

# EMO



# Hannover

*Smart technologies driving tomorrow's production!*

Facts and figures

Eingang

Aussteller Exhibitor



// Title

EMO Hannover 2019  
The world of metalworking

// Organisation

VDW – Generalkommissariat EMO Hannover 2019  
Verein Deutscher Werkzeugmaschinenfabriken e.V.  
Corneliusstrasse 4  
60325 Frankfurt am Main, GERMANY  
Phone +49 69 756081-0  
Fax +49 69 756081-74  
emo@vdw.de  
www.emo-hannover.de

// Venue

30521 Hannover, GERMANY  
Exhibition centre

// Duration

Monday, 16 September 2019 till  
Saturday, 21 September 2019

// Opening hours

Monday till Friday from 9 a.m. – 6 p.m.  
Saturday from 9 a.m. – 4 p.m.

// The offer

The exhibits on display at EMO Hannover 2019 cover the entire range of state-of-the-art metalworking products. Although EMO Hannover 2019 focusses on cutting and forming machine tools, manufacturing systems, precision tools, automated flow of material, computer technology, industrial electronics and accessories, the fair covers manufacturing technology in its entirety:

- machine tools for cutting, forming, parting and eroding
- sheet metal and wire working machines
- machine tools for thermal, electrochemical and other processes
- electronic controls
- CIM and components for flexible automation
- CAD/CAM
- assembly and manipulation systems
- industrial robots
- material flow and warehousing
- industrial electronics, sensor technology and diagnostics
- precision tools, diamond tools, measuring tools
- testing and measuring equipment
- abrasives, coolants/lubricants
- welding, cutting, hardening, heating equipment
- mechanical, hydraulic, electrical and electronic accessories for metalworking.

// Exhibitors\*

2,226 exhibitors from 44 nations

// Exhibition space\*

The largest metalworking trade fair in the world with 181,768 m<sup>2</sup> exhibition stand area in 17 halls.

// Visitors\*

128,966 highly qualified trade visitors from all sectors of manufacturing technology: vehicle construction, the aerospace industry, machine and system construction, electrical engineering, precision mechanics/optics, the metalworking industry. Predominantly management with decision-making competence from every industrialized country in the world.

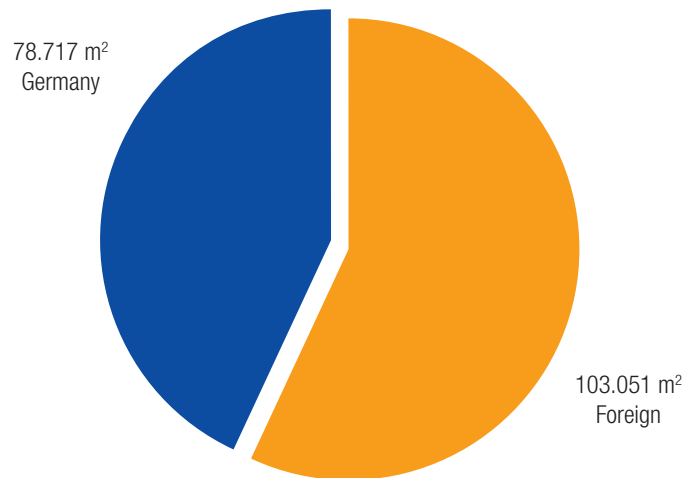
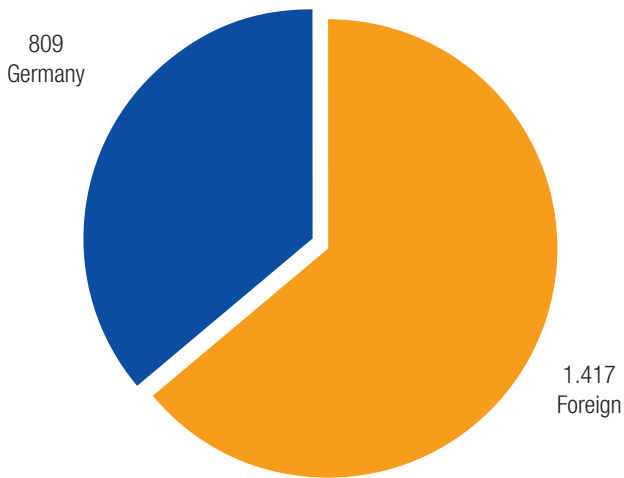
\* Figures of EMO Hannover 2017



