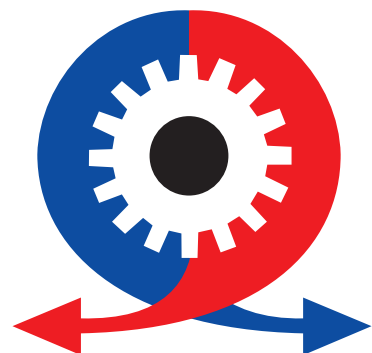
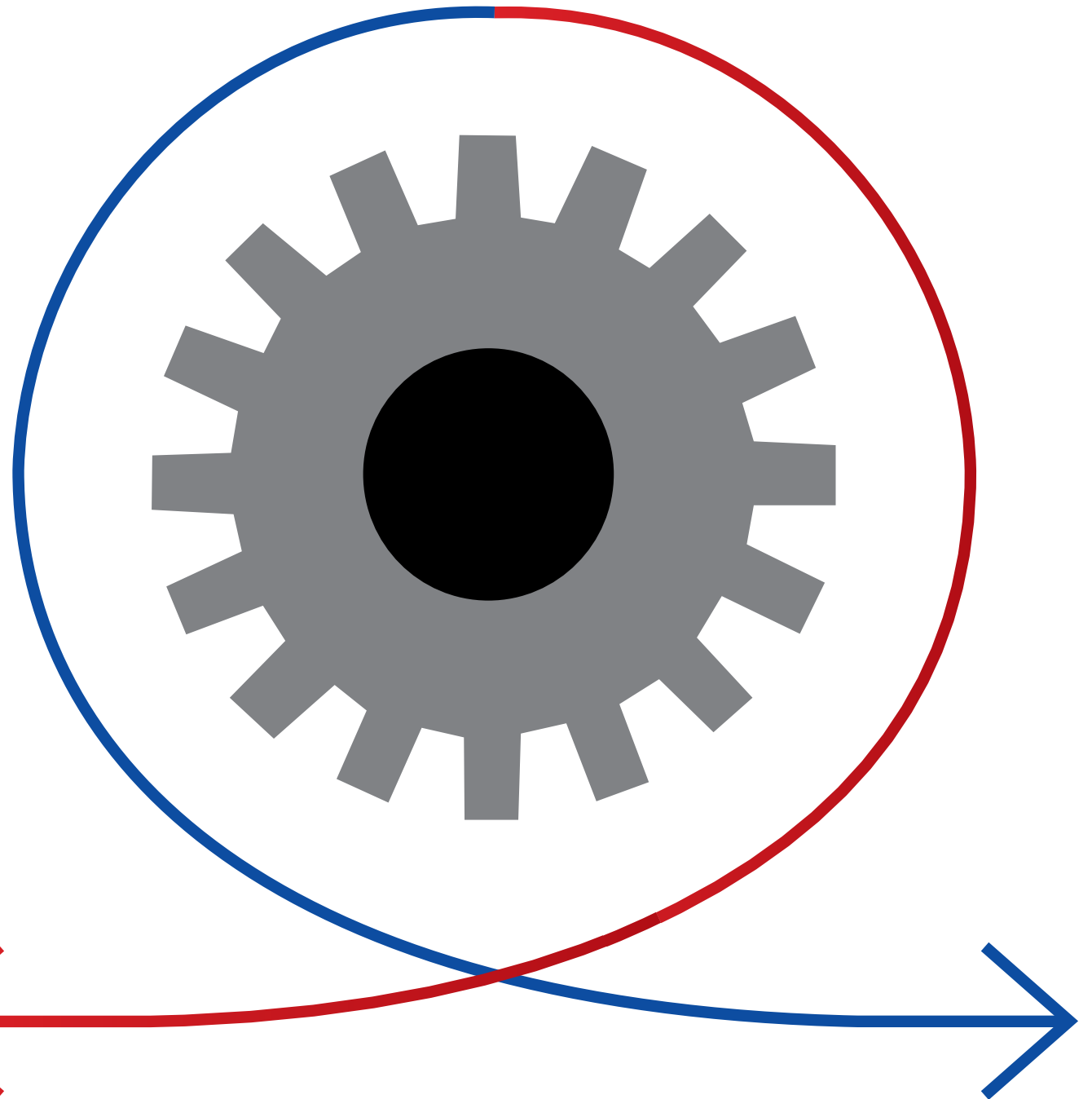


FINAL REPORT

7–11 October 2019
BRNO

www.bvv.cz/msv



61st
INTERNATIONAL
ENGINEERING
FAIR



International
Fair for
Transport
and Logistics



International Fair
for Environmental
Protection
Technologies



MSV 2019 SUMMARY

1,662

COMPANIES



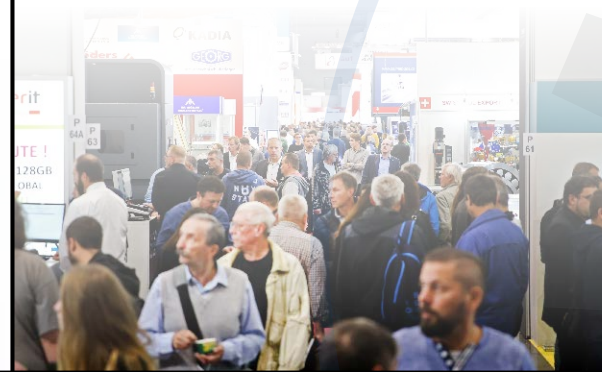
51.3 %

**FOREIGN
EXHIBITORS**



81,049

VISITORS



58

COUNTRIES



41,256 sq m

**NET EXHIBITION
AREA**



92

EVENTS



262

JOURNALISTS



435

COMPANIES



FACTS AND FIGURES 2019

EXHIBITORS

1,662 exhibiting companies
from **30** countries
51.3% foreign exhibitors

Represented countries and regions

Austria, Belarus, Belgium, Bulgaria, China, Czech Republic, Finland, France, Germany, Great Britain, Hungary, India, Ireland, Italy, Lithuania, Luxembourg, Moldavia, Netherlands, Poland, Romania, Russia, Slovakia, Slovenia, South Korea, Spain, Sweden, Switzerland, Taiwan, Turkey, USA

Largest foreign participations

Germany **244**, Slovakia **102**, China **91**, Italy **68**, India **49**, Austria **45**, Russia **39**, Taiwan **32**, Switzerland **27**, Hungary **26**, Poland **24**

