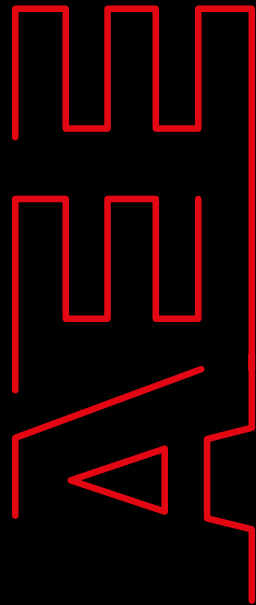


SHOW REPORT

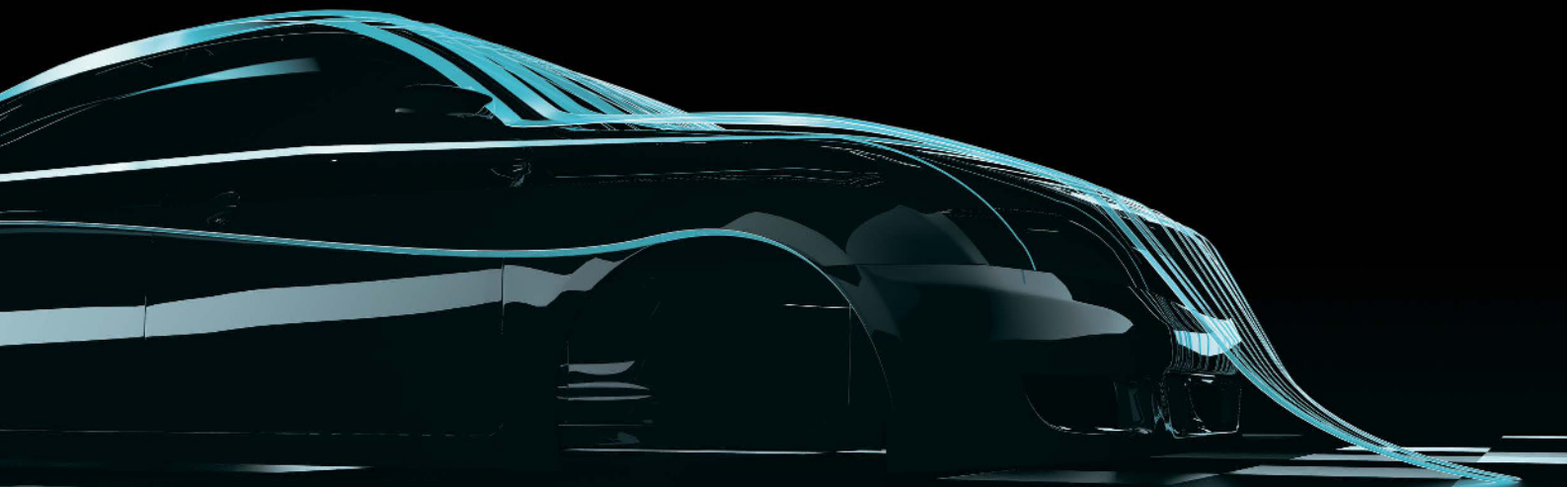


AUTOMOTIVE ENGINEERING EXPO 2019

CAR BODY
PROCESS CHAIN

FROM CONCEPT TO FINAL ASSEMBLY

Nürnberg, Germany
4-5.6.2019



NÜRNBERG MESSE

Powered by
AUTOMOTIVE CIRCLE

VINCENTZ

1. Structural data

	Total	Germany	International
Exhibitors	84 (97)	64 (80)	20 (17)
Total exhibition space in m ²	4,000 (4,000)		
Exhibitor stand space in m ²	1,655 (1,950)	1,227 (1,581)	428 (369)
Special shows in m ²	460 (229)		
Visitors	919 (1,202)	663 (931)	256 (271)

2. AUTOMOTIVE ENGINEERING EXPO Congress

- Over two days, the AUTOMOTIVE ENGINEERING EXPO Congress brought together 69 technical progress reports on the “painted car body” process chain, from construction to painting and final assembly. The discussions focused on key topics like digital development, flexible production and new lightweight bodywork designs.

2.1 CONGRESS-HIGHLIGHTS

- 69 technical progress reports on the entire “painted car body” process chain.
- 13 OEM REPORTS provided insights into the latest key issues.

