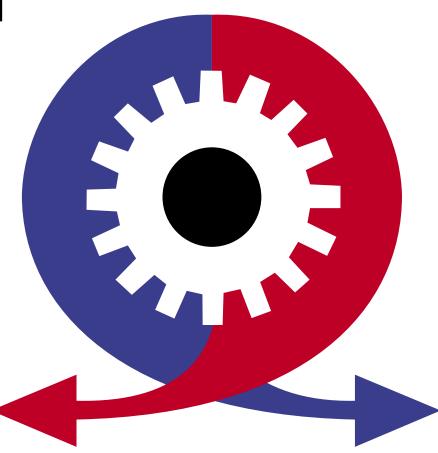
FINAL REPORT







MSV 2018











OCTOBER 1–5, 2018 BRNO, CZECH REPUBLIC







MSV 2018 SUMMARY

1,651 52% 80,937 COUNTRIES FROM ALL OVER THE WORLD



FACTS AND FIGURES 2018 EXHIBITORS

1,651 exhibiting companiesfrom 32 ountries,52% foreign exhibitors

Represented countries and regions:

Austria, Belarus, Belgium, Brazil, Bulgaria, China, Czech Republic, Finland, France, Germany, Great Britain, Greece, Hungary, India, Ireland, Italy, Latvia, Moldova, the Netherlands, Poland, Romania, Russia, Slovakia, Slovenia, South Korea, Spain, Sweden, Switzerland, Taiwan, Turkey, Ukraine, USA

Largest foreign participations:

Germany 242, Slovakia 119, China 109, Italy 80, Austria 41, Taiwan 28, Switzerland 26, France 21 "This significant year of MSV confirms the fact that we are still doing well economically and, as far as engineering is concerned, the Czech Republic is still a recognised world power."

Prime Minister of the Czech Republic Andrej Babiš

"Brno Exhibition Centre has always played an important role. I am proud that the Slovak Republic has continued to remain one of the most important exhibitors here. This year we are also the official partner to the jubilee 60th year of this international trade fair. Today, we held the opening ceremony for an exhibition of our joint Czechoslovak history. This exhibition shows what the Czechs and the Slovaks achieved together over a period of 100 years, and what progress was made in science, research and development."

Prime Minister of the Slovak Republic Peter Pellegrini





"MSV is a window to the future of industry. I am delighted that we can create this window to the future in partnership with you."

CEO of BVV Trade Fairs Brno

Jiří Kuliš

FACTS AND FIGURES 2018 EXHIBITORS

MSV	778
IMT	467
WELDING	90
FONDEX	
PLASTEX	182
PROFINTECH	79
The principal topic	
AUTOMATIZACE	298



Exhibitors at MSV by branch:

The mining, iron and steel, ceramics, glass and foundry industries 2.2%
Materials and components for engineering 29.8%
Drives, hydraulics and pneumatics, refrigeration and air-conditioning14.4%
Power engineering and heavy-current electrical engineering 3.6%
Electronics, automation and measurement17.8%
Environmental technologies 2.6%
Research, development, technology transfer, financial and other services15.6%
Transport, handling, industrial packaging, storage and logistics 10.5 %
Chemicals in engineering 3.5%





"We have exhibited at MSV every year since our entry onto the Czech market in 1994. We see this fair as an Eastern European EMO, in short – a flagship." Josef Sláma, Director, Renishaw s.r.o.

FACTS AND FIGURES 2018 VISITORS

80,937 visitors from **57** countries **7,747** registered foreign visitors, i.e. **9.6%**

280 journalists from **7** countries, **50** of which from abroad, were accredited



Represented countries and regions:

Angola, Australia, Austria, Belarus, Belgium, Bulgaria, Canada, China, Cook Islands, Croatia, Czech Republic, Denmark, Ecuador, Estonia, Finland, France, Germany, Great Britain, Greece, Hungary, India, Iraq, Ireland, Israel, Italy, Japan, Kazakhstan, Kuwait, Latvia, Lithuania, Malaysia, Mexico, Moldova, Montenegro, Morocco, the Netherlands, New Zealand, Norway, Pitcairn Islands, Poland, Portugal, Romania, Russia, Serbia, Slovakia, Slovenia, Somalia, South Korea, Spain, Sweden, Switzerland, Taiwan, Thailand, Togo, Turkey, Ukraine, USA

"It was crowded on our exhibition stand the whole time, since we were presenting our collaborative robot. This is a machine with the direct participation of the human factor. This year's MSV was a successful one for our company." Libor Horniak, Business Manager, FANUC Czech s.r.o.