Exhibitors at MSV by sectors

Metal-working and forming machines.....	27.2%
Materials and components for engineering	14.7%
Digitization, automation, electronics and measurement	12.6%
Plastics, rubber, composites, chemicals for engineering	10.7%
Surface technology, welding	7.7%
Research, development, technology transfer, financial and other services	7.5%
Transport, handling, industrial packaging, storing technology and logistics	7.2%
Drives, hydraulics and pneumatics, refrigeration and air-conditioning	6.1%
Environmental technologies	2.6%
Mining, metallurgical, ceramics, glass engineering, foundry industry	1.9%
Power engineering and heavy-current electrical engineering	1.8%

Exhibitors' production headed in sectors

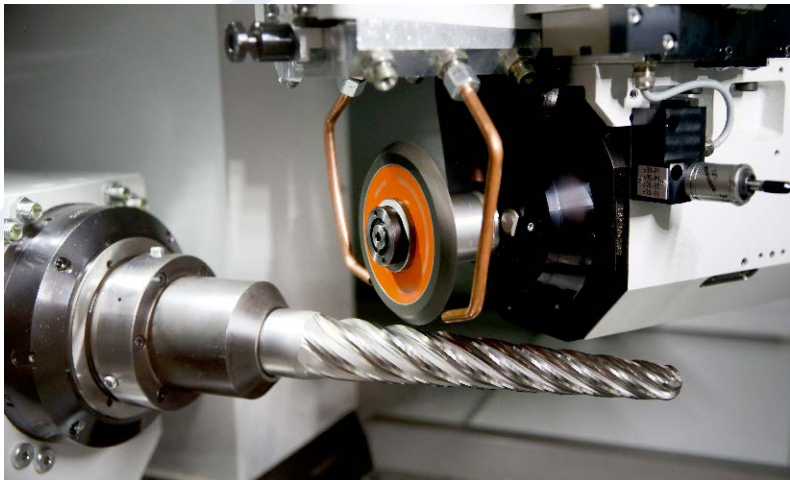
Engineering industry	76%
Automotive industry	67%
Aviation industry	21%
Electrical engineering industry	17%
Food industry	12%
Power engineering	9%
Building industry	8%
Chemical industry.....	7%
Defence industry	4%

Types of exhibitors

Dealers	48.2%
Manufacturers	44.6%
Associations and participation organisers	7.2%

The size of exhibitors by number of employees

Up to 25	46.6%
26–250	38.7%
More than 250	14.7%



Metal-working and forming machines, tools

Machining and forming are the main sectors of MSV

452 exhibiting companies from
17 countries, **52%** foreign exhibitors

Represented countries and regions

Austria, China, Czech Republic, France, Germany, Great Britain, India, Italy, Netherlands, Poland, Russia, Slovakia, Spain, Switzerland, Taiwan, Turkey, USA

Largest foreign participations

Czech Republic, Germany, Italy, China, Switzerland, Slovakia, India

Main sectors

Machine tools.....	47.4%
Forming machines	19.5%
Precision tools	18.3%
Machines for unconventional and special machining and forming technologies, hand-operated tools, flexible manufacturing systems.....	14.8%

Largest companies in this industry

Alfleth Engineering AG, Bystronic Czech Republic, Canmet, CERATIZIT Česká republika, DMG MORI Czech, GÜHRING, Hoffmann Qualitätswerkzeuge CZ, Kovošvit MAS Machine Tools, Misan, PRIMA POWER CENTRAL EUROPE, TAJMAC-ZPS, TRUMPF Praha, Yamazaki Mazak Central Europe

Partner

Association of Engineering Technology



26 members of the Association of Engineering Technology took part in MSV 2019.

Members of the Association of Engineering Technology with the largest expositions:

TAJMAC-ZPS, Yamazaki Mazak Central Europe, Kovošvit MAS Machine Tools, AXA CNC stroje, ŽĐAS, Renishaw, TDZ Turn, SCHUNK Intec, Walter, PILOUS-pásové pily, Šmeral Brno

Jan Rýdl, President of the Association of the Engineering Technology

MSV continues to be the most important engineering exhibition in the region of Central Europe. It enables exhibitors to present new products of their manufacturing programme to the wide professional public and at the same time it offers an opportunity to meet the most significant leaders of the engineering industry from the whole world to those interested in the exhibition. Every year the trade fair attracts also exhibitors from other industries and this creates a unique platform for networking and cooperation or making new partnerships. All given forms of contacts contribute then to the development and improvement of the business environment.

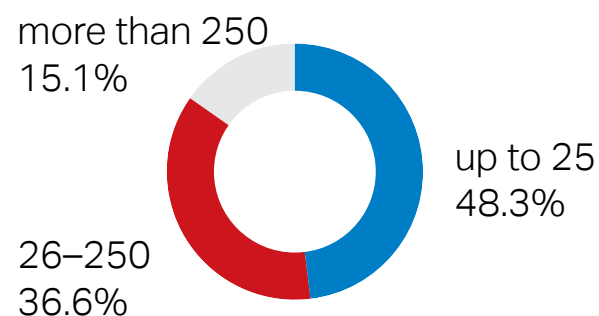


Digital Factory, 3D printing, automation, robotization

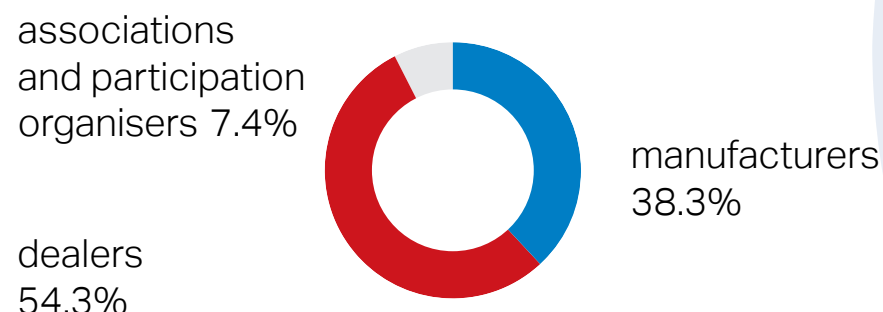
435 exhibiting companies from **21** countries, **31%** from abroad
of those **45** exhibitors in Digital Factory in Hall A1

IPSOS research indicates that 29% of all visitors, i.e. 23,504, visited the exhibition Digital Factory 2.0 in Hall A1. 88% of visitors and 74% of exhibitors consider this exhibition beneficial.

