62nd INTERNATIONAL ENGINEERING FAIR

5–9 October 2020
BRNO EXHIBITION CENTRE

www.bvv.cz/msv
Czech Economy at a Glance

• As an EU member country, the Czech Republic participates in the European single market. The Guardian described the Czech Republic as “one of Europe’s most flourishing economies”.

• The Czech Republic has a highly diverse export-oriented economy, based on manufacturing, services and innovation, that ranks 10th in the 2016 Economic Complexity Index. Industrially it is the most developed country in the region of Central and Eastern Europe.

• The industry sector accounts for 37.5% of the economy. The principal industries are high tech engineering, automotive, electronics and machine-building, steel production, transportation equipment including aerospace, and advanced materials.

• IMF: The next few years will see Czech economic growth hovering around 2.5 percent. The Czech economy reports the lowest unemployment rate at levels 2.5%–3.2% (prediction 2024). Inflation rate lies at 2–2.5%, which is the target of the Czech National Bank.

• Imports amount on average to 120 billion EUR while exports have sustained expansion over the last years. In general, the largest trading partner is Germany followed by other members of the EU.

• The Czech National Bank maintains a stable sophisticated banking system. The Czech Republic fulfils the criteria for Euro adoption on public finances and long-term interest rate but still uses the Czech crown is the national currency.

• The Czech GDP per capita at purchasing power parity (about $37,370) is similar to that of Italy or Israel.
Brno – The Trade Fairs Capital

- Located between Prague and Bratislava. Brno is acknowledged as “The Trade Fairs Capital”.
- In the Czech language, the city of Brno is synonymous with exhibitions. No wonder that 90% of the Czech population relate the city to exhibitions and trade shows.
- Brno is the Czech Republic’s No. 2 business city – a city of commerce, logistics, and education. The city’s six universities make Brno a knowledge hub for IT, biotech and medical research.
- Conveniently located, Brno is within easy reach of 5 Central European capitals: Prague, Vienna, Bratislava, Budapest, Ljubljana, and southern Poland.

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

The largest and most important industrial fair in Central Europe

- Comprehensive cross-sectoral industry presentation
- Target group of trade visitors with high decision-making power in companies
- Path to new markets, contacts and opportunities – participation of small, medium and large enterprises
- Exhibitors and visitors from tens of countries around the world

Key sectors:

Machine tools and equipment
- sector highlighted at the IMT
- cooperation with the Association of Engineering Technology

INDUSTRY 4.0 and DIGITAL FACTORY
- digitization of production

Circular economy
- management of material resources

TOP TECHNOLOGY sectors
- foundry at FOND-EX
- welding at WELDING
- plastics, rubbers, composites at PLASTEX
- surface treatment at PROFINTECH

Investment opportunities
- presentation of start-ups
- research, development, technology transfer
<table>
<thead>
<tr>
<th>Mining, metallurgical, ceramic and glass engineering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Machines and equipment for geological prospecting • Machines and equipment for open cast mines and pits • Machines working and processing raw minerals • Equipment for metallurgical plants, steel works, rolling mills and for manufacturing ferrous and non-ferrous metals • Machines and equipment for the ceramic and glass industries</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Power engineering, heavy-current electrical engineering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Primary sources for power engineering • Industrial boilers and their accessories, heating equipment • Motors, cogeneration units • Turbines • Nuclear power engineering • Power plants • Cables and conductors • Electrotechnical insulators and insulants • Power capacitors, accumulators • Electric light supplies • Transducers, rectifiers and other electrotechnical elements • Uninterruptible power supplies • Switchboards, Transformers • Electric HV and VHV instruments • Electric motors, rotary current supplies • Electric industrial heating • Electric drives • Information technology</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Materials and components for mechanical engineering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metallurgical semi-products, forgings, pressings, work pieces • Connecting materials, fittings, products of wire • Steel and tube structures • Apparatuses, vessels, tanks • Glass and technical ceramic products, carbon components • Seals, bearings • Gears, clutches, brakes, lubricating technology • Rapid Prototyping</td>
</tr>
</tbody>
</table>

