

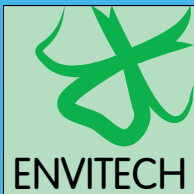
59th International
Engineering Fair

AUTOMATIZACE

MSV 2017



8th International
Fair for Transport
and Logistics

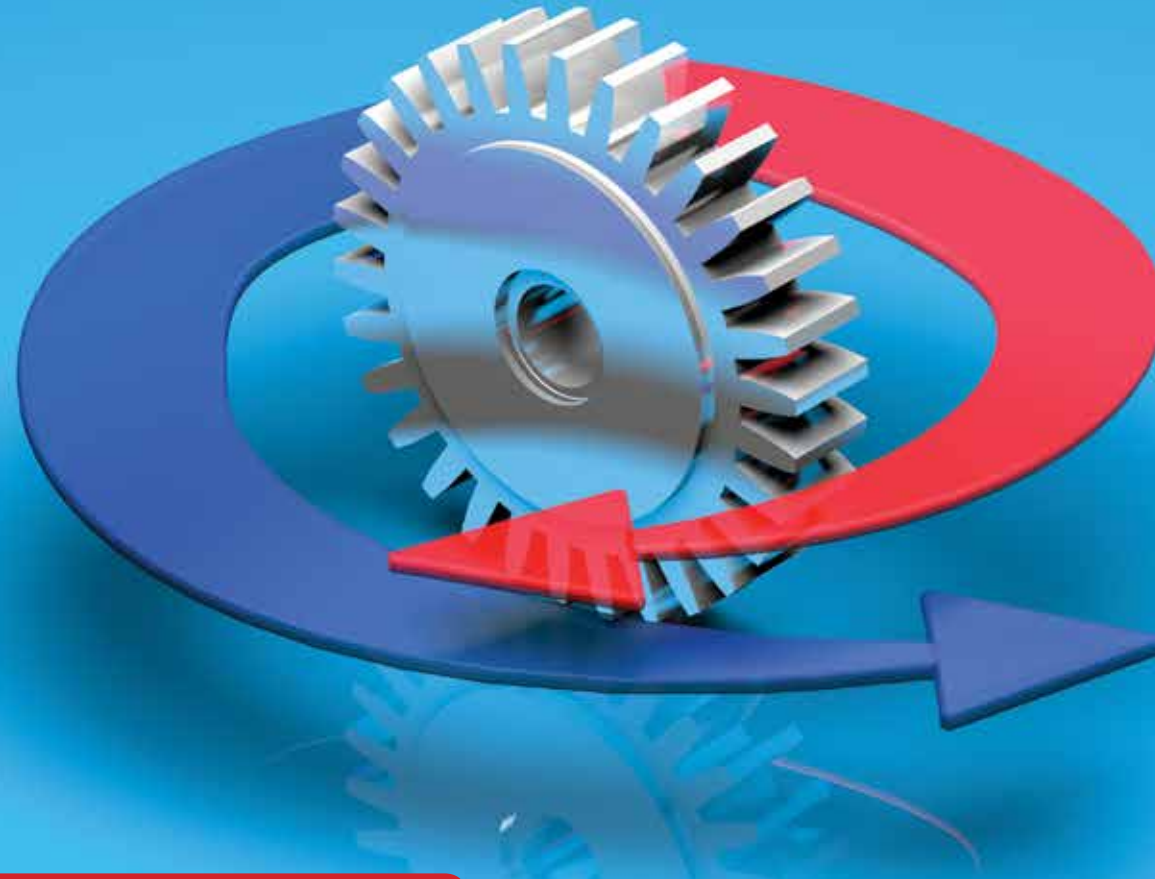


International Fair for
Environmental Protection
Technologies

1,631 exhibiting companies from **32** countries
81,836 visitors from **60** countries
42,900 sqm net exhibition area