**The size of exhibitors
by number of employees**



Types of exhibitors



ABB, Julius Bělička, Commercial Director

The fair is an opportunity for us to present ABB and our partners' projects. Concerning visitor participation at our stand, we estimate that this year's number and ratio of existing clients to new customers will be at least the same as last year.

Microsoft, Dalibor Kačmář, Director of Microsoft Partner Division for the Czech Republic and Slovakia

We returned to the Brno Exhibition Centre 25 years after Bill Gates had personally visited Invox, but this time as a partner for the Czech industry, where Microsoft is now far stronger than in end user devices and systems. Thank you for the opportunity to come to MSV with the concept of a digital factory, which shows a practical example of how to bring new technologies into real production.

Coorganizer:



Partners:



Media partner:



Czech National Exposition – The Country For The Future



- Thirteen state institutions mounted a joint presentation in Hall Z for the first time
- The Innovation Strategy Czech Republic 2019–2030 was presented
- The exposition also featured a zone for the presentation of start-ups
- An uninterrupted supporting programme focusing on digitalisation, export support and the circular economy took place at the exposition

The ceremonial opening of the Czech National Exposition was attended by Prime Minister Andrej Babiš, Deputy Prime Minister and Minister of Trade and Industry Karel Havlíček, Deputy Prime Minister and Minister of Finance Alena Schillerová and Minister of Foreign Affairs Tomáš Petříček.

Andrej Babiš, Prime Minister of the Czech Republic

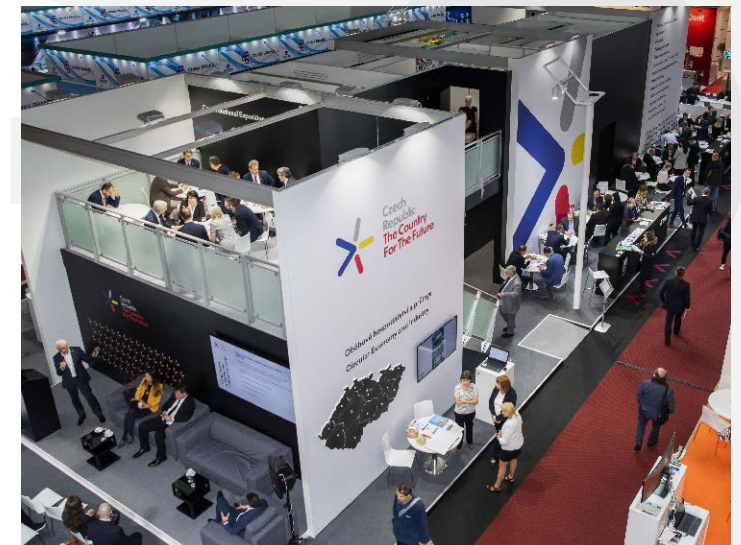
I would like to thank all the exhibitors and, of course, the BVV Trade Fairs Brno for the excellent organization of the trade fair. It is great that this exhibition centre was de facto masterminded by our first president, and I think it is important to talk about ourselves, about the Czech Republic, and about what we have achieved.

Karel Havlíček, Deputy Prime Minister and Minister of Industry and Trade of the Czech Republic

It's a great fair. It showed the strength of Czech industry and its position in Europe.

Alena Schillerová, Deputy Prime Minister and Minister of Finance of the Czech Republic

As minister of finance, I realize the huge importance of the International Engineering Fair for the economy of our beautiful country.



OTHER QUOTES ABOUT THE FAIR

Tomáš Petříček, Minister of Foreign Affairs of the Czech Republic

In the Central European region, MSV is actually the largest trade show of its kind. It is truly industrial and shows that the Czech Republic is keeping pace with the times, that we are already an innovative country and that the 2030 strategy is already being implemented today.



Jaroslav Hanák, President of the Confederation of Industry of the Czech Republic

On behalf of the Confederation of Industry, I highly value both the organization of the International Engineering Fair and the excellent participation of companies. The expo confirmed that companies are keeping up with the latest trends, the advent of digitization and new state-of-the-art technologies.

Vladimír Dlouhý, President of the Czech Chamber of Commerce

For me, this year's 61st MSV was a traditional example of rapid development and excellent condition of the domestic industry. As in recent years, I was very happy to see for myself how many great companies in the Czech Republic invest in digitization and create so much sought-after added value in their production.



Jiří Kuliš, CEO, BVV Trade Fairs Brno

The present and the future of the industry shake hands at this trade fair. This year's MSV was once again an expo the way it should be.



Oldřich Paclík, Director of the Association of Engineering Technology

At MSV, the expected decline is not visible. So far it does not seem that a dramatic decline in the industry should be anticipated.

FACTS AND FIGURES 2019

VISITORS

81,049 visitors from **58** countries
16.1% from abroad

262 journalists from **10** countries were accredited, **69** from abroad

Foreign visitors came mostly from

Slovakia, Poland, Germany, Hungary, Austria, Italy, Russia, China



Visitors from 58 countries

Albania, Andorra, Argentina Australia, Austria, Belarus, Belgium, Bermudas, Bhutan, Bulgaria, Canada, China, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Georgia, Ghana, Great Britain, Greece, Hungary, Iceland, India, Iraq, Israel, Italy, Japan, Kazakhstan, Kenya, Latvia, Lithuania, Macedonia, Moldavia, Netherlands, North Macedonia, Norway, Philippines, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, Ukraine, United Arab Emirates, USA, Uzbekistan

STRUCTURE OF VISITORS

78% of visitors decide or participate in decisions on investment and purchases

17% entirely new visitors

The sectors represented by trade visitors

Engineering	52.1%
Automotive industry	9.4%
Electrical engineering	7.4%
Plastics, rubber, chemicals	4.1%
Education, science, research	3.7%
Power engineering	2.2%
IT and communications	2.0%
Trade	2.0%
Metallurgical and foundry industry	1.7%
Building industry	1.4%
Banking and insurance	1.0%

Stäubli Systems, Jindřich Kára, Marketing Specialist

This year we had over 800 registered people interested in our presentation. Just this number tells us how important it is to be at MSV. It is a top expo full of possibilities for establishing new cooperation in the field.

Fronius, Markéta Bůřilová

Regular participation in MSV is a great opportunity for us to show everyone that we are a strong company. The attendance of MSV again exceeded our expectations so that we could present our applications to all interested people.

BÖLLHOFF, Petr Blahut, technical advisor to the customer

This year, for the first time, people interested in our presentation had to queue up and wait. From this point of view, it is clearly evident how prestigious MSV is.