SLOVAKIA – PARTNER COUNTRY TO MSV 2018

The largest presentation of Slovak industrial companies at MSV since 1998

119 exhibiting companies

2,647 sq m net exhibition area

Slovakia is an important market for $\frac{2}{3}$ of visitors

89% of exhibitors trade with Slovakia

The ceremonial opening of the Slovak national exposition in Hall A1 was attended by the Prime Ministers of both countries Andrej Babiš and Peter Pellegrini, Minister of Industry and Trade of the Czech Republic Marta Nováková and Minister of the Economy of the Slovak Republic Peter Žiga.

Branches most strongly represented:

Equipment for metal working and forming

Materials and components for engineering

Plastics technologies



"We consider Brno's engineering trade fair one of the most important events in engineering and electrical engineering in the central and eastern European region. I am keeping my fingers crossed for both countries. I am also keeping my fingers crossed for Brno's trade fairs and I hope their success continues." Peter Žiga, Minister of the Economy of the Slovak Republic





AUTOMATION





The 11th year of the cross-cutting project that places the emphasis on the use of industrial automation in the individual branches covered by the trade fairs.

298 exhibitors from 15 countries,23% from abroad

3/4 of visitors consider the topic industrial automation an attractive one





Largest foreign participation: Germany, Slovakia, Italy, Austria

Principal topic: INDUSTRY 4.0

A great increase in attractiveness: 82% of visitors registered INDUSTRY 4.0 as the principal topic of the fair

"I'm getting an extraordinarily good feeling from the fair. If I was to compare MSV ten years ago and MSV today, it is clear that the digital transformation is a reality and that industry 4.0 has arrived. The technological shift forwards made by Czech companies is evident, and they certainly have plenty to offer."

Petr Očko, Deputy Minister of Industry and Trade of the Czech Republic responsible for innovation and new technologies





"In my opinion the whole engineering fair keeps its high level and importance among all other important industry fairs across Europe. It meets the European engineering standards. We will participate next year MSV fair for above mentioned reasons. We had two exhibitions stands this year. One in hall P and the other in hall A which was reserved for 3D printing."

Ondřej Svoboda, Company Director, Misan s.r.o.



"Our company is a leader in robotics, for which reason we do not just take part in MSV, but also organise a discussion on automation and robotisation. I can see that this topic interests a great many people and I am glad we have this chance for dialogue."

Tania Vainio, Managing Director of ABB Czech Republic and Slovakia



ASSESSMENT OF THE FAIRS

The level of satisfaction among visitors and exhibitors continues to remain high. The percentage of exhibitors who were positively or completely satisfied rose year-on-year from **84%** to **96%**. The proportion of visitors who were definitely satisfied rose year-on-year from **89%** to **94%**. This is the best result we have seen in the last 5 years. There were practically no unsatisfied visitors.

The contribution made by the fair to the companies taking

part continues to be positive and is developing extremely well. The contribution it made to foreign exhibitors increased in comparison with last year's fair.

The number of contacts made did not change over previous years of the fair. This year, exhibitors made more contacts with foreign visitors.

The largest proportion of exhibited products came from abroad, as in previous years. The number of Czech products fell in comparison with last year's event.





EXHIBITORS' ASSESSMENT

The majority of exhibitors consider their participation in MSV one of their most important marketing tools.

89% have already decided to take part again next year.

97% made contacts with potential customers from the Czech Republic or abroad.

39% initiated negotiations on new orders, the highest figure in the last 5 years.

81% hought the visitors at the event to be the right clientele.

Satisfaction:

With the organisation of the fair _ 8.2
With the promotion of the fair 8.2
With the number of Czech visitors 8.1
With the standard of the services provided7.5
With the number of new products 7.5
(average satisfaction on a scale from 1 to 10)

"This year there were lots of engineering students here. Students suit us because we supply schools with machine tools and equip their workshops. Our exhibition stand was busy the whole time. We were also visited by foreign visitors from Slovakia and Russia. Our visitors from Siberia and Romania were interesting. Our Romanian partner plans to exhibit with us at the next MSV in Brno. The fair was a success for our company."