## EXHIBITORS

Total exhibitors: 2,226

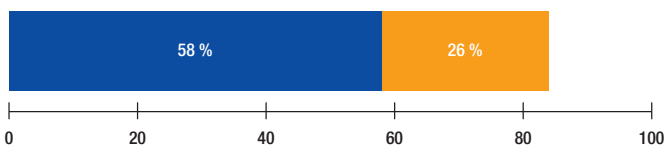
Net exhibition area: 181,768 m<sup>2</sup>



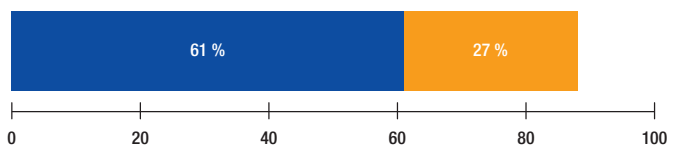
## HIGH SATISFACTION VALUES AMONG THE EXHIBITORS AT EMO HANNOVER 2017

■ Percentage of highly satisfied exhibitors   ■ Percentage of satisfied exhibitors

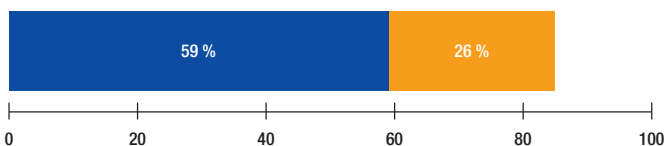
Fair attendance objectives attained



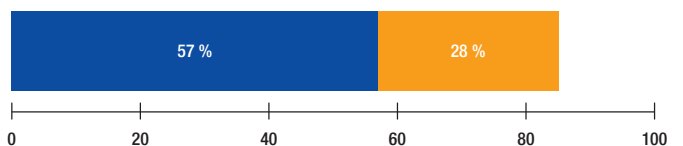
Quality of visitors



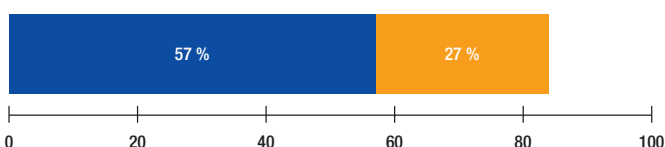
Assessment fair success



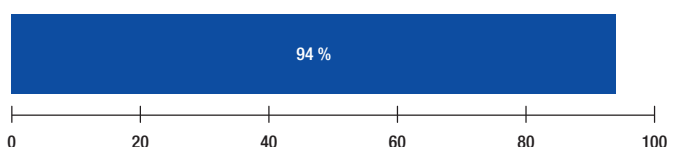
Expectations of post-fair business



Number of concrete professional talks



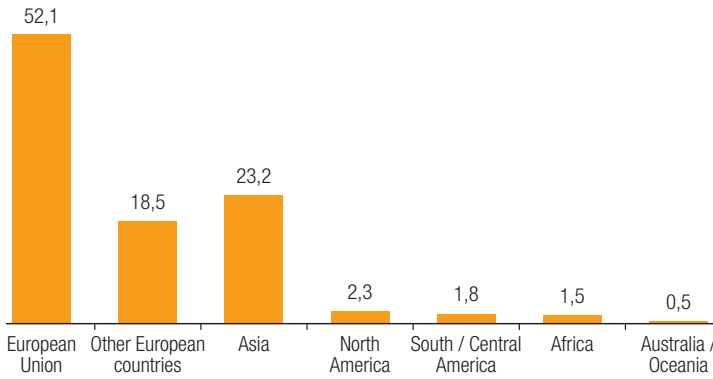
Plan to participate again at EMO Hannover 2019



