC

WTCE Connect Lounge



Find relevant buyers with WTCE Connect

With our show planning tool, **WTCE Connect**, you can now book meetings with the right people and companies before WTCE has even begun. Receive personalised buyer recommendations based on their product interest, discover new contacts, and arrive at the show with an organised schedule.

Find out more at worldtravelcateringexpo.com/connect

Join WTCE and take your business to greater heights!

Get in touch about exhibiting and any other promotional opportunities at WTCE. We can tailor exhibitor packages to suit your budget and specific objectives.

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Find other sales team contacts at www.worldtravelcateringexpo.com/contact