TRANSPORT AND LOGISTICS



9th International Fair for Transport and Logistics

120 exhibiting companies
from **12** countries, **30%** from abroad

Represented countries and regions

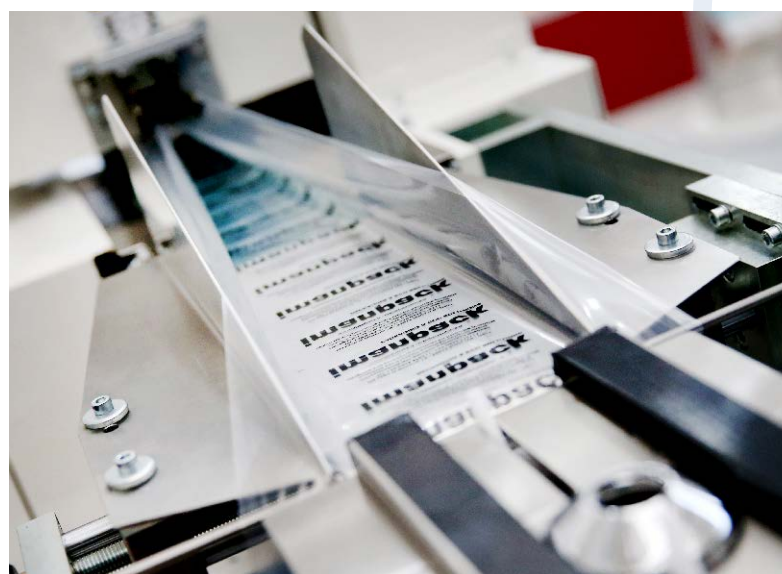
China, Czech Republic, France, Germany, Italy, Lithuania, Poland, Romania, Russia, Slovakia, Spain, Taiwan

Largest foreign participations

Slovakia, Poland, Germany, China

Main sectors

Storing technology, operation equipment •
Transport equipment • Handling equipment •
Packaging materials and packages, industrial
packaging machines • Assembly equipment
• Telematics, communication and information
and control systems for logistics



Interroll CZ, Jiří Lebloch, Commercial and Technical Representative

Being at MSV is a matter of prestige and our traditional customers expect to see us again a year on. Of course there are also people dropping by who have not heard of us and who took our products at the stand.

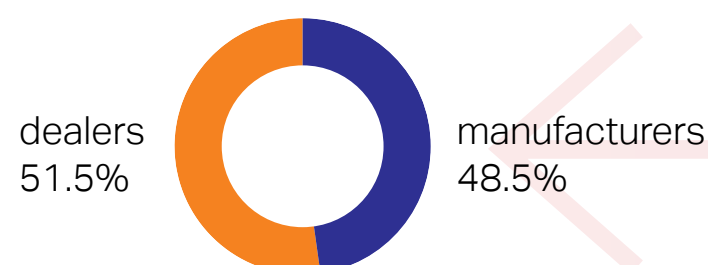
Linde Material Handling, Martin Řehák, Product Coach

This expo is an ideal place to meet customers and have a pleasant discussion about what they want or don't want. I would like to point out that our stand is mainly visited by people with specific questions and an idea of what they need, so this is the right target group for us.

The size of exhibitors by number of employees



Types of exhibitors



ENVITECH



International Fair for Environmental Protection Technologies

Topic – CIRCULAR ECONOMY



44 exhibiting companies from **7** countries

50% from abroad

Represented countries

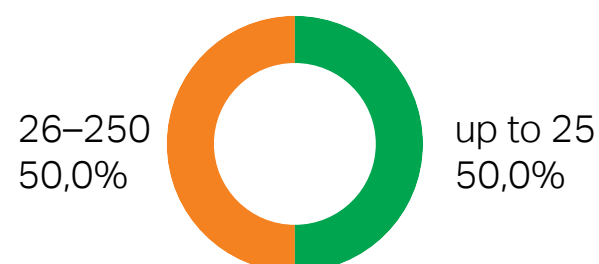
Austria, Belgium, China, Czech Republic, France, Hungary, Slovakia

Main sectors

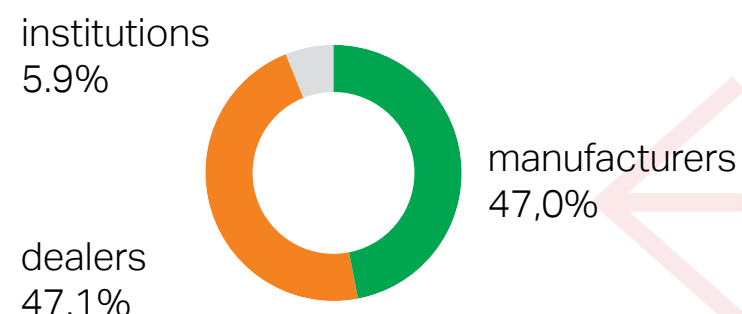
Airconditioning equipment • Machines for industrial cleaning and washing • Environment-friendly technologies for industry • Waste processing and utilization



The size of exhibitors by number of employees



Types of exhibitors



Institute of Circular Economy, Soňa Jonášová, Director

MSV has become a milestone for the topic of circular economy this year. An incredible number of important and strategic collaborations were established, very important topics were raised in the discussions and individual matchmaking activities took place within the supporting programs. And Czech Circular Hotspot was established here. We believe that the topic of circular economy will remain at MSV and will get significantly stronger.

ASSESSMENT OF THE FAIRS

MSV continues to keep its position as the industrial trade fair No. 1 in Central Europe and is the most sought-after trade fair amongst visitors and exhibitors.

Satisfaction remains high among both visitors and exhibitors.

Overall satisfaction among exhibitors: **86%.**

Exhibitors consider the contribution to their business to be primary, most often they highlight the quality of visitors and organization of the fair.

Overall satisfaction among visitors: **94%.**

The contribution of the fair for participating companies stays significant. The trade fair has a very good assessment by foreign exhibitors. The share of contacts made at the fair has slightly increased in comparison to previous years.



EXHIBITORS' ASSESSMENT

The majority of exhibitors highly appreciate the business contribution and consider their participation in MSV one of their most important marketing tools.

96% made contacts with potential customers from the Czech Republic or abroad.

90% have already decided to take part again next year.

74% thought the visitors at the event to be the right target group.