October 9–13, 2017

Brno – Czech Republic



INDIA – PARTNER COUNTRY
OF MSV 2017



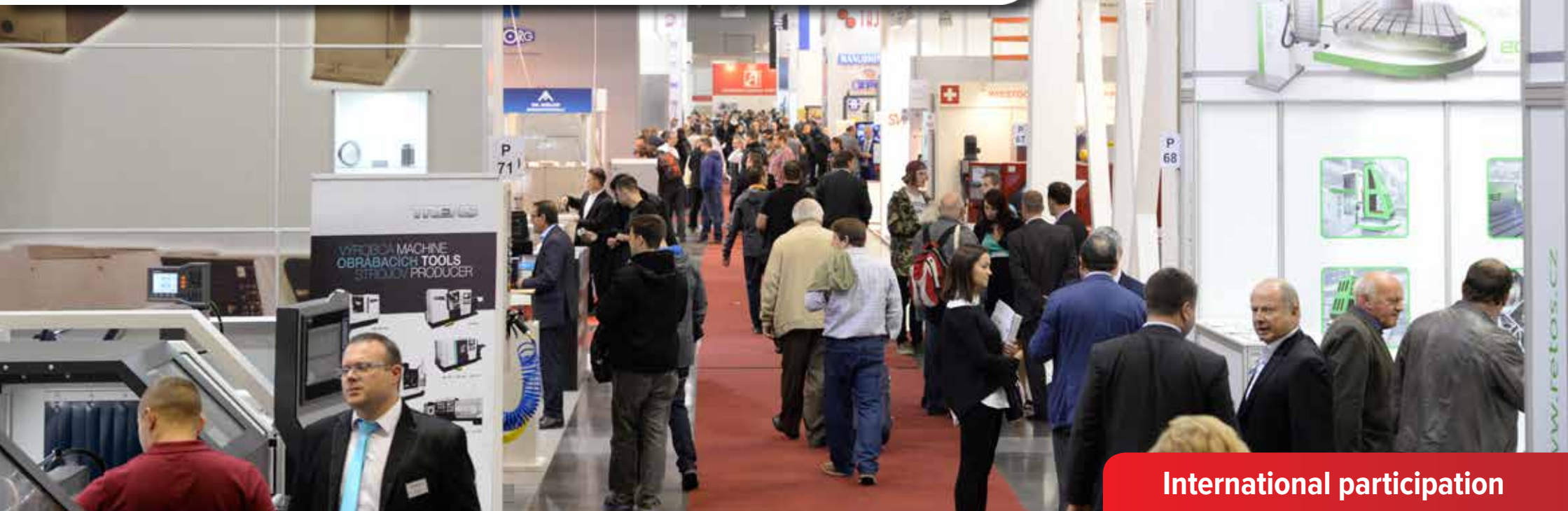
final report

Central
European
Exhibition
Centre

BVV
Veletřhy
Brno

B | R | N | O

FACTS AND FIGURES 2017 > EXHIBITORS



International participation

1,631 exhibiting companies from **32** countries

803 exhibitors from abroad, i.e. **49.2%**

List of represented countries

Austria, Belgium, Bulgaria, China, Croatia, Czech Republic, Denmark, Finland, France, Germany, Great Britain, Hungary, India, Italy, Japan, Latvia, Lithuania, Moldavia, Netherlands, Poland, Romania, Russia, Slovakia, Slovenia, South Korea, Spain, Sweden, Switzerland, Taiwan, Turkey, Ukraine, USA

Largest foreign participations



Germany
247 companies



China
71 companies



Slovakia
80 companies



Austria
41 companies



Italy
74 companies



Russia
41 companies



India
73 companies



South Korea
27 companies

FACTS AND FIGURES 2017 > EXHIBITORS



MSV

1,474 exhibitors

Transport and Logistics

116 exhibitors

ENVITECH

41 exhibitors

Exhibitors acc. to branch units

Mining, metallurgical, ceramic and glass engineering, the foundry industry	2.6%
Materials and components for mechanical engineering	12.2%
Drives, hydraulics, pneumatics, cooling technology and air-conditioning	7.1%
Plastics, rubber, composites, chemicals for engineering	11.6%
Metal-working and forming machines, tools, welding, surface technology	35.7%
Power engineering, heavy-current electrical engineering	2.2%
Electronics, automation, measuring technology	8.6%
Research, development, transfer of technologies, financial and other services	10.8%
Transport and Logistics	6.7%
ENVITECH	2.5%

AUTOMATIZACE

10th edition of a transversal project, which emphasizes the use of industrial automation in various fields of the fairs.

Partner:



Electrical and Electronic
Association of the Czech Republic

295 exhibitors from **15** countries, **25%** from abroad

Three quarters of visitors consider industrial automation attractive.

FACTS AND FIGURES 2017 > VISITORS



81,836 visitors from **60** countries

8,369 of foreign registered visitors, i.e. **10.23%**

399 journalists from **6** countries accredited for the event,

35 from abroad.

Most foreign visitors came from Slovakia, Germany, Hungary, Russia, Austria, Poland, China, India and Italy.

List of represented countries

Australia, Austria, Azerbaijan, Belarus, Belgium, British Virgin Islands, Bulgaria, Canada, China, Croatia, Cuba, Czech Republic, Denmark, Finland, France, Georgia, Germany, Ghana, Great Britain, Guernsey, Hungary, India, Indonesia, Iran, Israel, Italy, Japan, Jordan, Latvia, Lebanon, Liechtenstein, Lithuania, Malta, Moldavia, Netherlands, Netherlands Antilles, Oman, Pakistan, Philippines, Pitcairn Islands, Poland, Portugal, Romania, Russia, Saudi Arabia, Serbia, Seychelles, Slovakia, Slovenia, South Korea, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Turkey, Turkmenistan, Ukraine, United Arab Emirates, USA

INDIA – PARTNER COUNTRY OF MSV 2017



70 major industrial companies

Main exposition of India – Hall A1, other Indian exhibitors placed by branches in the halls B, E, F, G2, P and Z.



More than **80% of visitors** noticed the presence of Indian companies. Half of those who had looked at their exhibition stands were interested in their offer. 15% of them are interested in doing business with them.

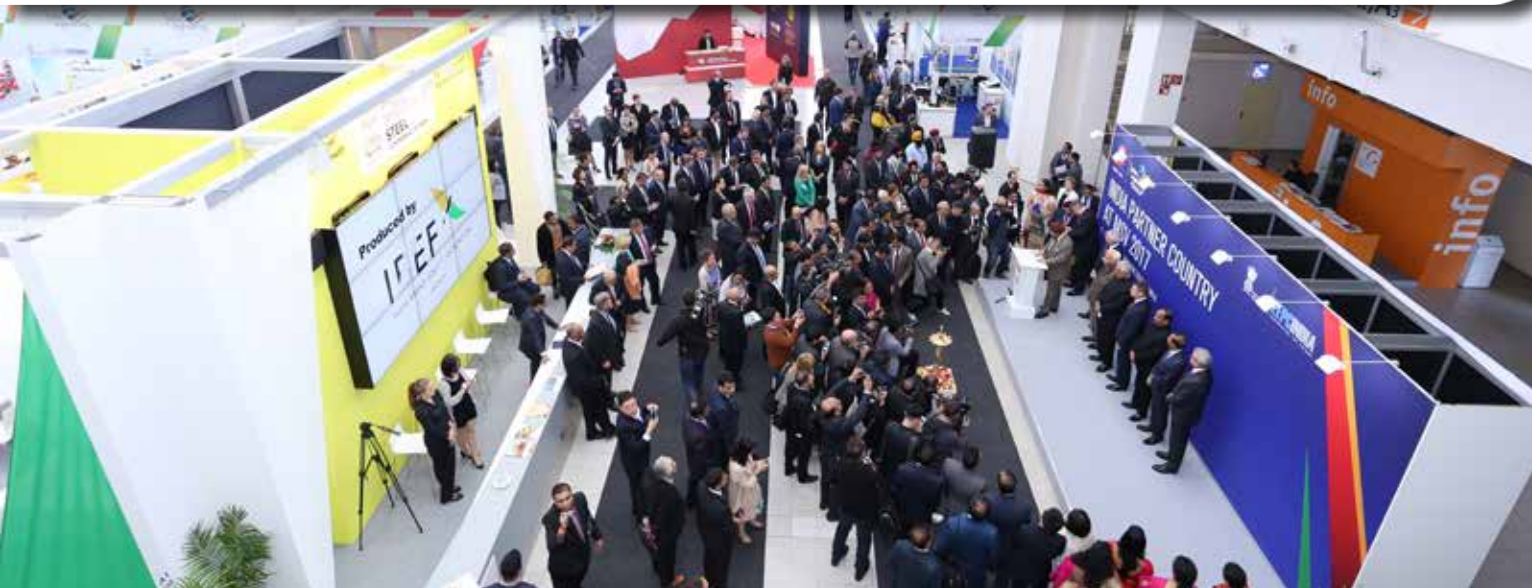
More than **70% of exhibitors** noticed the presence of Indian companies. Approximately one third of those who had looked at their exhibition stands were interested in their offer. 20% of them are interested in doing business with them.