Leoš Sehnal, Company Director,
SA Trade s.r.o.





STRUCTURE **OF EXHIBITORS**

Where is the exhibitors' production headed for:

The engineering industry	.75%
The automotive industry	60 %
The electrical engineering industry	. 19%
The aviation industry	18%
The building industry	13%

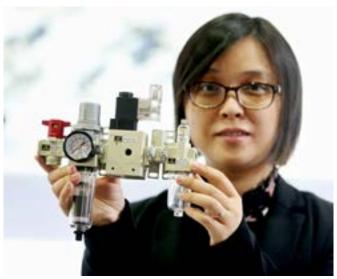
The size of exhibiting companies by number of employees:

up to 25	45.2%
26-250	39.1%
more than 250	15.7%

Types of exhibiting companies:

manufacturers	44.4%
dealers	47.8%
associations and participation	
organisers	_ 7.8%







"MSV is simply one of the most important trade fairs in Europe and one that conforms to global trends. We always come to Brno as the orders from the fair keep us going the whole year. We were pleasantly surprised to see that companies are interested in larger and more sophisticated saws - they simply have more orders and need to purchase modern machinery." Miroslav Mašek, Company Director,

Pilous-pásové pily, spol. s r.o.

VISITORS' ASSESSMENT

94% were generally satisfied with their visit to the fair.

91% plan to visit the fair again next year.

77% were satisfied with the number of contacts they made.

70% consider the main contribution made by the fair to be information on new technologies, materials and machinery and the chance of making new contacts.



"We come to the fair regularly and simply have to be in Brno. There were enough visitors this year and we made new contacts with representatives of new companies. We were also visited by representatives of companies from China, Ukraine and, it goes without saying, Slovakia."

Jiří Novotný, technical support, První hanácká BOW, spol. s r.o.



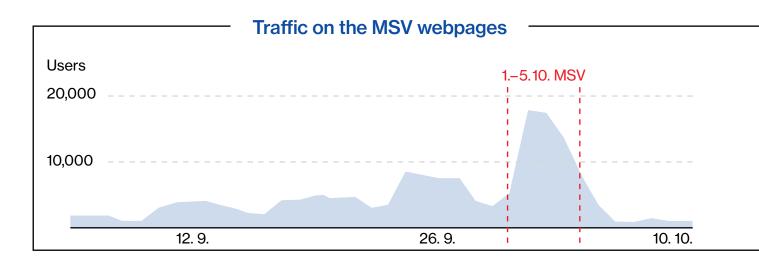
WEB TRAFFIC

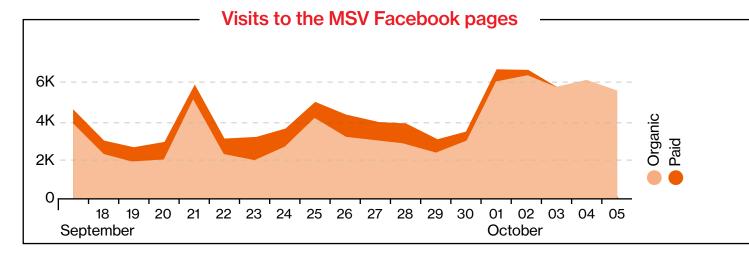
Traffic on the Internet pages www.bvv.cz/msv during the period **1. 8.–20. 10. 2018**

Number of unique visitors:

123,752

Country	Visits	Visits in %
Czech Republic	101,252	72.9%
Slovakia	11,653	8.4%
Germany	6,513	4.7%
USA	3,596	2.6%
Poland	1,843	1.3%
Austria	1,253	0.9%
Italy	1,236	0.9%
Great Britain	1,057	0.8%
France	936	0.7%





FACEBOOK

Visits during the campaign: 84,254

STRUCTURE OF VISITORS

79% of visitors decide or participate in decisions on investment and purchases.

78% are regular visitors to the fair.

7% entirely new visitors.