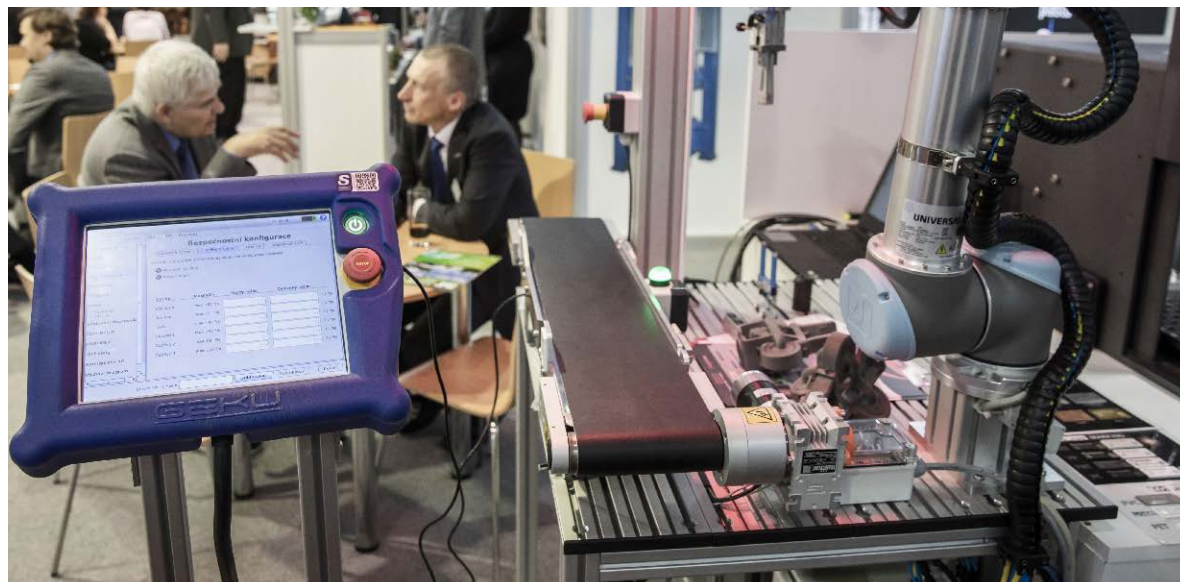
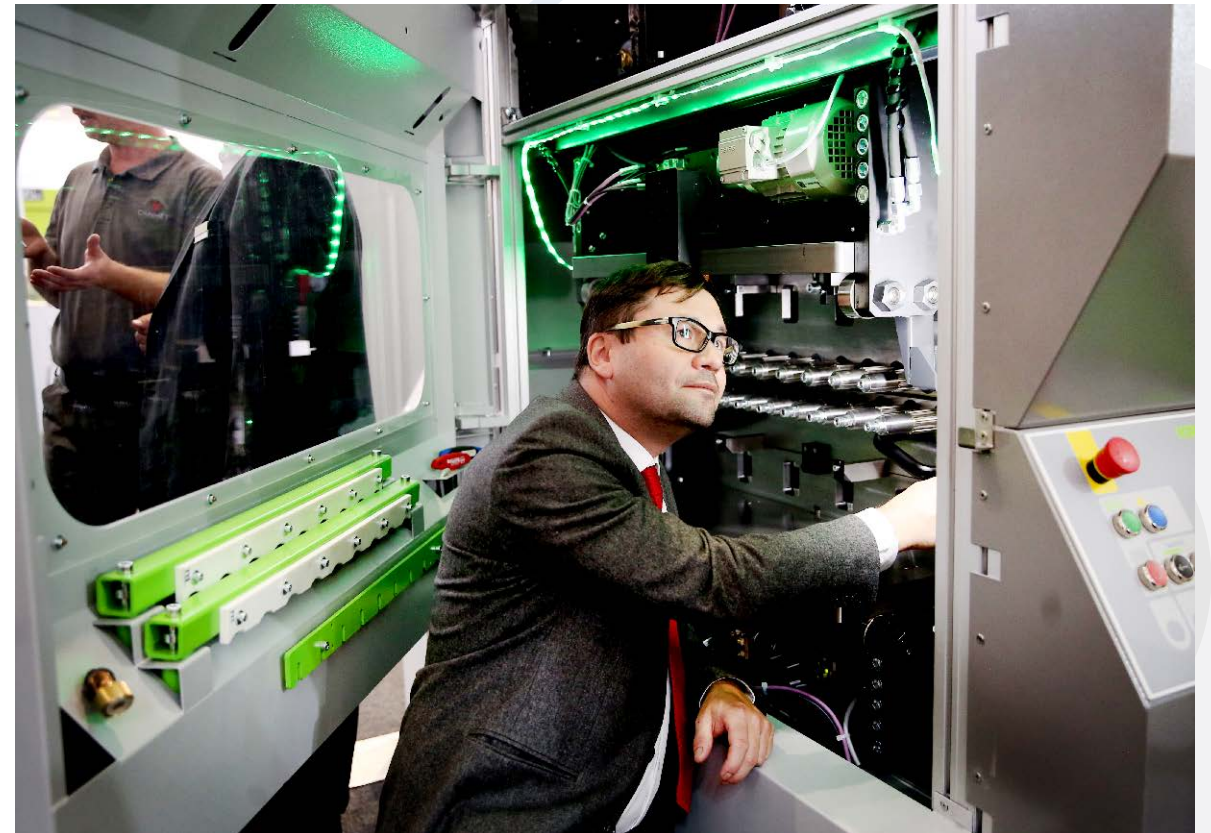
37% is satisfied with the number of closed contracts at the fair.

Satisfaction:

92% with the organisation of the fair

92% with the promotion of the fair

81% with the standard of the services provided



VISITORS' ASSESSMENT

97% were satisfied with the expert level of the fair.

94% were satisfied with the fair visit.

88% consider information about new technologies, materials and machinery to be the main benefit of the fair.

