

ENOVA IN LYON 2018 RESULTS: Two days focused on business and innovation

With **1,683 visitors** attending the event over 2 days in Lyon, **ENOVA** - the exhibition of innovation in electronics, measurement, vision and optics - brought together **169 exhibitors** that propose all the technology building blocks necessary to achieve digital transformation in the industrial sector.

Visitors came from diverse backgrounds, had concrete projects and were for the most part from the Lyon region (81% of visitors from Auvergne-Rhône-Alpes/Bourgogne-Franche-Comté/PACA and 10% from the Paris region), attesting to the dynamism of this major industrial basin and the relevance of **ENOVA's** unique positioning: an exhibition for business that places innovation at the heart of the event!



Acting as a platform for exchanges between R&D and industry **ENOVA in Lyon** brought together all the decision-makers and project-bearers from the region and from all sectors: 22% of visitors came from R&D departments and laboratories, 14% from research consultancies and 18% from General Management.

With 93% of visitors satisfied and thanks to the emphasis placed on the quality of the products and services, this **edition in Lyon** confirms that ENOVA exhibitions are essential events to support the digitalisation of industrial sectors. They offer an exhaustive ecosystem that enables all players to develop their business activities and network of partners while exchanging expertise and best practices concerning the issues and challenges of the Industry 4.0.

Next steps on the ENOVA tour de France in 2018:

TOULOUSE: 30th – 31st May

PARIS: 23rd – 24th October.

AN EVENT WITH A CLEAR FOCUS ON BUSINESS

The dynamic of exchanges that characterise the ENOVA exhibitions was again very much present for this third edition in Lyon. This is true not only on the exhibition booths but also within the conference rooms where the quality of the contributors and the technical and scientific subjects addressed enabled to decrypt the stakes and solutions of the industry of tomorrow.

A business-focused atmosphere driven by dedicated Business Meetings...

With **83% of visitors playing a direct role in purchase decisions** the platform for pre-programmed Business Meetings naturally stood as a highlight of **ENOVA in Lyon: 429 targeted and selected encounters** between 87 exhibitors and 89 visitors.

Free and proactive, the Business Meetings are arranged ahead of the event and enable visitors to optimise their visit by meeting all the relevant companies and contacts at the exhibition.

On average, **5 meetings were arranged per participant with a satisfaction ratio close to 95%.**

... with visits on the booths generating qualified leads and new opportunities for prospection.

'Lyon was our 1st experience with ENOVA exhibitions. We manufacture and distribute scientific equipment that is designed to explore and better understand infinitely small phenomena, which is particularly useful for quality control and the development of new products. Visitors showed great interest in our offering. We had the opportunity to meet industrials and academics from a broad range of sectors: agrofood, aerospace, metallurgy, health, etc., which was really interesting for us. We can now endeavour to turn these prospects into future clients. We are very enthusiastic about attending on a regular basis these innovation focused events at the crossroad between Research and Industry and are preparing for ENOVA Toulouse that will take place end of May this year' Dominique CONDAMIN, CEO - EDEN INSTRUMENTS.

'ENOVA Lyon is an exhibition on a human scale that facilitates privileged exchanges with the visitors. We got to meet many manufacturers who were considering investing in 3D printers. They were reassured to see our fully operational machines that are capable of producing high-precision parts for industrial uses. Our participation at the various Enova exhibitions also enables us to meet up with previous prospects and to finalise orders more smoothly. The 2-day format is also most relevant, both in terms of human mobilisation and budget'. Grégory LACHAND, Commercial Director - TECHNOLOGIE SERVICES / PROSHOP 3D

TECHNOLOGICAL INNOVATION AND CREATIVITY

Regardless of their business sector, visitors were able to identify the latest technological orientations as well as the most innovative products and solutions best suited to their specific needs and requirements.

75 innovations were presented, including 54 as avant-premiere

24% of innovations featured by the exhibitors concerned the automotive/transportation industry, 23% the aeronautics/military industry, 19% Industry 4.0 and 15% the medical/health industry.

SUCCESSFUL CONFERENCES COMBINING EXPERTISE AND FEEDBACK ON EXPERIENCE

Designed to satisfy the expectations of different players in the sector, the programme of conferences - prepared together with CAP'TRONIC, GIP-CNFM, L'EMBARQUE, LCIE BUREAU VERITAS – was successful in informing and promoting high-quality content and was greatly appreciated by the **621 participating visitors**.

The 'Onboard Mornings' organized by CAP'TRONIC and an afternoon dedicated to 'Medical solutions' proposed by LCIE Bureau Veritas were also very successful with both the exhibitors and visitors.

TOP 3 conferences

'IoT: secured software solutions'

'How to speed up IoT development thanks to optimized hardware & software solutions'

'AI applied to Onboard'

For more information www.enova-event.com

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ENOVA CONTINUES ITS TOUR DE FRANCE IN 2018 WITH:

Date: 30-31 MAY 2018

Venue: Toulouse | Parc des Expositions

Date: 23-24 OCTOBER 2018

Venue: Paris Expo | Porte de Versailles



ORGANIZERS

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