The branches most frequently represented by trade visitors:

Engineering	52.9%
Automotive industry	_ 10.1%
Electrical engineering	_ 6.3%
Plastics, rubber, chemicals	_ 4.9%
Education, science, research.	_ 3.9%
The iron and steel and	
foundry industries	2.4%
Trade	2.1%
Power engineering	2.1%
IT and communications	1.5%
Light industry	1.3%
Banking and insurance	

"This year's fair feels like the best for us in recent years. I am extremely delighted by the interest we have seen in our CNC machines. Existing clients and new visitors came to see us, particularly on Tuesday. The attendance was excellent on Wednesday and on Thursday afternoon, and we saw serious interest in purchases. So, we are satisfied and will not be missing the next year of MSV."

Jiří Malůš, representative for the Czech Republic and Slovakia, DATRON

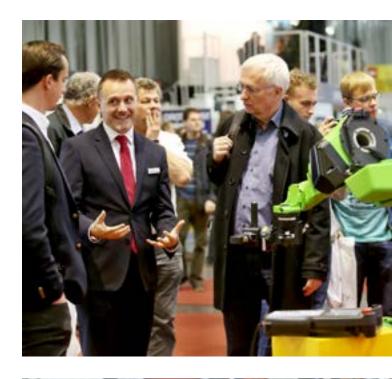
STRUCTURE OF VISITORS

Which fields at MSV were visitors most interested in:

Metalworking and forming machinery	16.4%
Robots for engineering, digitalisation and automation	11.1%
Precision tools for machining	8.3%
Electronics, measurement and regulation	7.5 %
Tools	6.4%
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Drives, hydraulics, pneumatics, refrigeration	6.2%
refrigeration	_ 6.1%
refrigeration Welding Science, research, technology	_ 6.1% . 4.5%

Bearings, transmissions, clutched brakes, lubrication systems	· · · · · · · · · · · · · · · · · · ·
Metal semi-products and products made from metals	3.8%
Machinery and equipment for the plastics industry	3.3%
Power engineering	2.5%
Packaging materials, packing machinery for industry	2.5%
Foundry industry	2.4%
Chemical industry	1.7 %
Environmental technologies	1.6%
Financial and other services	_ 1.1%
Handling and storage technology	1.3%
Technology for, iron and steel, ceramics and glass industries	0.9%

Source: IPSOS market research and registration of trade visitors





IMT – the 11th International Machine Tools Exhibition

42 1%



467 exhibiting companiesfrom 18 countries,53.8% from abroad

Largest foreign participation

Germany 112, Italy 31, Slovakia 27, China 20, Switzerland 20, France 6, South Korea 6

Represented countries

Austria, Belgium, Brazil, China, Czech Republic, France, Germany, Great Britain, India, Italy, the Netherlands, Poland, Slovakia, South Korea, Spain, Switzerland, Turkey, USA

Size of exhibiting companies by number of employees

up to

25-250 more than 250	
manufacturers	54.6% 45.4%

Exhibitors by branch

Metalworking machinery	
Machinery for unconventional	4 70/
and special technologies Quality control in machining	_ 1.7%
and forming	2.3%
Flexible production systems	_ 7.1%
Precision tools	17.7%
Accessories for metalworking and forming	6.2%
Hand tools	
Institutions, literature, services _	_ 2.1%

"We are the business representatives of a Japanese firm making and supplying tools for machining in the areas of turning, milling and drilling. This is our fifth year at the fair. We take part every "even" year. We see our participation this year positively as we were visited by a number of existing customers and closed a number of new contracts here." Vojtěch Smolák, business representative, Tungaloy Czech



41,702 registered trade visitors expressed interest in the fair.

"We see this year's fair rather optimistically. It's an IMT year and also a year in which the economic activity manifested in our field is evidently to come to a peak. There are a large number of our foreign competitors attending the event which is a signal that they see the situation on the Czech market relatively favourably. For our machine tools and forming machinery industry, this year's results should be even better than those in the record-breaking year 2015."

Oldřich Paclík, Director of the Association of Engineering Technology

WELDING – the 24th International Welding Engineering Fair



86 exhibiting companiesfrom 10 countries52.3% from abroad

8,703 registered trade visitors expressed interest in the fair.