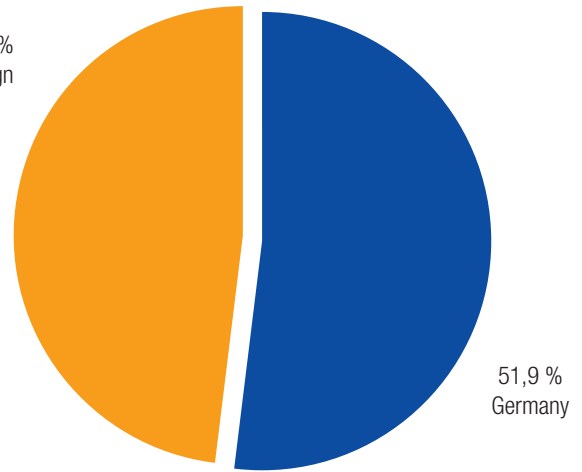


## EMO HANNOVER 2017 VISITOR STRUCTURE

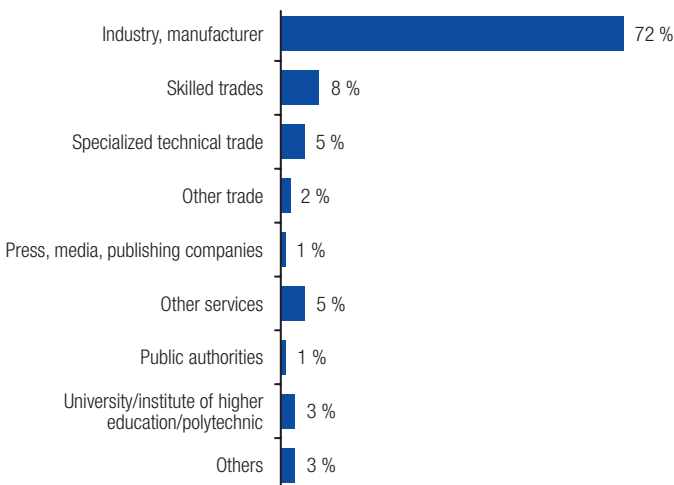
Visitors: 128,966



48,1 %  
Foreign



## VISITORS ACCORDING TO BRANCHES OF INDUSTRY AND ECONOMIC SECTORS\*



\* Base: Employed trade visitors



## MAJOR INFLUENCE ON PROCUREMENT DECISIONS

■ Central decision-making role    ■ Party to decision-making    ■ Consultation role





## EXHIBITOR COMMENTS (Excerpt)

“EMO Hannover 2017 is important for us because this is the ideal place to discuss new projects, and you can often close a deal here faster than would otherwise be the case. Business is still a human activity, and it is often the personal interactions at a fair that clinch the deal. Personally, I don't see that changing.”

**Armin Walther, CEO, A-Punkt Automation GmbH (Handtmann), Baienfurt, Germany**

“We see EMO as the leading tradeshow for the manufacturing industry, and a global indicator for technology and trends in the mechanical engineering sector. Machine tool manufacturers from more than 50 different sectors come to this event and they, too, are a valuable indicator of the changes taking place in the economy and industry.”

**Christian Thönes, Chairman of the Executive Board, DMG Mori AG, Bielefeld, Germany**

“EMO Hannover 2017 has been extremely successful for Doosan Machine Tools. As a global enterprise, we value the outstanding international drawing power of EMO. We talked to an enormous number of decision-makers at our stand. The really good news from our point of view is the large number of concrete projects that have been initiated here. We signed a higher number of orders here than ever before. We are delighted about this, and it is also a clear sign of a favorable business climate which EMO Hannover 2017 has helped to promote.”

**Jaewon Yang, Supervisor Marketing & Strategy Team, Doosan Machine Tools Europe GmbH, Doosan Machine Tools Co. Ltd., Seoul, South Korea**

“EMO Hannover is and will remain the clear leader for us in the field of CNC control and machine tools. We particularly appreciate the competence of trade visitors from all over the world – people who know the industry inside out and who specifically inquire about concrete products, innovations or even problem solutions, which we are happy to provide. Human resources are another key aspect for us. We will continue to participate intensively at EMO, no doubt about it.”

