<table>
<thead>
<tr>
<th>EXHIBITING COMPANIES</th>
<th>FOREIGN EXHIBITORS</th>
<th>VISITORS</th>
<th>COUNTRIES FROM ALL OVER THE WORLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,651</td>
<td>52%</td>
<td>80,937</td>
<td>57</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET EXHIBITION AREA</th>
<th>SUPPORTING EVENTS</th>
<th>ACCREDITED JOURNALISTS</th>
<th>SLOVAKIA PARTNER COUNTRY</th>
</tr>
</thead>
<tbody>
<tr>
<td>45,045 sq m</td>
<td>79</td>
<td>280</td>
<td></td>
</tr>
</tbody>
</table>
FACTS AND FIGURES 2018
EXHIBITORS

1,651 exhibiting companies from 32 countries, 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

<table>
<thead>
<tr>
<th>Exhibitor</th>
<th>Exhibitors</th>
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</thead>
<tbody>
<tr>
<td>MSV</td>
<td>778</td>
</tr>
<tr>
<td>IMT</td>
<td>467</td>
</tr>
<tr>
<td>WELDING</td>
<td>90</td>
</tr>
<tr>
<td>FONDEX</td>
<td>55</td>
</tr>
<tr>
<td>PLASTEX</td>
<td>182</td>
</tr>
<tr>
<td>PROFINTECH</td>
<td>79</td>
</tr>
</tbody>
</table>

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-conditioning ________ 14.4%
- Power engineering and heavy-current electrical engineering ________ 3.6%
- Electronics, automation and measurement __________ 17.8%
- Environmental technologies __ 2.6%
- Research, development, technology transfer, financial and other services ________ 15.6%
- 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

Branches most strongly represented:
Equipment for metal working and forming
Materials and components for engineering
Plastics technologies

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.

“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
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

¾ 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%** thought 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 provided __________ **7.5**
- 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.
Traffic on the Internet pages www.bvv.cz/msv during the period 1.8.–20.10.2018

Number of unique visitors: 123,752

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

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: 1.2%

“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%
- Drives, hydraulics, pneumatics, refrigeration ____________ 6.2%
- Welding ______________________________ 6.1%
- Science, research, technology transfer, services __________ 4.5%
- Surface treatment and thermal treatment __________ 4.4%
- Plastic products and semi-products ___________ 4.3%
- Bearings, transmissions, clutches, brakes, lubrication systems ___ 4.1%
- 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
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

“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 companies from 10 countries
52.3% 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 1.4%
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 materials 5.3%
Robots, manipulators and accessories for welding technologies 11.4%
Other elements, machinery and equipment for welding 22.8%
Welded structures, sub-supplies 1.8%
Research, services, institutions 2.6%
FOND-EX – the 17th International Foundry Fair

55 exhibiting companies from 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%

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, calculations and simulations, CAD/CAM ______ 7.3%
Castings ____________________ 12.6%
Services, consultation, research, institutions, education __________ 5.5%

Largest foreign participation
Germany, Italy, Poland
PROFINTECH – the 7th International Surface Technology Fair

79 exhibiting companies from 9 countries
36.7% 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
Equipment for cleaning and treating surfaces 28.1%
Electroplating equipment 0.9%
Lacquering equipment, equipment for enamelling and plastic coating 18.7%
Special surface finishing equipment 39.3%
Environmental technologies in surface finishing 3.7%
Research, services and institutions in surface finishing 9.3%

“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 companies from 14 countries
50% 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 GOLD MEDALS

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.
THE GOLD MEDALS

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.

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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.
THE GOLD MEDALS

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.
THE GOLD MEDALS

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.
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

INDUSTRY 4.0 AND THE DIGITAL FACTORY

OCTOBER 7–11, 2019
BRNO, CZECH REPUBLIC

www.bvv.cz/msv