Largest foreign participation Germany, Slovakia, China

Represented countries

Austria, China, Czech Republic, Finland, France, Germany, Great Britain, Hungary, Italy, Slovakia, South Korea

Size of exhibiting companies by number of employees

small and medium-sized companies (up to 250 employees) _____ 92.8% manufacturers 46.9%

Exhibitors by branch

Machinery and equipment for welding, flame welding and oxygen cutting
Machinery and equipment for welding, surfacing and arc cutting 29.8%
Machinery and equipment for resistance welding 7.9%
Machinery and equipment for other methods of welding, surfacing, cutting and soldering 7.0%
Supplementary and auxiliary materials5.3%
Robots, manipulators and accessories for welding technologies 11.4%
Other elements, machinery and equipment for welding 22.8%
Welded structures, sub-supplies1.8%
Research, services, institutions 2.6%





FOND-EX – the 17th International Foundry Fair



55 exhibiting companiesfrom 10 countries,42.7% from abroad

8,305 registered trade visitors expressed interest in the fair.

Size of exhibiting companies by number of employees

small and medium-sized companies (up to 250 employees) ______ **75.1%** manufacturers ______ **68.9%**



Largest foreign participation Germany, Italy, Poland

Represented countries

Belarus, China, Czech Republic, France, Germany, Great Britain, Italy, Poland, Slovakia, Switzerland, Ukraine

"The Foundry Association offered space at the trade fair to its members who used it for meetings and business talks with partners. We have three foundries here, three commercial companies that offer consumables. machinery and instruments for foundries, and one company that is engaged in computer applications for the foundry industry. The visitors that came to the stand were interested in a list of foundries and wanted to know who does what. They then directed questions of a technical and expert nature at company representatives. We have also already talked amongst ourselves of a concept for the presentation of foundries at the next fair." Irena Spoustová, Secretariat, the Association of Foundries of the Czech Republic

Exhibitors by branch

Charge materials	16.4%
Refractory materials	_ 5.5%
Technical gases	_ 1.8%
Equipment for smelting plants	12.7%
Materials for moulding and core mixtures	_ 3.6%
Equipment for the treatment of moulding and core mixtures _	_ 1.8%
Gate and riser technology	_ 5.5%
Foundry melting and holding furnaces	_ 3.6%
Equipment for moulding shops and core shops	16.4%
Casting machinery and equipment, accessories	_ 7.3%
Computer technology, control, calcand simulations, CAD/CAM	
Castings	12.6%
Services, consultation, research institutions, education	

PROFINTECH – the 7th International Surface Technology Fair



79 exhibiting companiesfrom 9 countries36.7% from abroad

5,839 registered trade visitors expressed interest in the fair.

Largest foreign participation Germany, Slovakia, China

Represented countries Austria, China, Czech Republic, France, Germany, Italy, Poland, Slovakia, Slovenia

Size of exhibiting companies by number of employees

small and medium-sized companies (up to 250 employees) _____ **94.4%** manufacturers _____ **53.1%**



Exhibitors by branch

"Our company provides the protection of iron against corrosion by hot dip galvanising. We come to the fair regularly and we are satisfied, as in previous years, because we always establish new contacts here. We are also happy to be able to present our field to the general public and provide it with information about hot galvanising."

Jan Červenka, business and marketing representative, Wiegel CZ žárové zinkování



PLASTEX – the 6th International Plastics, Rubber and Composites Fair



182 exhibiting companiesfrom 14 countries50% from abroad

10,160 registered trade visitors expressed interest in the fair.

Largest foreign participation Germany, Slovakia, China, Austria

Represented countries

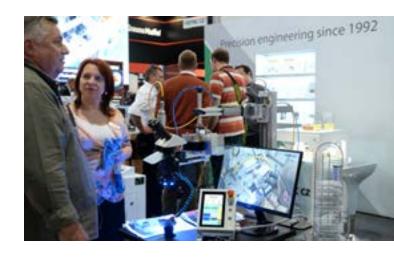
Austria, Belarus, China, Czech Republic, France, Germany, Hungary, Italy, Poland, Romania, Slovakia, Switzerland, Turkey, Ukraine