**Ralf Winkelmann, Managing Director of Sales, Fanuc Deutschland GmbH, Neuhausen auf den Fildern, Germany**

“We had a great EMO Hannover 2017, and were delighted with the excellent customer response. Our expectations were met and exceeded. A visit to the stand by German President Frank-Walter Steinmeier got the show off to the best possible start. EMO Hannover 2017 has once again confirmed that Hannover remains an outstanding platform for Grob-Werke. We'll definitely be back!”

**Christian Grob, Chairman of the Supervisory Board, Grob-Werke GmbH & Co. KG, Mindelheim, Germany**

“EMO is a fantastic window on the international market. Here you can meet visitors from all over the world. For doing international business, there is simply no alternative to EMO.”

**Jens Thing, Managing Director Europe, Haas Automation Europe, Haas Automation Inc., Oxnard, CA, USA**

“After four years, EMO is back again in Hannover. In 2017 it reconfirmed its position as the world's leading trade fair for our industry. The quality of visitors and, above all, the broadly international makeup at the show were again outstanding. With more than 25 years of trade fair experience, there is not much that surprises me anymore. But EMO 2017 will certainly remain a highly positive memory – for many people, not only myself.”

**Lothar Horn, Managing Director, Paul Horn GmbH, Tübingen, Germany**

“More international drawing power, more visitors, more specific inquiries. Our focus at EMO Hannover 2017 has been on plastics solutions that can reduce process costs, increase machine safety and cut maintenance expenses. The level of interest was even higher than we expected. We were delighted to see the increasing popularity of plastics here, in the bastion of metalworking.”

**Frank Blase, CEO, igus GmbH, Cologne, Germany**

“For us, EMO Hannover 2017 is the most important leads-generating fair in Europe, because this is where customers and potential customers come to catch up on the latest innovations and developments. EMO also provides a key opportunity to meet with existing customers, making it the ‘place to be’ as far as we are concerned. This year we were once again delighted with the volume of visitor attendance at our stand, around 50% of which came from abroad. It was particularly pleasing to see so many visitors from Asia and North America, who were interested in our product offerings. We also made good use of EMO Hannover 2017 to court young talent for the future. Our HR department was here with its own display and was highly successful.”

**Dr Ing. Christian Lang, Executive Director, Liebherr-Verzahntechnik GmbH, Kempten, Germany**

“EMO Hannover 2017 has once again lived up to its reputation as the leading global marketplace for anything and everything to do with machine tools. For Siemens this is the ideal hub for dialogue with our customers from all over the world. The level of visitor interest at our stand has been overwhelming. We were delighted with the way the fair has gone. I was particularly impressed by the fact that the key issues of digitization and the Internet of Things are now at the top of the agenda for almost all providers. The industry has clearly recognized the true future potential of digital transformation.”

**Dr Wolfgang Heuring, CEO, Business Unit Motion Control, Siemens AG, Erlangen, Germany**

“As the global market leader in hard-fine machining, we are obviously going to be present at the world's largest metalworking trade fair. At EMO Hannover 2017 we presented both new and existing machines, along with digital monitoring solutions. Here at EMO in Hannover is where we come to meet our customers and talk to them about their requirements.”

**Philippe Selot, Manager of Marketing-Communication, United Grinding Group AG, Bern, Switzerland**

“In keeping with this year's EMO motto of ‘*Connecting systems for intelligent production*’, Zoller presented presetting, measurement and testing devices and comprehensive tool management software solutions, all with outstanding connectivity – including with outside, third-party systems. For a company that actively shapes the future of the manufacturing industry, EMO Hannover is the most important trade fair for us due to its size and the internationality of its visitors, because we are represented in 58 countries by our own subsidiaries and agencies. We presented a wide range of innovations, with almost 40 live exhibits focusing on intelligent, connected production for the world of tomorrow.”

**Alexander Zoller, CEO, E. Zoller GmbH & Co. KG – presetting and measurement devices, Pleidelsheim, Germany**



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[www.industryarena.com/emo-hannover](http://www.industryarena.com/emo-hannover)

Eine Messe des  
A Fair by **VDW**

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CECIMO is the European Association  
of the Machine Tool Industries