2.2 PARTICIPANTS STRUCTURE

- 296 participants sourced information at the AUTOMOTIVE ENGINEERING EXPO Congress 2019
- The participants came from the following branches:
 - 23 % Automotive manufacturers
 - 73 % Suppliers
 - 4 % Institutes / Authorities

3. Media

- 50,786 visits and 184,292 page impressions from 77 countries at www.automotive-engineering-expo.com from 06.06.2018 to 05.06.2019

4. Analysis of visitors

(Results of visitor survey, unless otherwise stated)

4.1 Branches of the visitors (multiple answers, extract)

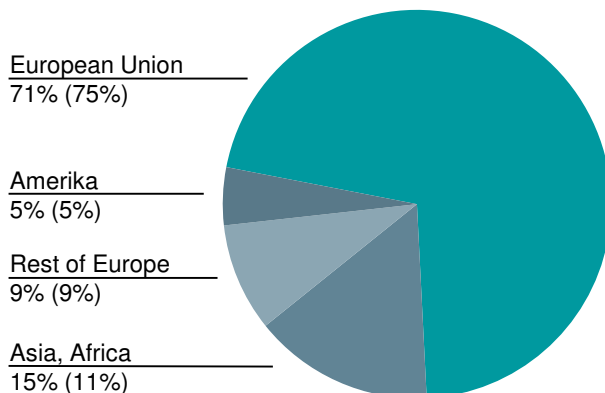
Automotive supplier	44%	(58%)	Institute/government	5%	(3%)
Automotive manufacturer	27%	(26%)	Consultant	5%	(1%)
Service provider	14%	(13%)	University	2%	(1%)

4.2 Internationality of visitors (Visitor registration)

International	28%	(23%)
Germany	72%	(77%)

Visitors from 26 (29) countries came to AUTOMOTIVE ENGINEERING EXPO 2019.

4.3 Origin of international visitors (Visitor registration)



4.4 Professional status

Self-employed entrepreneur, co-owner, freelancer	9%	(5%)	Department head, group leader, team leader	24%	(28%)
Managing director, board member, administrator	7%	(5%)	Other employee, skilled worker	34%	(35%)
Area manager, operations manager, works manager, branch manager, office manager	13%	(10%)	Apprentice, student	8%	(11%)
			Other position	5%	(5%)