Size of exhibiting companies by number of employees

small and medium-sized companies (up to 250 employees) ______ **86.7%** manufacturers ______ **51.9%**

Exhibitors by branch

Polymers, raw materials and additives	_ 11.3%
Machinery and equipment for the processing of plastics and rubbers	44.4%
Composites	1.5%
Plastic semi-products and products	22.6%
Rubber-based semi-products and products	9.1%
Machinery and equipment for the recycling and use of plastic and rubber waste	6.1%
Computer equipment, testing and measurement for plastics and rubbers	3.1%
Research, services and institutions in plastics and rubbers	1.9%



"We had a traditional exhibition stand. The great innovation we presented this year were models of a new method for cooling moulds for plastics, because companies are discovering the secret that a well cooled mould means better earnings and higher margins for them. We have recorded quite a large amount of interest in this direction and made a good number of new contacts. Our statistics show a larger number of visitors to our stand than last year."

Jan Svoboda, Company Director, JAN SVOBODA



The E192E zero-emission mini-excavator

Category: Gold Medal for innovation demonstrably achieved as a result of contractual co-operation between companies and research organisations

Manufacturer: Bosch Rexroth spol. s.r.o.

Exhibitor: Bosch Rexroth spol. s.r.o.

Medal awarded for an electro-hydraulic mini-excavator with sophisticated energy consumption control enabling work for 7 hours on a single charge. Also suitable for use in indoor areas



KRAKEN – A new-generation milling head

Category: Gold Medal for the innovation of

a component in engineering

Manufacturer: The Regional Technological Institute

Exhibitor: The University of West Bohemia in Plzeň, Faculty of Mechanical, Engineering – Regional Technological Institute

Medal awarded for the unique rod construction of the milling head. 3D printing technology achieves high construction rigidity, with the cooling liquid and cutting fluid travelling to the milling cutters through channels in the individual rods.



Hybrid pumping system

Category: Gold Medal for the innovation of

a component in engineering

Manufacturer: Brno University of Technology

Exhibitor: Brno University of Technology

Medal awarded for the design of a new generation of pumping technology with the use of a new concept for an annular electric motor with a pump which can also operate as a recovery turbine. The glandless design increases system reliability and increases the possibilities of use.



Studio System

Category: Gold Medal for production machinery innovation

Manufacturer: Desktop Metal Inc.

Exhibitor: MCAE Systems, s.r.o.

Medal awarded for technology automating metal 3D printing and making it cheaper. The integration of cloud software creates a simple user working process for the production of complex parts from metal.



Superoll MAC roller burnishing tool

Category: Gold Medal for innovative

manufacturing technology

Manufacturer: Sugino Machine Limited

Exhibitor: Sugino Machine Limited – Prague,

detached plant

Medal awarded for an adaptive roller burnishing tool that automatically monitors the diameter of the pre-machined hole, while achieving the integrity of the surface and the stability of the entire technological process.



Ready2_spray

Category: Gold Medal for innovation in

automation technology

Manufacturer: KUKA AG

Exhibitor: KUKA CEE GmbH, detached plant

Medal awarded for the unique combination of a KUKA robot and DÜRR lacquering technology leading to a new product enabling the automation of lacquering operations usable, first and foremost, by small and medium-sized companies.



Radomír Zbožínek

The MSV Gold Medal 2018 for lifelong creative technical work and innovative accomplishments

He is one of the most prominent figures in the field of machine tools, evidence of which is provided by his prolific working career which has, since his graduation from the Faculty of Mechanical Engineering at Brno University of Technology in 1972, been associated uninterruptedly with the brand ZPS. Throughout his entire working life, he has strived to ensure that technical fields and technical education enjoy the necessary social prestige. He has always endeavoured to support the idea of integration of the Czech machine tools industry and the resulting synergetic effects.

AT MSV FOR THE 60th TIME

Companies that were taking part in the International Engineering Fair for the sixtieth time were recognised at a ceremonial evening on October 1, 2018. These companies are:

ArcelorMittal Ostrava a.s.

Pfeiffer Vacuum Austria GmbH

Siemens, s.r.o.

Swisstool Export - Gruppe

Šmeral Brno a.s.

VÍTKOVICE, a.s.

ŽĎAS, a.s.