Most represented branches

Materials and components for mechanical engineering • Equipment for machining, forming and welding • Surface treatment technologies • Tools, instruments • Pneumatics and hydraulics • Electrical engineering, electronics • Plastics



INDIA – PARTNER COUNTRY OF MSV 2017



INDUSTRY 4.0



3D TECHNOLOGY



INDUSTRY 4.0

67% of exhibitors and **61%** of visitors registered the topic Industry 4.0 at the fair.

More than half of the exhibitors and 71% of visitors consider Industry 4.0 a game-changing strategy for the future.

3D TECHNOLOGY

85% of visitors and 78% of exhibitors registered the topic 3D technology at the fair.

PACKAGING LIVE



TECHNOLOGY AND INNOVATION TRANSFER



ELECTROPARK



JOBFAIR



ASSESSMENT



The high satisfaction of both visitors and exhibitors has been confirmed.

82% of exhibitors were satisfied with the fair. The percentage of satisfied visitors grew from **86%** to **89%** year-on-year. This is the highest rating in last five years.

The International Engineering Fair has further strengthened its position in the European competitive environment and continues to be considered the most important fair with the given focus among exhibitors and visitors.

According to IPSOS surveys, exhibitors and visitors perceived the positive development of the trade fair in terms of business. Approximately one third of visitors and exhibitors perceive an improvement in this benefit.

Significant advancement was noticed in satisfaction with the number of contacts and concluded deals at the trade fair.

ASSESSMENT > EXHIBITORS



Participation in the fair is seen by most of exhibitors as one of the most important marketing tools.

98% of exhibitors made contacts with potential Czech or foreign customers.

79% of exhibitors saw contacts as the main benefit of attending the fair.

31% of exhibitors closed or began dealings on new contracts.

88% of exhibitors expect their companies to grow in the years to come.

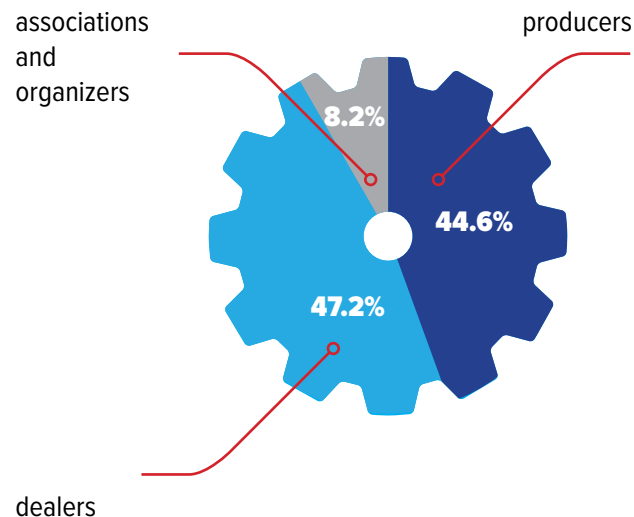
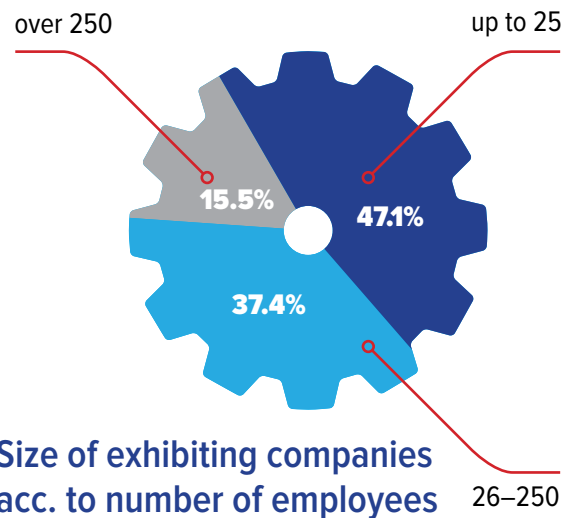
86% are going to take part in the next year's fair.

Satisfaction

• with the fair organization	8.2	<div><div></div></div>
• with the fair promotion	8.1	<div><div></div></div>
• with the visitor structure	7.6	<div><div></div></div>
• with the quality of provided services	7.3	<div><div></div></div>
• with the number of made contacts	7.2	<div><div></div></div>

(average satisfaction on a scale from 1 to 10)

EXHIBITOR STRUCTURE



Main focus of the exhibitors production

Engineering	79%
Automotive industry	58%
Aircraft industry	18%
Electrical technology	14%
Food industry	11%
Building industry	9%
Chemical industry	8%
Power engineering	7%
Defence industry	6%

ASSESSMENT > VISITORS



More than half of all visitors see the novelties, new technologies and contacts as the main benefits of the fair.

Visitors were highly satisfied with the number of gained contacts and closed contracts as compared to last years.

71% of visitors expect their companies to grow in the years to come.

88% are willing to come to the next year's fair.