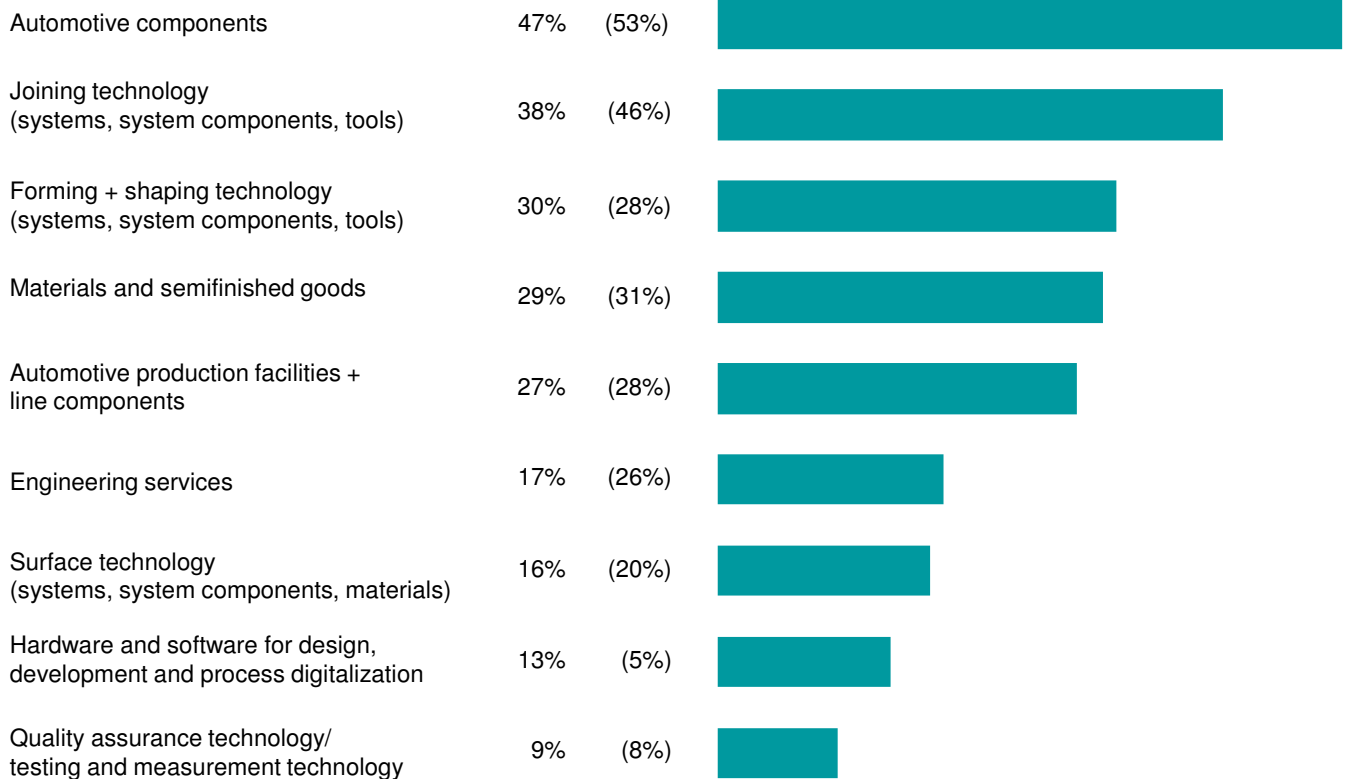
4.5 Decision-makers

83% (79%) of the visitors are involved in purchasing decisions in their company.

4.6 Main reason for visit (Multiple answers, extract)

Information about new products	43%	(43%)	Initiating business contacts	22%	(29%)
General market orientation	37%	(35%)	Maintaining business contacts	22%	(25%)
Experience/exchanging information	31%	(31%)	Observing competitors	18%	(19%)
Further education/extending knowledge	31%	(31%)	Influence on product development	16%	(15%)

4.7 Product groups (main interest of visitors) (Multiple answers)

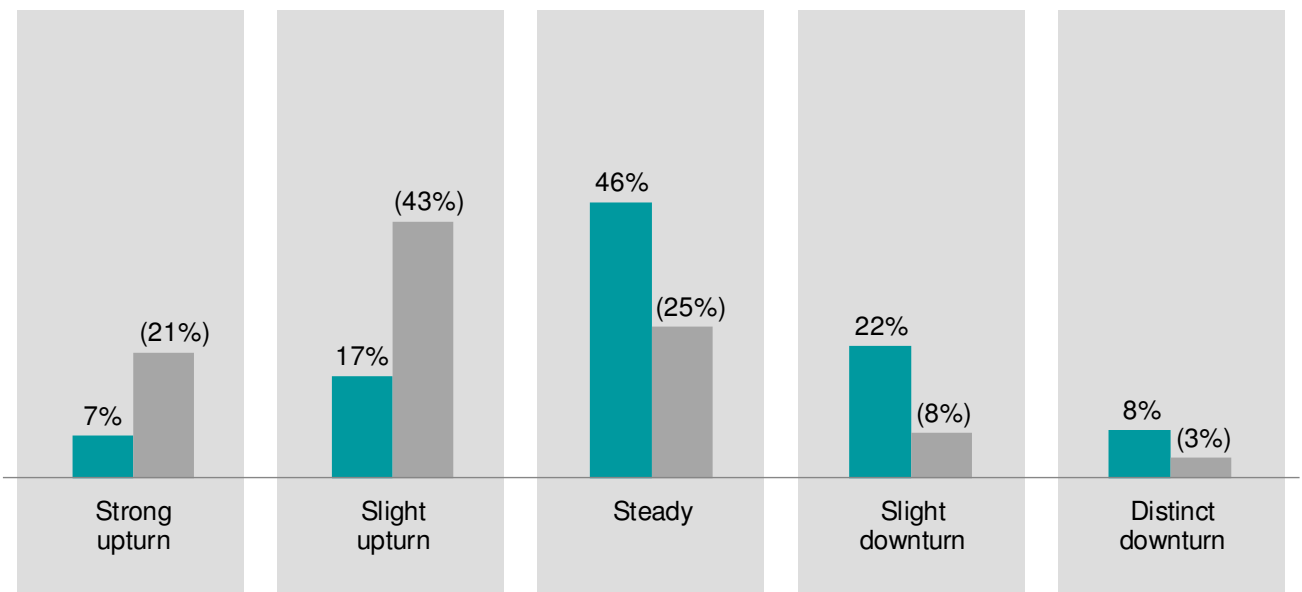


4.8 Satisfaction with exhibits

95% (93%) of the visitors were satisfied with the range of products and services presented at AUTOMOTIVE ENGINEERING EXPO 2019.