<table>
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<tr>
<th>Electronics, automation, measuring technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic components, elements and assemblies • Control, automation and regulation technology • IT, system integration • Measuring and laboratory technology • Studio and broadcasting technology • Machinery and equipment for electrical engineering</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Drives, hydraulics, pneumatics, cooling technology, air-conditioning</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric and mechanical drives, linear moving units • Compressors, vacuum pumps, pneumatic elements, airconditioning equipment • Cooling and freezing equipment • Hydraulic elements and systems • Fittings, pipelines, pumps</td>
</tr>
</tbody>
</table>
**Ecotechnology**
- Circular economy
- Airconditioning equipment
- Pumping stations
- Technologies for the treatment of drinking, service and technological water
- Technology for sewage water treatment plants
- Sewage water treatment plants
- Waste processing and utilization
- Soil and landscape protection
- Environment-friendly technologies for industry
- Removal of old environmental burden
- Noise reduction
- Instrumentation for environment control
- Machines for industrial cleaning and washing
- Research, services, literature, environmental organizations

**Chemicals for engineering**
- Machines and accessories for the chemical industry
- Lubricants, oils
- Coating compositions
- Adhesives
- Adhesive tapes and films

**Research, development, transfer of technologies, financial and other services, industrial localities, regional development**
- Science and research
- Financial services
- Standards, certificates, tests, design
- Marketing, advertising and promotional services
- Literature, technical information, institutions
- Offer of industrial real estates and localities, regional development

**Transportation, handling, industrial packing, warehousing and logistics**
- Ships, rail vehicles, airplanes
- Cranes, lifting equipment, lifts
- Transport trucks, transport equipment
- Handling equipment
- Packages, industrial packaging machines
- Storing technology
- Telematics, communication and information systems
- Assembly machines and equipment
- Services by carriers and forwarding agents

**Digital Factory**
- Systems for additive manufacturing
- Basic software and software solutions
- Cloud & industrial IT services, digital factory services
- Internet systems for the industry and industrial automation
- Automated production systems usable for the smart factory
- Electronic components and elements
- Control, automation and regulation technology
- Information technology, system integration
- Measuring and laboratory technology

**Partners of the fair:**

- Association of Engineering Technology
- Electrical and Electronic Association of the Czech Republic
- ČSZE Czech Association of Energy Sector Employers
- INSTITUT CIRCULÁRNÍ EKONOMIKY
- ŠVĄZ
- KAV
- 3A+
- Official Cars MSV
Digital Factory 2.0 in 2020

The second season of a successful display presenting the latest services and products in the field of business digitization

Digital Factory 2.0 in 2020 will focus on:
- Deep digitization of production, where the enterprise is understood as a cyber-physical system
- Co-operation between employees and artificial intelligence and mutual inter-company cooperation running digitally
- Use of blockchain

The display will include:
- Digital educational trail – a spatially connected thematically structured display
- Digital stage – a space following the digital trail in which exhibitors present their solutions. Activities on the digital stage will be transmitted online and processed into an archive via the media partner Elektrika.tv

Conference “Czech Republic – Industrial Superpower 2024?” – the second edition of an international conference will focus on the issue of managing the digital transformation of an enterprise and the subsequent digital interconnection of enterprises leading to increased efficiency. The conference will further define the concept of „algorithmic economy“ in dialogue with foreign experts.

29% of all visitors attended the special project Digital Factory 2.0 at MSV 2019 in Hall A1.

88% of visitors and 74% of exhibitors consider it beneficial.

The above-mentioned approaches should ensure a 25–30% increase in business efficiency.
IMT 2018

467 exhibiting companies
from 18 countries, 53.8% from abroad

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

Exhibitors by branch
Machine tools ...........................................51.6%
Forming machines .................................20.9%
Precision tools ......................................16.5%
Machines for unconventional and special machining and forming technologies, hand-operated tools, flexible manufacturing systems ..................................11.0%

Visitors are traditionally most interested in machine tools and forming machines, the IMT trade fair is seen by 50% of all trade visitors.
**FOND-EX 2018**

55 exhibiting companies from 10 countries

52.7% from abroad

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**WELDING 2018**

90 exhibiting companies from 11 countries

44.4% from abroad
MAIN FIELDS
Polymers – raw materials and auxiliaries • Machines and equipment for processing plastics and rubbers • Moulds, tools and jigs • Composite materials • Semi-finished and finished plastic and rubber based products • Machines and equipment for recycling and re-using plastic and rubber waste materials • Computer, testing and measuring technologies for plastics and rubbers • Research, services and institutions in plastics and rubber processing