Satisfaction

- with the expert level of the fair 8.4
- with the quality of exhibited products and servicess 8.2
- with presence of important companies in the industry 7.8
- with the number of exhibited novelties 7.5

(average satisfaction on a scale from 1 to 10)

WEBSITE VISITOR RATE

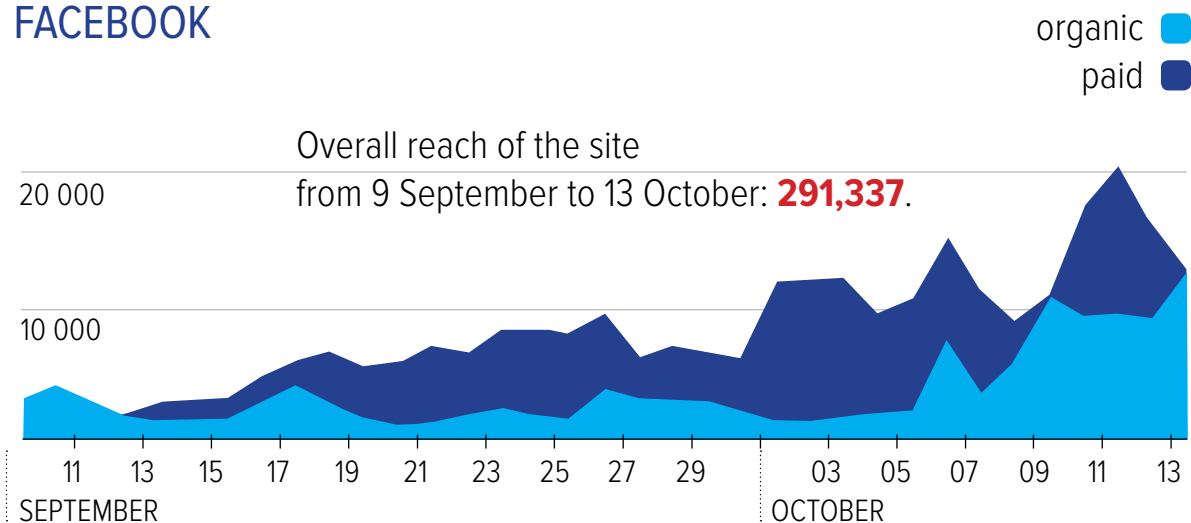
Visits of www.bvv.cz/msv in the period between **1 August – 20 October 2017**



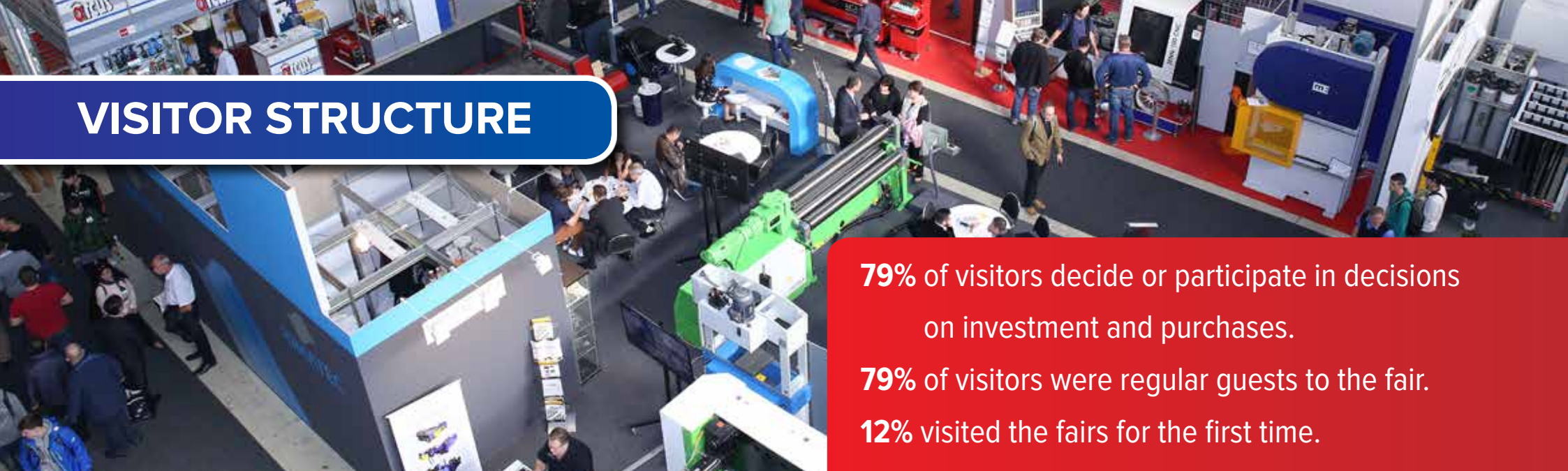
Visits	Users	Viewed pages	Number of pages per visit	Average duration of the visit	% of new visits
247,941	128,845	1,011,491	4.08	00:02:10	45.74

Country	Visits	Visits in %
Czech Republic	185,279	74.73
Slovakia	20,167	8.13
Germany	11,456	4.62
Poland	3,638	1.47
Italy	2,503	1.01
Austria	2,449	0.99
USA	2,001	0.81
India	1,848	0.75
Great Britain	1,763	0.71
Russia	1,729	0.70

FACEBOOK



VISITOR STRUCTURE



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

79% of visitors were regular guests to the fair.

12% visited the fairs for the first time.

Professional branches of visitors – most represented

Engineering	54.0%
Automotive industry	9.6%
Electrical technology	6.4%
Plastics, rubber technology and chemical industry	4.4%
Education, science and research	3.4%
Power engineering	2.1%
Trading industry	2.0%
Metallurgy and foundry industry	1.9%
Light industry	1.6%
Building industry	1.4%
IT and communication	1.4%
Banking and insurance industry	1.1%

Which branches were the visitors most interested in

Metal-working and forming machines	17.5%
Electronics, automation and measuring technology	10.7%
Precision machining tools	9.5%
Tools	7.2%
Drives, hydraulics, pneumatics, cooling technology	6.6%
Welding	6.1%
Surface and heat treatment	5.0%
Plastic products and semi-finished products	4.7%
Metallurgical and semi-finished metal products	4.2%
Bearings, transmissions, clutches, brakes, lubrication systems	4.2%
Research, development, transfer of technologies	4.2%
Plastics machinery and equipment	4.1%

Packaging materials and packages, packaging machines for the industry	2.8%
Power engineering	2.6%
Foundry industry	2.2%
Chemical industry	1.8%
Handling and storing technologies	1.6%
Ecotechnology	1.6%
Heavy-current electrical engineering	1.3%
Financial and other services	1.3%
Mining, metallurgical, ceramic and glass industries	0.8%

Sources: Market research from the Ipsos. Details are taken from the registration of trade visitors.

