

# Insights from LogiMAT and ProMat 2025

March was another busy month for the D.A. Davidson | MCF International Industrial Automation team as members traveled to the LogiMAT (Stuttgart, Germany) and ProMat (Chicago, USA) trade shows over back-to-back weeks on both sides of the Atlantic. As the two premiere intralogistics and warehouse automation events in 2025, the shows brought together exhibitors from around the globe to showcase the industry's innovative products and technologies. Below are a few of our team's takeaways from the shows:

## WHAT WE SAW

- Interest in the intralogistics and warehouse automation space remains high, with both shows recording record or near-record attendance: LogiMAT hosted 1,600+ exhibitors and 65,000+ attendees while ProMat had 1,160+ exhibitors and 52,000+ attendees. Both shows are international in nature, and had a noticeable strong Asian presence from OEM and integrators looking to further expand into the U.S. and Europe
- On the show floors, we noticed a buzz around some established and emerging players in the robotic AS/RS and AMR space exhibiting new and improved solutions that showcased their latest use of artificial intelligence (AI) to further optimize automated-picking tasks

## WHAT WE HEARD

- **Market Sentiment:** Despite the geopolitical uncertainty and shifting regional policies that continue to shape the industry, there was a guarded optimism at LogiMAT that the European market would experience modest growth this year. A week later and an ocean away, the sentiment at ProMat was far more mixed, primarily due to concerns over the possibility of a tariff war on the horizon. While pipelines remain robust, the increase in orders experienced post inauguration has stalled, and there is real uncertainty on how the remainder of the year will unfold for U.S. market participants
- **Strong Desire for M&A:** There is no shortage of strategic and financial groups looking to acquire in the sector. Business owners are waiting for performance to further improve before embarking on a sale process. As a result, market conditions impacting business performance will be the determining factor on whether we see a pickup in deal volume over the course of 2025

## UPCOMING SHOWS

- Our team will be attending the **IFFA trade show in Frankfurt, Germany, May 3rd-8th** and **Automate show in Detroit, Michigan, May 12th-15th**



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## CONNECT WITH US

We would welcome the opportunity to discuss the industry and your M&A and capital advisory needs



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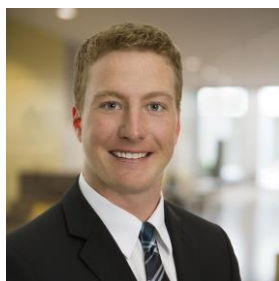
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