24\textsuperscript{th} International exhibition of electronic components, modules and systems

expoelectronica.ru

19\textsuperscript{th} International exhibition of technologies, equipment and materials for the production of semiconductors, electronic components and systems

electronotechexpo.ru

12–14 April 2022
Crocus Expo, Moscow, Russia

POST SHOW REPORT
ABOUT EXPOELECTRONICA & ELECTRONTECHEXPO

ExpoElectronica & ElectronTechExpo – № 1 exhibitions in the field of radio and microelectronics in Russia and Eastern Europe, which cover the entire production chain and have been a constant meeting place for industry leaders and specialists for 25 years.

ExpoElectronica presents a wide range of electronic components, modules and systems, as well as finished electronic products.

ElectronTechExpo presents equipment, technologies and materials for the production of semiconductors, electronic components and finished systems.

The exhibitions have an international scope and annually attract foreign exhibitors.
ABOUT EXPOELECTRONICA & ELECTRONTECHEXPO

EXHIBITIONS ARE HELD WITH OFFICIAL SUPPORT OF:

- State Duma Committee on Economic Policy
- Ministry of Digital Development, Communications and Mass Media of the Russian Federation
- Boards of the Military-Industrial Commission of the Russian Federation
- State Duma of the Federal Assembly of the Russian Federation
- Ministry of Industry and Trade of Russia
- Moscow Government
- RSPP

INDUSTRY ASSOCIATIONS-PARTNERS OF THE EXHIBITIONS:

- Consortium Basis
- Consortium of Design Centers
- Computing Consortium
- Medical Equipment Consortium
- Consortium of Enterprises in the Field of Automotive Electronics and Telematics
- Consortium of Robotics and Intelligent Control Systems
- Passive Electronic Components Consortium
- ARPE
- ASPEC and others
- 30+ industry media partners
ABOUT EXPOELECTRONICA & ELECTRONTECHEXPO

The exhibitions are organized by ITE/ITE Expo International LLC, the organizer of the largest industry exhibitions and business events with headquarters in Moscow, which has been operating in the Russian market since 1991.

*The exhibitions are the largest in Russia according to the 2018-2019 All-Russian Exhibition Rating, as well as the best in the categories "Exhibition space", "Professional interest", "International recognition" and "Market coverage".

The exhibitions regularly pass an official audit to enable the exhibitors to receive subsidies for reimbursement of costs.
EXPOELECTRONICA

- Semiconductor components and modules
- Passive components
- Electromechanics
- PCBs
- Sensors and control devices
- Embedded systems
- Power suppliers
- Displays
- Automation systems and software
- Electronic devices design and manufacturing services
- Emerging technologies

ELECTRONTECHEXPO

- Electronics and electronic components manufacturing equipment
- Assembly and surface-mounting equipment
- Cable and wire processing equipment
- Microelectronics processing equipment and materials
- Printed circuit boards (PCB) production
- Equipment for test and measurement of electronic components and systems
- Industrial furniture and clothing for electronics manufacturing
- Complete solutions for various purposes
EXHIBITORS

*ExpoElectronica* and *ElectronTechExpo* are a commercially successful project for exhibitors that allows them to get a high return on investment. This is a unique platform for establishing direct contacts, concluding profitable agreements and discussing topical issues.

The entire chain of production of micro- and radio electronics was presented in the thematic sectors of the exhibitions, which is especially important in the context of import substitution.

EXHIBITORS PROFILE:

Leading Russian and foreign companies in the electronics industry:

- Developers
- Manufacturers
- Distributors
- Design centers
- Service organizations
- Product integrators for various business lines within the industry
FACTS AND FIGURES 2022:

14 383 sq.m. Exhibition space
355 participants

from 7 countries:
- Russia, Austria, Armenia, Belarus, Germany, China and Norway and 30 regions of the Russian Federation

236 Russian exhibitors
120+ Russian manufacturers
- Russian manufacturers successfully presented their civil and special purpose products at the exhibition

19 Electronica Award nominees
26+ sessions within the business programme of the exhibition
90+ speakers – industry experts
AMONG EXHIBITORS 2022:

[Various logos and company names presented in a grid layout, indicating a diverse range of exhibitors.]
SPECIAL EXPOSITIONS & EVENTS DURING THE EXHIBITIONS:

- National exposition of the Republic of Armenia
- Special exposition of robotics
- Solemn signing of 6 cooperation agreements between industry Consortiums
- VIP tours with representatives of the federal executive authorities, the Military Industrial Commission of the Russian Federation