TRANSPORT AND LOGISTICS 2017



8th International Fair for Transport and Logistics

116 exhibiting companies from **9** countries

27.6% from abroad

Largest foreign participations

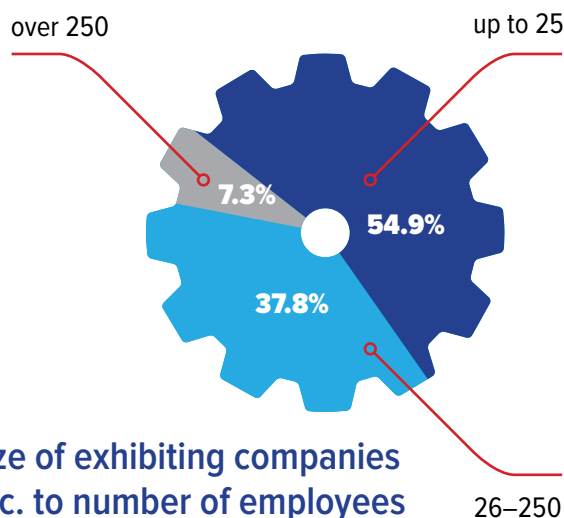
Slovakia, Germany, Russia

List of represented countries

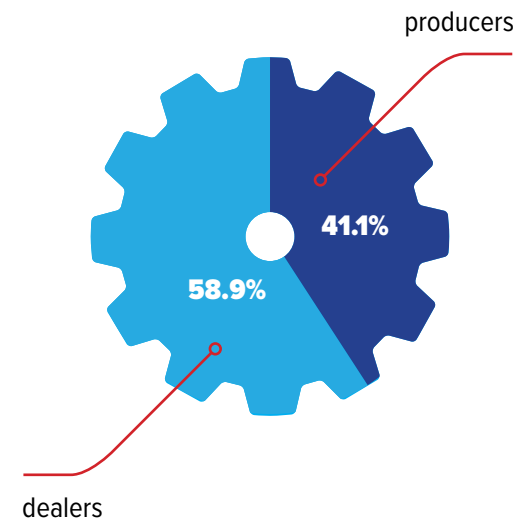
Czech Republic, Finland, Germany, Italy, Lithuania, Poland, Russia, Slovakia, Taiwan

Most represented branches

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



Size of exhibiting companies acc. to number of employees



3,600 registered visitors showed interest in the fair.

ENVITECH 2017



International Fair for Environmental Protection Technologies

41 exhibiting companies from **8** countries

53.6% from abroad

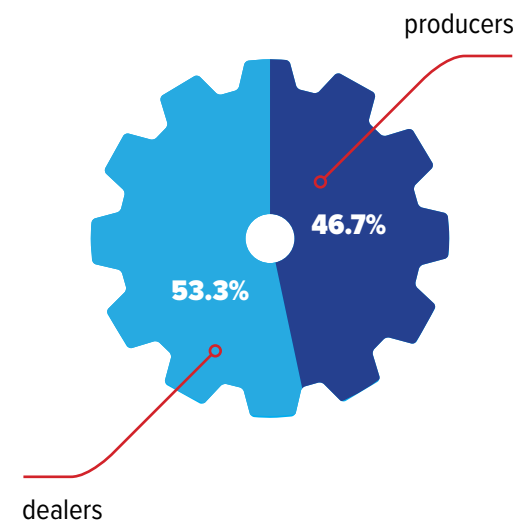
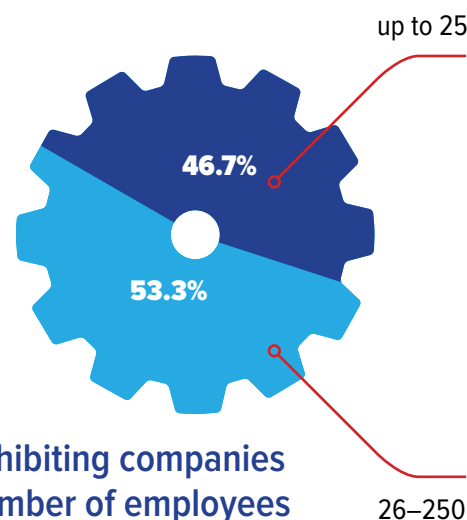
List of represented countries

Austria, Czech Republic, Great Britain, Hungary, India, Germany, Netherlands, Slovakia

Most represented branches

Air-conditioning equipment • Machines for industrial cleaning and washing • Technology for sewage water treatment plants • Waste processing and utilization • Technologies for the treatment of drinking, service and technological water

1,310 registered visitors showed interest in the fair.



GOLD MEDAL OF MSV 2017 > AWARDED EXHIBITS



Competition for the best innovative exhibits of the International Engineering Fair

Evaluation criteria: novelty of the exhibit, the rate of invention, innovation procedure, the difference in the main function, diversity of additional functions
Entered exhibits were evaluated by an expert evaluation committee led by Jaroslav Katolický, dean of the Faculty of Mechanical Engineering, Brno University of Technology.

Competition
announcer:



Competition
organizer:



Category: Innovative engineering component

Ballscrew

Producer/Exhibitor: KSK Precise Motion, a.s.

Ballscrew with a new type of the recirculation parts where these are not inserted into nut, but made right in a nut by injection molding from plastics. By this is achieved significantly better joining of the recirculation part to the thread of the nut. Ballscrew with recirculation parts made in this way has a considerably better properties such as smooth run, lower noise level, higher maximum speed. For this ballscrew was except the new recirculation parts developed a unique technology for their manufacturing in the body of the nut. Advantage for the producer are lower production costs due to reduction of the time of assembly.



Category: Innovation in transport and logistics

ErgoPack Air 740-580

Producer: ErgoPack Deutschland GmbH

Exhibitor: ALTEG Bohemia s.r.o.

Ergonomic pallet strapping system for high-standing pallets. With the height adjustable „Air“ also high-standing pallets can be strapped now in an ergonomic way, standing upright and without bending down. This is allowed by a patented levitating double ChainLance. The double ChainLance can be adjusted steplessly up to 580 mm height. Furthermore, by means of two ultrasonic sensors, the „Air“ version possesses an automatic detection of the pallet width.



Category: Innovation which demonstrably incurred as a result of contractual collaboration of companies with research organization in the Czech Republic and Slovakia

WeldPrint MCV 5X

Producer/Exhibitor: KOVOSVIT MAS, a.s.