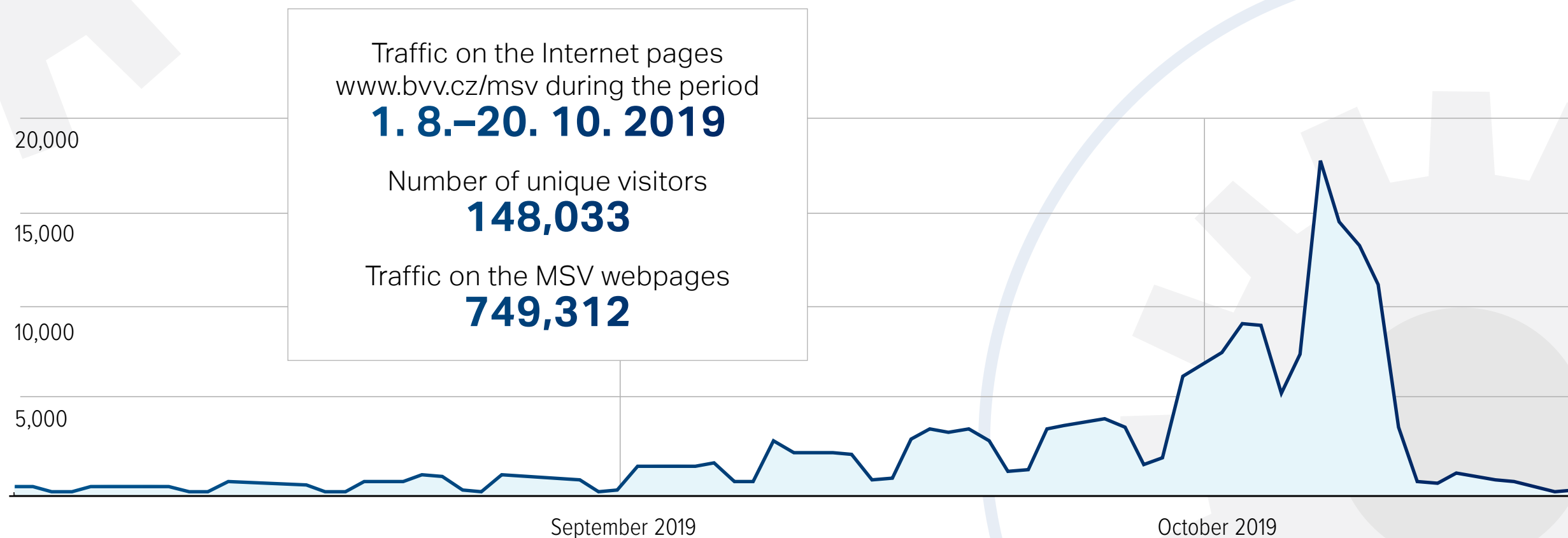
88% consider networking to be the main benefit of the fair.

87% plan to visit the fair again next year.

71% were satisfied with the number of contacts they made.

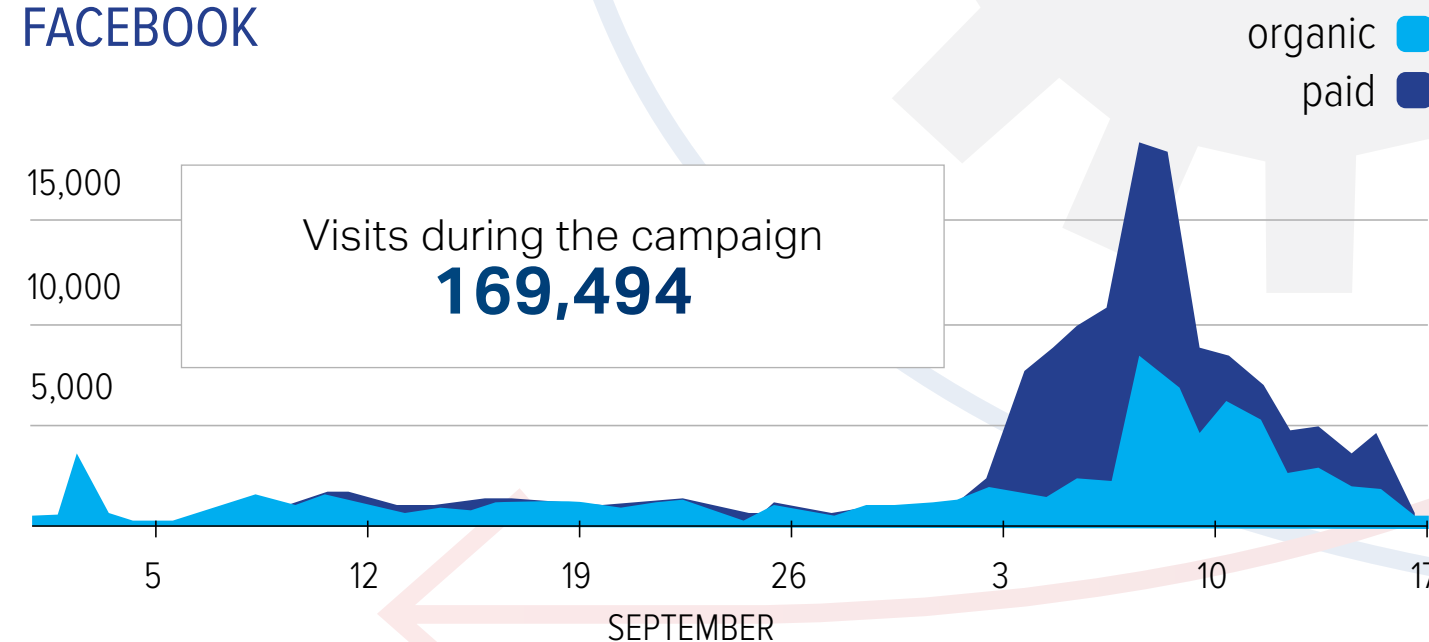


WEB TRAFFIC



Country	Visits	Visits in %
Czech Republic	178,973	71.3%
Slovakia	19,038	7.6%
Germany	13,277	5.3%
Poland	6,429	2.6%
Italy	5,368	2.1%
USA	3,537	1.4%
Hungary	3,258	1.3%
Austria	2,816	1.1%
Great Britain	1,720	0.7%
France	1,529	0.6%

FACEBOOK



EXHIBITORS' VIEW

KUKA, Jindřich Vaňous, Country Manager

The International Engineering Fair in Brno is a prestigious affair for KUKA. The preparations of the exposition begin basically right after the fair. From MSV, we take several tens of valuable contacts and potential new customers.

ŽĐAS, Eva Málková, Marketing Manager

For our company, MSV is especially important in terms of promotion. It is an opportunity to show our new products, amaze new customers and demonstrate our strong position in the market.

ALFLETH Engineering, Switzerland, Thomas Alijew

For us, MSV Brno is a traditional and most important expo in Central and Eastern Europe. Here we meet customers not only from the Czech Republic, but from the entire

Central European region. I rate this year's very good attendance, including many visitors from Slovakia.

Yamazaki Mazak Central Europe, Ivana Geistová, Marketing Manager

Our annual participation proves that it is a prestigious event in the Czech Republic. High attendance, regular and new customers and a warm attitude are just a fraction of the fair events that we must not miss out.