WITH AN OFFICIAL VISIT THE EXHIBITION WAS ATTENDED BY:

- Head of the department of the machine-building complex of the Ministry of Industry and Trade of the Republic of Tatarstan Elmira Khasanova
- Chief Specialist of the Department for the Development of Export of Goods at the International Economic Center
- Representatives of the Embassy of the Republic of Belarus
- Representatives of the Ministry of High-Tech Industry of Armenia
- Representatives of the Moscow-Taipei Coordinating Commission for Economic and Cultural Cooperation
- Korea Trade and Investment Promotion Agency (KOTRA)
VISITORS

EXHIBITIONS ARE ATTENDED BY SPECIALISTS OF ENTERPRISES DEALING WITH:

- Development and production of finished electronic products
- Supply of electronic components, materials, technologies and equipment
- Electrical engineering production
- Software development
- Microelectronics production
- Production of electronic components
- Engineering, technical maintenance, repair
- Contract manufacturing and development
- Measurements and tests
- Certification

The main audience of the exhibitions are business owners, company executives, their deputies, department heads and specialists who have expertise in choosing the necessary products for subsequent purchase.

EXHIBITIONS ARE ATTENDED BY REPRESENTATIVES OF COMPANIES FROM INDUSTRIES:

- Industrial electronics – 2,790
- Information technology equipment – 1,169
- Consumer electronics – 1,146
- Defense and military products – 1,119
- Aerospace – 971
- Computer Engineering – 921
- Electronics in the automotive industry – 813
- Security systems – 740
- Medical electronics – 686
- Lighting – 597
- Fiscal and trade equipment – 102
The increase in the number of visitors compared to last year is about 50%. The share of visitors from Russian regions also increased by 45%.

This result is a significant success, which proves the increased interest in the electronics industry and the willingness of market participants to develop their business in new conditions.

**VISITORS**

16,435 unique visitors - industry professionals

from 20 countries and 70 regions of Russia

*total number of unique visitors including cross visits
UNIQUE VISITORS STATISTICS OF EXPOELECTRONICA & ELECTRONTECHEXPO

VISITORS GEOGRAPHY

11 176
Moscow and Moscow Region

5 013
Regions of Russia

246
Other countries of the world

TOP 10 REGIONS

- St. Petersburg
- Nizhny Novgorod
- Kaluga
- Republic of Tatarstan
- Sverdlovsk
- Tula
- Ryazan
- Voronezh
- Vladimir
- Chuvashia

11 NEW REGIONS

- Chechen Republic
- Magadan
- Republic of Sakha
- Chukotka Autonomous Okrug
- Kamchatka
- Karachay-Cherkess Republic
- Republic of Komi
- Murmansk
- Republic of Adygea
- Republic of Tuva
- Sakhalin

12 709 visitors - purchasing decision makers

7 927 visitors - CEOs of companies, their deputies and other executives

8 151 visited exhibitions for the first time
VISITORS OF THE EXHIBITIONS BY THE PURPOSE OF THEIR VISIT:

- 5,875 Obtaining general industry information
- 6,707 Search for products and services for business
- 970 Promotion of own goods and services
- 823 Educational goals
- 409 Personal interest

TARGET VISITORS STATISTICS:

PURCHASING POWER:
- Personal responsibility: 1,525
- Joint responsibility: 3,813
- Advisory role: 843
- Do not influence purchasing decisions: 7,371
- Total: 13,552 (100%)

NATURE OF BUSINESS:
- Electronics manufacturing: 4,089
- Research and Development: 1,991
- Wholesale and retail of electronic components: 1,364
- Production of electrical engineering: 1,118
- Design and development of software and electronic products: 1,062
- Production of electronic components: 690
- Design: 611
- Service/repair: 395
- Contract manufacturing: 372
- Supply of equipment and materials: 269
- Testing/Measurement: 266
- Microelectronics production: 174
- Design and integration of electronic products: 131
- Certification: 59
TARGET VISITORS STATISTICS:

13,552 target visitors who came to the exhibitions to search for products and services for business and receive industry information (+49% growth compared to 2021).

1,651 Cross-country visitors from the exhibitions TransRussia and Securika Moscow, which were held simultaneously.