WeldPrint MCV 5X is a hybrid manufacturing. Additive and subtractive technologies are integrated into one workspace. The development of the machine took place in cooperation with RCMT (FS CVUT). The technology and machine was granted a patent No. 306654 entitled: Method



for forming metal parts by depositing the material and apparatus for carrying out this method. The material is applied by means of a modified electric arc.

Category: Innovative manufacturing technology

Line for production of linear composite material containing nanofibres

Producer/Exhibitor: Technical University of Liberec

The production line employs a new technology to create linear composite material containing nanofibres by means of the AC electrospinning. The product is a unique fiber taking advantage of the exceptional properties of nanofibrous materials. This new composite fiber material positively combines the properties of the carrier core fibers to provide the required strength together with the nanofibre shell that gives the material its specific properties. The developed fiber and subsequently produced fabric and three dimensional composite materials are used in various applications – filtration, sewage treatment, medical applications, special technical textiles, etc.



Category: Innovation in automation technology

Werth TomoScope® XS

Producer: Werth Messtechnik GmbH

Exhibitor: PRIMA BILAVČÍK, s.r.o.

Coordinate measuring machine with CT sensor system. Measurement and digitizing of plastic, light metal, and graphite parts with Computed Tomography and Werth Multi-sensor system. Due to the compact design, the minimal space requirement and low weight of the TomoScope® XS, it can be set up nearly anywhere.



Category: Innovation of production machine

ULS 100 RB

Producer/Exhibitor: ŠMERAL Brno, a.s.

New original construction solution of the machine ULS 100 type. New design is revolution in a sense of bearing without clearance of working rolls and their hydraulic fast changing. New construction of the torque transmission is the second important innovation.



Honorable recognition of the Evaluation Committee

Category: Innovative manufacturing technology

Briquetting press iSwarf 800

Producer/Exhibitor: BRIKLIS, spol. s r.o.

Briquetting press for metal waste from metal working. Energy saving machine. Press is protected by utility model and patent. High level of automation and diagnostics. The high level of pressing and low residual moisture of the briquettes allow for trouble-free melting.



Gold Medal for lifetime creative and technical work and for innovative actions achieved: prof. Ing. Stanislav Hosnedl, CSc.

Professor Hosnedl has devoted his entire life to scientific activities in the field of manufacturing machinery and equipment. He contributed significantly to the development of Engineering Design Science, where he became a respected expert not only in this country but also abroad. The professor is tirelessly dedicated to students with whom he shares the latest knowledge in the field. He is still active in science and has left his mark on this field of study.

OPENING CEREMONY OCTOBER 9, 2017



OPENING CEREMONY OCTOBER 9, 2017



QUOTES ABOUT THE FAIR

When the economy and companies are doing well, the fair is doing well too. The exhibitors again brought wonderful exhibits. This is not a Czech fair, it is an international and indeed a global fair that confirms that the Czech Republic is part of the global economy.

Jiří Kuliš, CEO, BVV Trade Fairs Brno

I am almost as an inventory at the Brno fair because I come here regularly and I like to come here. I appreciate the work of those who organize the International Engineering Fair.

Miloš Zeman, President of the Czech Republic

I am pleased that we have a continuous tradition of 59 years of the International Engineering Fair, and I am proud of the fact that here in Brno we have such a beautiful exhibition centre, which is completely filled with the participants of this event.

Bohuslav Sobotka, Prime Minister of the Czech Republic

In spite of all the modern communication technologies, personal contact, trust and chemistry remain important among the partners that are indispensable in the business. The International Engineering Fair is an ideal opportunity to extend old friendships and create new ones.

Jiří Havlíček, Minister of Industry and Trade of the Czech Republic

It has been a pleasure to visit the Brno International Engineering Fair. It is one of the most important and most prestigious industrial fairs not only in Central and Eastern Europe, rather in the whole world.

C.R. Chaudhary, Minister of Industry and Trade of the India

MSV is always a place to show how companies can transfer R & D results into specific solutions. It is also a good feedback, because here one can see how much the innovative companies place their emphasis on co-operation with research. Like every year, there are a lot of interesting things that cannot be seen within a half-day, and so I have to be selective and thus I'll definitely miss something interesting.

Pavel Bělobrádek, Deputy Prime Minister for Science and Research

Two years ago, we as a city were able to take over shares in BVV Trade Fairs Brno. And I am very glad that this decision seems to have been the right one. I have to say that this is positively reflecting on the economy of the city.

Petr Vokřál, Mayor of the City of Brno

Thank you MSV Brno! It has been a great honour to be a partner country of the International Engineering Fair 2017 and I believe this is the beginning of long-term cooperation.

Tarvinder Singh Bhasin, Director, EEPC India

The participation of nearly ninety companies at the International Engineering Fair is a welcome opportunity for the future development of joint trade. In the 1920's, brands such as Bata or Jawa were common terms in the Indian vocabulary. Before the Velvet Revolution, Czechoslovakia was the second largest exporter in the defence industry. At present, India uses only 0.5% of Czech imports. I see great business potential here.

Krishan Kumar, Ambassador of India to the Czech Republic



I am glad that the Assembly is held as always during MSV, and I am happy that the Exhibition Centre is full. Politicians should see the fair most of all and see what the Czech industry looks like, what Industry 4.0 looks like and what is the future of this country. This year's MSV is incredibly successful, with 1,630 companies from 32 countries here, demonstrating that our companies have advanced quite a bit in Industry 4.0.

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

MSV in Brno is one of the most significant and representative trade fairs organized in Central Europe. This year, Slovakia ranks among the three largest exhibitors with 80 presenting entities. The Ministry of Economy of the Slovak Republic highly appreciates the work of the organizers of the fair and firmly believes that this 59th edition will bring new opportunities for establishing cooperation and deepening existing relations.

Vojtech Ferencz, Secretary of the Ministry of Economy of the Slovak Republic

EXHIBITORS' VIEW

Radim Horák, Business Development Specialist, ABRA Software a.s.

We are exhibiting here for the second year and the main reason is MSV's focus on Industry 4.0. The trade fair brings us direct contacts with our visitors, while we also meet our existing clients and actively address companies where we see the potential for cooperation. We are also active in various supporting events here and we are visible in the areas of industry and automation, which is important to us because we want to be perceived by the professional public as a company contributing to the development of Industry 4.0.