DMG MORI Czech, Jiří Marek, Managing Director

For our company, it has always been a tradition to be here. MSV is a fair where it is extremely important to be. It is a meeting place and an opportunity to present new products. When we accidentally find ourselves at a crossroads in which Central Europe is moving in technology, the MSV will always clarify the latest industrial issues and help find a new direction.

FANUC Czech, Petr Duchoslav, Marketing Manager

The week when we are really seen is always in the autumn and always associated with the International Engineering Fair. It is an opportunity to find out about the trends and main motives that



are presented in mechanical engineering in the given year. We always leave MSV full of inspiration and new ideas.

Schunk, Soňa Alexová, Head of Marketing

Because we are a Brno-based company, we consider MSV an event we definitely do not want to miss out. It's about image, isn't it? Next year we will celebrate 15 years on the Czech market and we will surely make this visible at MSV.

Siemens, Veronika Němcová, Communication Director

As a traditional MSV participant, our company uses the fair to meet existing customers and reach out to new customers, whether by presentation at a stand or by participating in supporting program events and panel discussions that have been stimulating.



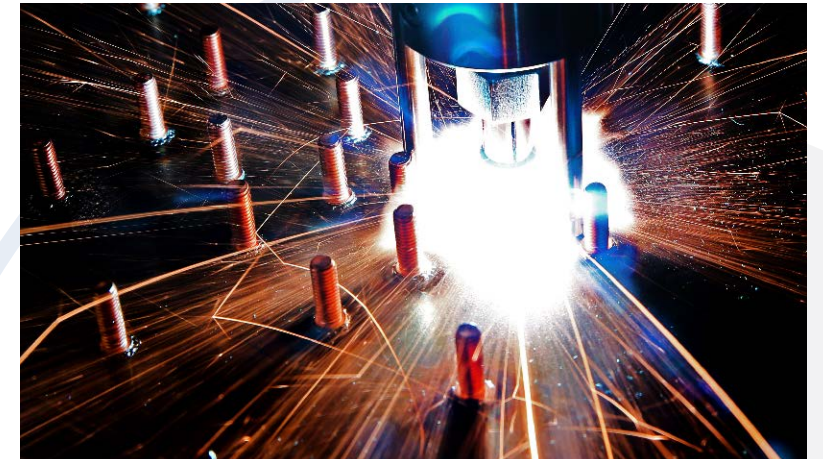
EXHIBITORS' VIEW



for cooperation of small and medium-sized enterprises in Central Europe (CED) among very successful companies at MSV. I believe that Hungarian small and medium-sized enterprises will make new beneficial contracts during the expo week.

Šmeral, Zuzana Novotná, Head of Technology and Management

We belong to those few companies that exhibit here for the 61st time. The tradition and importance of this expo is reflected in our company, especially in the fact that



we want to present our position on the Czech market to our customers, suppliers and potential workers. It is an opportunity to gain new inspiration and vision for the latest trends in engineering.

Dr. A.R. Sihag, Ministry of Heavy Industry, India

We came here to bring our exhibitors to make business contracts with Czech partners. We used the International Engineering Fair to introduce our products and also to exchange technological progress. Of course, we also like to look at the innovations in the field of engineering, which everyone is presenting here.

Péter Kiss-Parciu, Deputy State Secretary and Ministry of Foreign Affairs and Trade, Hungary