4.9 Economic situation in sector

How do you rate the current economic situation in your sector?
(At the time of exhibition in June 2019 vs. Mai 2017)













5. Selected results of exhibitor survey

5.1 Product groups (of exhibitors) (Multiple answers)

Joining technology (systems, system components, tools)	21%	(22%)	Materials and semifinished goods	9%	(11%)
Automotive components	21%	(16%)	Hardware and software for design, development and process digitalization	9%	(4%)
Automotive production facilities + line components	18%	(17%)	Forming + shaping technology (systems, system components, tools)	6%	(9%)
Quality assurance technology/testing and measurement technology	18%	(15%)	Surface technology (systems, system components, materials)	4%	(10%)
Engineering services	10%	(10%)			

5.2 Exhibitors' objectives (Multiple answers, extract)

Winning new customers	70%	(78%)	
General information about the range of products/services on offer	60%	(72%)	
Image building/representation	56%	(74%)	
Information about new products	48%	(61%)	
Cultivation of customer relations	42%	(53%)	
Exchange of experience	34%	(34%)	
Observation of competitors	12%	(17%)	
Preparing business transactions	4%	(4%)	
Recruiting	1%	(4%)	
Direct conclusion of business transactions	1%	(2%)	

5.3 New products and improvements

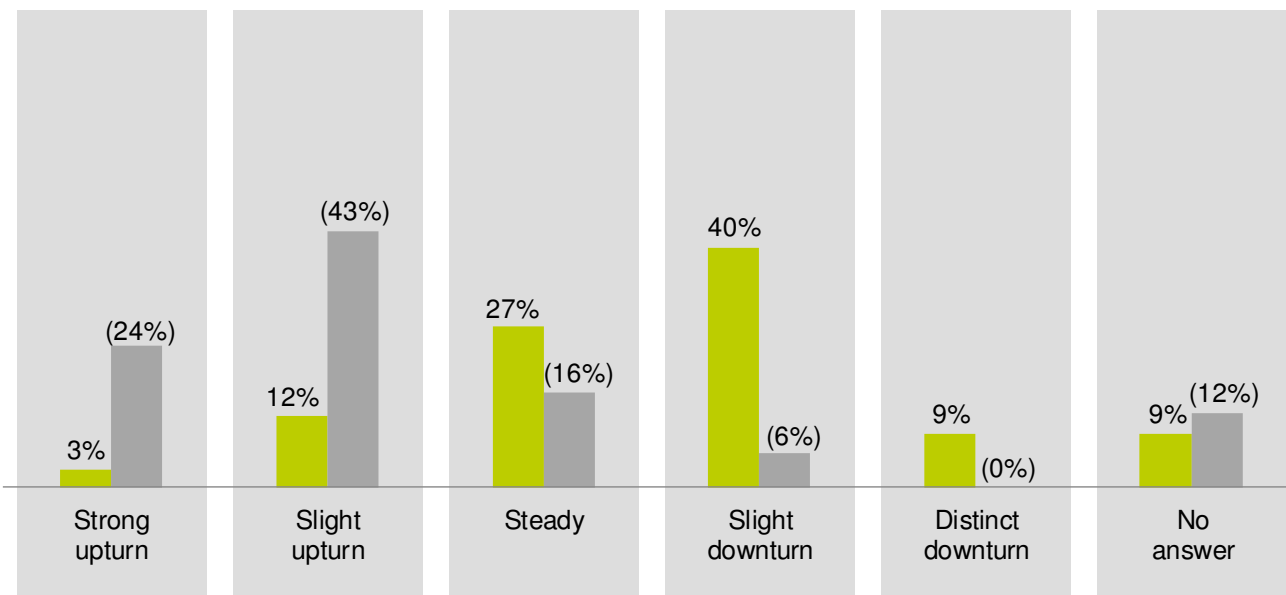
83% (78%) of the exhibitors presented new products or improved versions of their existing products at AUTOMOTIVE ENGINEERING EXPO 2019.

5.4 Organization and service

90% (94%) of the exhibitors were satisfied with the organization and service of AUTOMOTIVE ENGINEERING EXPO 2019.

5.5 Economic situation in sector

How do you rate the current economic situation in your sector?
(At the time of exhibition in June 2019 vs. May 2017)



6. Miscellaneous

The structural data have been certified by FKM, the Society for Voluntary Control of Fair and Exhibition Statistics, Berlin.



Further information is available at www.fkm.de.

The representative surveys were carried out by a neutral market research institute in accordance with the FKM guidelines.

This show report is also available in German.

Other detailed results of the survey can be obtained at NürnbergMesse, Market Research, T +49 911 86 06-0, F +49 911 86 06-82 28, info@nuernbergmesse.de

July 2019

NürnbergMesse GmbH

- Market Research -