Jan Sovák, Executive, Bee Interactive s.r.o.

The trade fair is important to us in terms of promoting our own EasyCargo product – a software for efficient planning of truck and container loading. Our customers have only been finding us on the internet and so we decided to address another group of people who have not heard of our solution yet. In this respect, the fair helped us a lot, many people stopped at our stand and were interested in specifications.

Tomáš Kepřta, Marketing Manager, ČKD Blansko-OS, a.s. and TOS Kuřim-OS, a.s.

This year's International Engineering Fair is definitely positive, the attendance was stronger than at the well-known EMO trade fair. A large number of experts, established partners, etc. came to business meetings. We cannot complain about a large number of potential new



partners either. Negotiations took place directly on each of the new machines of these two companies. The most interested parties came from the Czech Republic and Slovakia, we also had delegations from India and from English-speaking countries. The companies were satisfied with their participation.

Jiří Malůš, DATRON-TECHNOLOGY s.r.o., Slovakia

We are happy with our participation, especially from Tuesday to Thursday, a large number of people came to our stand. We regularly exhibit in the same place in Brno, customers keep returning to us and it also happens that they make a purchase after a second or third visit. This strengthens me in the opinion that it makes sense to participate in the fair. It is also a signal to customers that they are dealing with a reliable and well-established partner whose products can be used for a longer period of time.

Jan Ponížil, Founder, DONGSHIN CE

We represent a Korean company with a 50-year tradition as their new subsidiary. Brno is a pre-premiere for us before Monday's premiere in Germany. On the Czech and Slovak markets, we want to address customers in the automotive industry. We have had interesting reactions at the fair, as DONGSHIN has never been presented in Europe, and for many visitors, our injection machines have been a surprise due to both design and speed.

Tomáš Střelský, Director for the Central and Eastern European Market, Egbert Taylor Group Limited

This event is among the biggest ones we have attended in terms of their range and attendance. Our expectations have certainly been met when it comes to the scope of PR and media coverage. There have not been any specific business cases that would have resulted from our presence, but our



exhibits have produced several positive responses. BVV services were totally fine. Perhaps it is just a shame that the ENVITECH trade fair does not use a separate hall.

Klaus Reinauer, Business Director, EPPINGER GmbH

We took part in the International Engineering Fair in Brno for the first time. We were surprised at the great interest in our products. The exhibition was visited by many people and they were interested in the exhibits of EPPINGER. A number of business meetings were also successful. Next year we will definitely return to the Brno Exhibition Centre.

Michal Žáček, Robot Sales, FANUC Czech s.r.o.

The engineering fair was a success for our company; besides the established customers, we were visited by other potential clients. We have made new contacts which we will evaluate in a few weeks after the fair. We were delighted that the stand was constantly surrounded by a crowd because we presented robots at work.

Martin Ježek, Sales Technician, FlexLink Systems s.r.o.

We returned to the fair as exhibitors after seven years. We see our participation in MSV very positively, whether in terms of environment, service or attendance. We have gained fifty

new contacts during the three busiest days. We also used our presence in Brno to visit the stands of our partners and competitors. It's a good time saving because everyone is in one place. We are glad to be here, and we believe in a positive response.

František Pán, Sales Representative, GALIKA AG

Our economy is doing well, as has been shown at the engineering fair. We had an average of 80 meetings per day at the exhibition stand, and we were visited by representatives of companies we did not even know. We even concluded sales contracts with one company from the Czech Republic and another from Slovakia, right on the spot. Foreign buyers from Ukraine, Poland and Croatia interested in our machinery also visited us. We are happy with the fair.

Marek Sucharda, Director, HARTING s.r.o.

We do not have all the basics to be able to evaluate all aspects of our participation in MSV 2017 more seriously at this point, but my personal impression is positive. I appreciate the increased activity of the organizers in the general presentation of the fair, ensuring the participation of the leaders of the state and the business sphere and the continuing concept of the partner country.

Peter Šebök, Business Director, IMEXIM TS, a.s.

This year's fair made a good impression on us, our return after many years to Brno is very positive. We will definitely come again next year. Attendance at our exhibition stand was high. We had very interesting meetings, which were also very productive. The people who came to visit us were looking out for us, even though we presented a new brand this year. The fair was very successful for the company. The engineering sector is doing well, one can see it from all sides.

Petr Heinrich, Technical Director, KOVOSVIT MAS, a.s.

I see this year's MSV very positively and I think that for KOVOSVIT it has been a very successful edition. I've been here during the whole week and I'm doing business support because we're introducing several machines this year. There was great interest in our new hybrid technology, people stop by, asking and wondering what technology they could use in their production. A few interesting applications have already been discussed with our customers and we will continue the negotiations after the fair.

Vít Hněvkovský, Marketing Manager, KUBOŮŠEK EU holding a.s.

We have seen customers' interest in a new, unique technology that is much used in design products or in the automotive industry and can print nearly 97 percent of the mould, which is an excellent result for injection moulding machines. We are satisfied with the fair, especially with Wednesday, which is traditionally the most visited day. But even the other days, including Mondays, were very good in a year-on-year comparison.

Vlastimil Zelenka, Application Engineer, LASCAM systems s.r.o.

We were pleased with the abundant attendance of visitors who were particularly interested in laser cleaning systems. We supported this topic with a lecture, after which even a queue was formed by our stand. We have seen great interest within the plastics industry in solutions for cutting plastic inlets and we have a lot of demands there. I can say now that we are before signing the orders, which means our expectations at this fair have been fulfilled.

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

The attendance of this year's fair was above average. I was also pleased with the high attendance of secondary schools and universities, as we need the interest of students who will be recruited to become the company's employees. The focus of this prestigious automation event was also suitably chosen. The trade fair serves us to acquire new contacts, which has been achieved in Brno.

David Emler, Business Director, Nexnet, a.s.

The fair was very successful for the company, with more visitors than last year. That's why more people visited our exhibition stand, too. I can say that there were also a significantly higher number of contacts than in the previous year. I would consider the fair as one of the most successful ever.

Pavel Matoška, Director, PENTA TRADING, spol. s r.o.