MAIN FIELDS
Machinery and equipment for cleaning and treatment of surfaces • Electroplating equipment and accessories • Lacquering systems, enamelling systems, plastic coating systems • Equipment for thermal spraying • Special systems for surface treatment • Coating materials, putties, thinners, solvents • Robots, manipulators and accessories for surface treatment • Computer, testing and measuring technology • Research, services, institutions

PLASTEX 2018
182 exhibiting companies from 14 countries
50% from abroad

PROFINTECH 2018
79 exhibiting companies from 9 countries
36.7% from abroad

7th International Plastics, Rubber and Composites Fair
www.bvv.cz/plastex

8th International Surface Technology Fair
www.bvv.cz/profintech
FACTS AND FIGURES 2019

EXHIBITORS

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

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

Most exhibitors consider participation in MSV as one of the most important marketing tools.

96% established contacts with potential domestic or foreign customers.

90% have decided to attend the next season.

74% rated the visitors as the right clientele.

37% are satisfied with the number of contracts made at the fair.
81,049 visitors from 58 countries

16.1% registered visitors from abroad
– the most from Slovakia, Poland, Germany, Hungary, Austria, Italy, Russia, China

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

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

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 next year.

71% were satisfied with the number of contacts established.

Complete information you can find under:
www.bvv.cz/msv – FINAL REPORT
QUOTES ABOUT THE FAIR

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.

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.
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.

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.

Soňa Jonášová, Director of the Institute of Circular Economy
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.
High media coverage and promotion

- In 2019, **262** journalists from **10** countries were accredited
- Communication is focused on exhibitors’ novelties and latest industry topics
- More than **80** media partners
- High interest of professional media and daily press in the Czech Republic and abroad (especially in Central Europe)
- Extensive cooperation with Hospodářské noviny and other economic media
- Press conference in Prague, Brno and Bratislava are held before the expo
- During the MSV 2019 campaign our monitoring recorded **2,042** articles in the press
- MSV is also accompanied by mighty outdoor and radio advertising

Interesting information about exhibitors is published free of charge on the website www.msvbrno.cz.

**Web statistics at the time of the MSV 2019 campaign according to Google Analytics:**

- Number of unique visitors: **148,033**
- Page views: **749,312**

**High impact on social networks**

- More than **7,300** fans on the MSV Facebook page
- Facebook page impact during the MSV 2019 campaign: **169,494** users
BVV Trade Fairs Brno is a leading organizer of trade shows in Central Europe

- Hosts about 50 exhibition events a year.
- Registers 1,215,000 visitors a year.
- Occupies a site on 630,823 sq m (6,790,122 sq ft).
- Provides a total gross exhibition area of 192,429 sq m (2,071,289 sq ft).
- Provides world class exhibition halls with net exhibition area of 66,122 sq m (711,731 sq ft).
- 13 multi-functional exhibition halls.
- The latest multi-functional hall P with 10,407 sq m (112,020 sq ft) of net exhibition space, added in June 2009, is the largest exhibition facility of its kind in Central Europe.
- Exhibition halls are equipped with A/C and WiFi internet.
- Accommodates 25,000–30,000 visitors a day; maximum up to 60,000.
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Situation as of 30th November 2019

BVV Trade Fairs Brno Worldwide foreign representatives
Electronic application form

**MSV 2015–2019 exhibitors**
will receive an individual link to their electronic application form with pre-filled basic data by e-mail.

**PRICE TERMS**

**Exhibition area:**
- indoor area – ground floor .......... 4,950 CZK/sq m
- indoor area – gallery .................. 3,700 CZK/sq m
- outdoor area .......................... 2,200 CZK/sq m

**Registration fee:**
- exhibitor ................................ 11,000 CZK
- co-exhibitor ............................. 11,000 CZK

**Surcharges for the shape of the exhibition area:**
- corner stand 30%, U-stand 40%, island stand 60%

Surcharges for the shape of the exhibition area apply for indoor and outdoor areas up to 100 sq m. No surcharges apply for additional sq m.

**Time discount**
An exhibitor who submits a binding application for participation by **March 31, 2020** and pays the first advance invoice by its due date will be granted a discount on the final payment. The discount does not apply to Hall P.

**Price of exhibition area valid until 31 March 2020:**
- indoor area – ground floor .......... 4,600 CZK/sq m
- indoor area – gallery .................. 3,450 CZK/sq m
- outdoor area .......................... 2,050 CZK/sq m
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