It was great that we were able to present our project of support

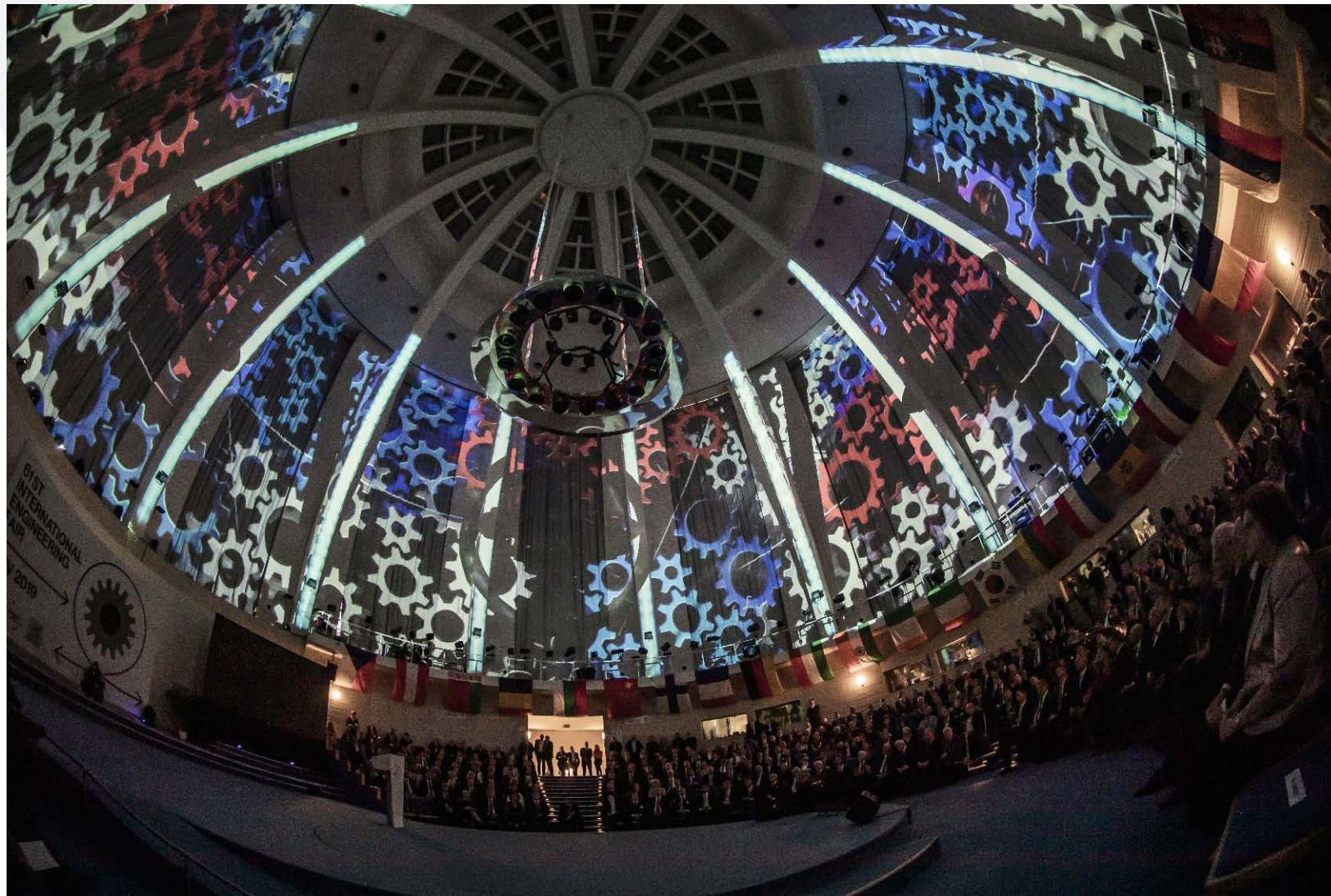


ARC-H a.s., Martin Brunclík, Sales Director

By introducing several revolutionary exhibits in the field of manual and robotized welding this year, we have gained a wide range of contacts and important orders in this field. The fair was unequivocally successful for us, across all of our divisions, especially for supplies for Industry 4.0.



OPENING CEREMONY October 7, 2019



THE GOLD MEDALS

FreeTurn – the multifunctional turning tool

Category: Gold Medal for innovation in manufacturing technology

Manufacturer: CERATIZIT GROUP

Exhibitor: CERATIZIT Česká republika s.r.o.

Citizen Cincom D25-1M8

Category: Gold Medal for production machinery innovation

Manufacturer: CITIZEN MACHINERY CO., LTD

Exhibitor: CNC invest, s.r.o.

Asymmetrical Spherical Roller Bearing with Cassette Cage

Category: Gold Medal for the innovation of a component in engineering

Manufacturer: ZKL Brno, a.s.

Exhibitor: ZKL Bearings CZ, akciová společnost

AIRSKIN®

Category: Gold Medal for innovation in automation technology and Industry 4.0

Manufacturer: Blue Danube Robotics GmbH

Exhibitor: ALTEG Bohemia s.r.o.

Sport electric car StudentCar SCX

Category: Gold Medal for innovation in transport and logistics

Manufacturer: StudentCar, VŠB-TUO

Exhibitor: Faculty of Materials Science and Technology, VSB – Technical University of Ostrava

Digital twin production cell VIRTUAL COMMISSIONING

Category: Gold Medal for innovation in automation technology and Industry 4.0

Manufacturer / exhibitor:

Brno University of Technology, Faculty of Mechanical Engineering, Institute of Production Machines, Systems and Robotics

CERTIFICATE OF MERIT

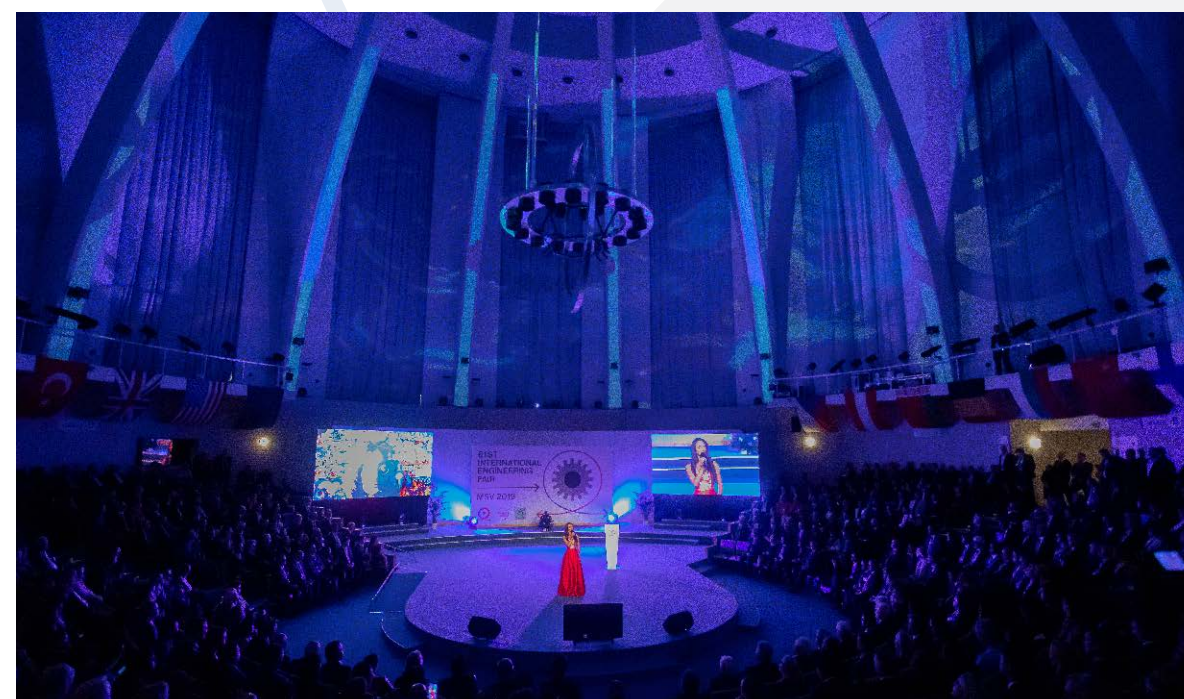
Smart box Penguin

Category:

Gold Medal for innovation in transport and logistics

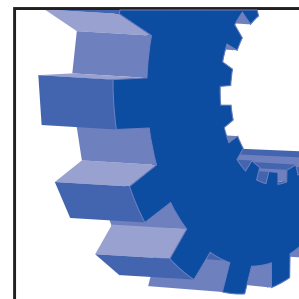
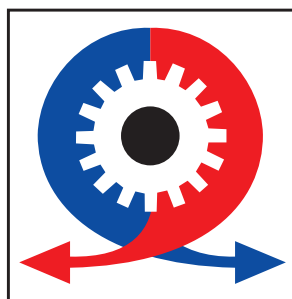
Manufacturer / exhibitor:

TEXTILECO A.S.



MSV 2020 with concurrently held IMT, FOND-EX, WELDING, PLASTEX and PROFINTECH technology fairs


62nd
International
Engineering Fair



**12th International
Machine Tools
Exhibition**


**18th International
Foundry Fair**





**25th International
Welding Engineering Fair**

**8th International
Surface Technology Fair**



**7th International Plastics,
Rubber and Composites Fair**

5–9 October 2020

Brno – Czech Republic


Central
European
Exhibition
Centre

BVV

Veletřhy
Brno