"This year, we are celebrating our 60th year taking part in the International Engineering Fair in Brno. We are also taking part in the wonderful exhibition 100ries in Hall A. We are satisfied with our participation and received a great many visitors on our stand. The fair was a success for our company."

Barbora Mocová, Communication Department, Siemens

100RIES presented a hundred stories of industrial legends, the reincarnation of Masaryk and an excursion into augmented reality

The unique exhibition 100RIES told visitors a hundred stories of Czechoslovak industrial legends of the past century. The greatest of these is the story of the statue of TGM by the sculptor Otakar Španiel which graced the Rotunda of Hall A in 1928 on the occasion of the opening of the exhibition centre for business. A replica of this statue was created by a robot at MSV right in front of the audience.



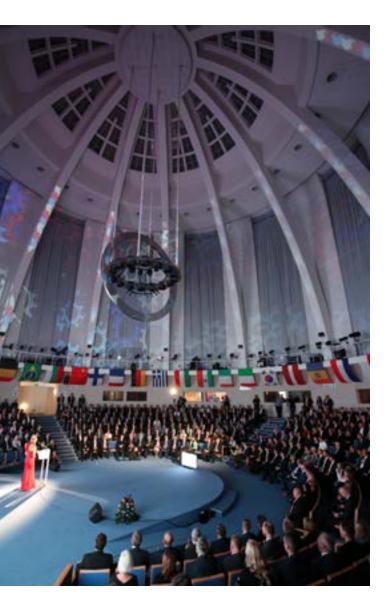


"The production of the statue is based on data obtained by a 3D scanner from a model of the statue kept in the depository of the National Museum. The computer model then travelled to special software in which machining strategies for the robot were programmed. A Kuka industrial robot then milled the object."

as described by Director of the company MCAE Systems Miloslav Drápela.



OPENING CEREMONY OCTOBER 1, 2018



"We commemorated one hundred years in the existence of the countries of Czechoslovakia and the names Masaryk, Beneš, Štefánik and Kramář. We commemorated one hundred years in the existence of an association of industrialists, the leading employer organisation in the country, and the names Kovařík, Wichterle, Zátka, Sodomka, Klement and Preiss. I walked through the exhibition halls with the Prime Minister and Minister. I am proud of my country and the results of the work of our people. Industry sustained this land, and will always sustain it." Jaroslav Hanák, President of the Confederation of Industry of the **Czech Republic**







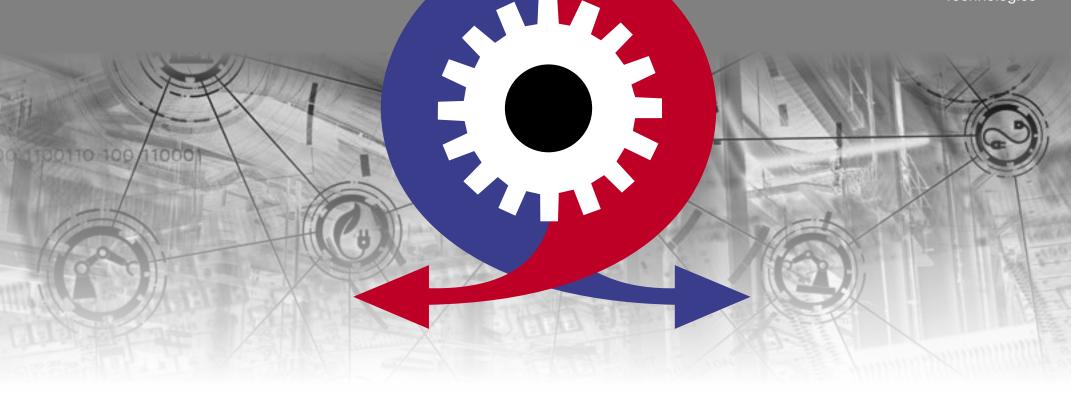
THE 61ST INTERNATIONAL ENGINEERING FAIR



The International Fair for Transport and Logistics



The International Fair for Environmental Protection Technologies



INDUSTRY 4.0 AND THE DIGITAL FACTORY OCTOBER 7-11, 2019 BRNO, CZECH REPUBLIC www.bvv.cz/msv