823 Educational purposes

409 Personal interest

+42% of management staff by 2021

JOB ROLE

- CEO/ Top manager: 1,843
- Head of group/department: 1,369
- Line manager/supervisor: 4,715
- Engineer / Manager / Specialist: 5,441
- Individual entrepreneur: 184

JOB FUNCTION

- Research / Development / Design: 5,024
- Production: 2,552
- Sales/Marketing: 1,924
- Procurement: 1,556
- Company management: 1,334
- Services: 598
- Quality control: 263
EXPOELECTRONICA VISITORS STATISTICS

PRODUCTS OF INTEREST

- Electronic components, microcircuits, modules: 9,849
- Printed circuit boards: 5,727
- Sensors and control devices: 4,528
- Design and development of electronic products: 4,250
- Automation systems and software: 3,414
- Power electronics: 3,698
- Displays: 3,464
- Electronics manufacturing services: 3,187
- Optics, photonics: 2,325
- 5G, AI and IoT solutions, robotics: 2,099
- Embedded systems: 2,047

* Visitors could make multiple choices
EE & ETE VISITORS SURVEY RESULTS

- Plan their visit to ExpoElectronica and ElectronTechExpo 2023: 80%
- Only attend ExpoElectronica and ElectronTechExpo among similar exhibitions: 72%
- Attend trade shows to meet current suppliers and business partners: 75%
- Visit exhibitions, including attending business programme events: 71%
- Plan to purchase goods at the end of the exhibition: 59%
- Attend exhibitions to learn about new products/services: 59%
- Visit exhibitions to find new suppliers and business partners: 51%
- Come to search for a specific product/service: 47%
- 39% of visitors use the printed exhibition guide as an industry catalog.
EXHIBITORS FEEDBACK

“Our company has participated in the exhibition more than 20 times. ElectronTechExpo has always been a very important key event. For us, it is first of all a holiday, positive emotions, professionalism and this is our habitat in a concentrated form!”

Nikolai Kovalev,
Chairman of the Board of Directors
Dipol Group

“For me, as a leader, this is a unique chance that in 3 days I can meet all my customers who come here from different parts of Russia. And we can discuss current tasks in a short moment, look into a bright future, and, of course, solve our painful moments. So, for me it is first and foremost communication. In fact, this is the biggest payoff that can be from an exhibition, because time is precious for all of us.”

Zakhar Kondrashov,
General Director
NIIMA Progress

“We have been participating in the exhibition for more than 10 years. We held very constructive talks with representatives of our state corporations and concluded preliminary agreements on deliveries. And at the same time, we worked with representatives of both state corporations and authorities on promising areas of our interaction, that is, how we will move forward, how we will develop the radio-electronic industry.”

Vadim Alekseev,
Chairman of the Board Association "YUPSK PLANAR"
BUSINESS PROGRAMME

All three days the exhibitions were accompanied by a rich business programme.

26+ sessions  
90+ speakers  
1 000+ visitors

Partners of the business events - leading industry consortiums and associations, federal authorities.

MAIN DIRECTIONS OF THE FORUM:

• Discussion of the industry conditions and development forecasts
• Consolidation and support of Russian electronics manufacturers in various sectors
• Exhibitors’ technical workshops

KEY PARTNERS OF THE BUSINESS PROGRAMME:

• Consortium Basis
• Consortium of Design Centers
• Computing Consortium
• Medical Equipment Consortium
• Consortium of Enterprises in the Field of Automotive Electronics and Telematics
• Consortium of Robotics and Intelligent Control Systems
• Passive Electronic Components Consortium
• ARPE
• ASPEC
The main event of the final day was the award ceremony for the winners of the Electronica Award, created as part of the exhibitions to promote the products of Russian developers, manufacturers and distributors.

The award is supported by the Association of Russian Electronics Manufacturers (ARPE) and the exclusive information partner Elektronica NTB.

19 nominees have applied for participation in the 2022.

3,200+ visitors of ExpoElectronica and ElectronTechExpo exhibitions and 7 independent jury experts took part in online voting in order to choose the best product in the presented nominations.

According to the results of two stages of voting, the awards were presented in 8 nominations.

All nominees were awarded diplomas. The laureates were awarded with personalized figurines and plaques of the ELECTRONICA Award, made according to an exclusive design.

From September 1, 2022, you can apply online at expoelectronica.ru to participate in the Electronica Award 2023.
WE EXPRESS SPECIAL THANKS TO SPONSORS AND PARTNERS

- Registration area Sponsor — «RU Electronics»
- Exhibition guide Sponsor — «ELVIS»
- Exhibitor’s lounge area Sponsor — «Technoprist»
- Visitor’s rest area Sponsor — «Elekate»
- Entrance group sponsor and Digital Sponsor — «NCAB»
- Information partner — TV channel «Mir»
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See you at ExpoElectronica and ElectronTechExpo 2023!