Our company is satisfied with our participation. We no longer have to catch customers in Brno, they come to us themselves. This was made possible by the change of features of the engineering fair, that is, we are regularly in one place, and thus new potential clients who get references from our regular customers come to see us here.

Miroslav Mašek, Executive, PILOUS – pásové pily, spol. s r.o.

As always, our company introduced our novelties at the Engineering Fair in Brno. More visitors came in than last year and we have received a good number of orders directly at the fair. It was a nice surprise for us that companies were interested in more sophisticated saws – they simply have more orders and need to buy modern machines. Not only our company but also the others are doing well, which is showing at the Brno fair. We have been participating in the Engineering Fair every year on a regular basis since 1992 and we cannot imagine that we would not come again.

Petr Mikota, Sales Manager, PROFIKA s.r.o.

Our company is very satisfied with our participation, next year we will definitely come back to Brno again. Our exhibition in Hall P was visited by more people than last year. We also use the trade fair to hold business meetings; our partners come here to see us and also the exhibition stands of other companies and compare where the machine industry is going every year.

Leopold Širůček, Sales, Protechnik Systems

It is obvious that with the good economy of our state, people are also interested in buying new machines, technologies, etc. That is why more people came to the fair in Brno than in the previous year. Our company felt this by making more contacts directly at the fair, which is very positive for the company. Apart from Czech engineers, our colleagues from Slovakia, Poland and Russian-speaking countries also visited us.

Jan P. Laštůvka, Executive, RUDL UP

We are really excited about the fair, it's great here. By having an interactive exhibit, we can let people try it and they



respond. There are also people from other industries who are interested stopping by. Responses are just positive. By your having written about us, people are coming because they have read it and wanted to see with their own eyes. The website is spinning, today we will be on television. We are absolutely thrilled!

Leoš Sehnal, Managing Director, SA Trade s.r.o. (PROMA machine tools)

This year's MSV seems better than the previous years. There are more of our target customers here who come up with specific requirements. We target secondary vocational schools, craft workshops and metalworking companies. This year, more tenders with European subsidies were launched, and so we are trying to offer secondary schools an optimal solution for teaching metalworking, and school representatives were strongly present here. We are happy with the fair.

Jan Ježek, Software Group Manager, SEMACO tools and software, s.r.o.

The fair was successful; it is interesting that we have been visited by more colleagues from Slovakia who were interested in the automation and use of robots and their application in the production process. They simply came to our exposition purposefully and knew what they wanted. We also held several business meetings, this year even with new potential customers.

Tomáš Duba, Sales Director, Siemens, s.r.o.

We have been coming to the trade fair in Brno for many years and this year we are extremely satisfied with its excellent quality. For our company, it has been the most successful year in its existence. The company is happy to present at MSV and we don't even think about not coming again. The fair is an ideal opportunity to reach our target audience at the time of electronic media. Investments in this event always pay off and we are surprised how many opportunities this presentation gives us.

Kamila Macháčková, Executive, Stroje JMK s.r.o.

The number of visitors to our exhibition seemed the same as in the previous year. I was delighted that they were targeting us and were interested in our goods and knew exactly what they wanted. As a novelty, we presented a new binder in the field of abrasive discs. We use the Brno trade fair every year for business meetings and new contacts, which was successful. The company was satisfied.

Vladimír Tejček, Sales Director, STROJÍRNA TYC s.r.o.

The trade fair is primarily a social event for our company, we must present ourselves, among other things to maintain the prestige of our company. We talk to

colleagues about the development of engineering and other trends in Brno, which is very important for further work. Business meetings are also good and the same applies.

David Kratochvíl, Director, TAIMA spol. s r.o.

It is our twenty-fifth time at the Engineering Fair in Brno, and we will continue to participate. This year we have received a large number of orders for machines and we will evaluate them after the fair. We were surprised by the great attendance that we did not expect. Brno always serves us to arrange meetings in advance at our stand. This year we had them with many new customers. We rate our participation very positively.

Jaroslav Bureš, Service Manager, Teximp, spol. s r.o.

Very good fair, excellent services, more visitors than last year. That's how I can shortly review this year's MSV. Our regular customers also came to Brno of course, and we also gained new contacts not only from the Czech Republic and Slovakia, but also from other countries. We've had several business meetings, and it's great to hear the suppliers of another facility for our company contacted us, for example from Italy. We are happy with the fair.

Ivana Geistová, Marketing Manager, Yamazaki Mazak Central Europe, s.r.o.

The trade fair was very successful for the company, we already have positive reactions to our work. We presented seven machines focused on Industry 4.0. We are very pleased because not only existing clients visited us here but also new ones who were very interested in buying new machines such as laser ones. Compared to the past years, we have succeeded in selling, we have a number of orders, this year it is also a sales fair for us.

Miloš Musil, Executive, WHP TECHNIK s.r.o.

The company is happy with the trade fair because many visitors came to our exhibition stand. Great interest also came from Slovak engineers. In addition, we have made many new contacts, which we will evaluate in the coming months. We have also met with regular customers.

Jan Úlovec, Sales Director, WNT Česká republika s.r.o.

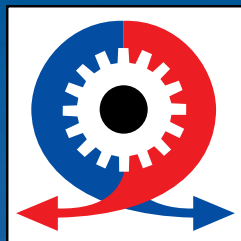
We returned after four years, because we want to show our customers what has changed with us during the time when we have joined two divisions. We wanted to introduce news and attract new customers. And I think it is going well and the interest is great. We are glad that the fair has remained at the same level, and after four years, we just jumped onto a fast train. I do not see any negatives.



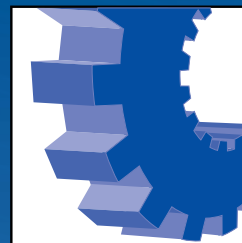
MSV and IMT 2018 with concurrent FOND-EX, WELDING, PLASTEX and PROFINTECH technology fairs



60th International
Engineering Fair



MSV 2018



IMT 2018

11th International Machine
Tools Exhibition



17th International
Foundry Fair



24th International Welding
Engineering Fair



7th International Surface
Technology Fair



6th International Plastics,
Rubber and Composites Fair



October 1–5, 2018
Brno – Czech Republic

**60th
MSV**

BVV
Veletrhy
Brno