

Exhibitor Statements EuroShop 2020

Dr. Oliver Blank, Managing Director AICHINGER GmbH:

"Our expectations were greatly exceeded. We are pleased that we have hit the pulse of the times with our presented focal points of innovative and flexible refrigeration units, the convenience and self-service to go solutions and the gastronomic small area concepts in connection with our digital total solutions. We were able to welcome many interested parties from France, Spain and the Middle East at our stand in addition to the many national visitors.

Tiziana Raiteri, Marketing & Communication Director, ARNEG S.p.A:

"Our trade fair concept "Melting Pot" was a complete success. For us, EuroShop 2020 was characterised by a boom in visitors and great enthusiasm: our group presented new products and solutions in line with our corporate philosophy, which is increasingly focused on a combination of Italian design and internationalisation, a combination of innovation and sustainability, ethics and culture, and global production that respects personalisation and craftsmanship".

Dr. René Schiller, Director Communications & Investor Relations, GK Software SE:

"EuroShop has once again succeeded in meeting our high expectations this year. We are very pleased that the event could take place despite the special situation caused by the virus epidemic in China and that it was so well attended. An important plus point for us, in addition to the excellent organisation of the fair, as always, was the once again increased number of international guests. This reflects the importance of the event, which for us is the most important trade fair for retail IT worldwide, alongside the NRF in New York."

Thomas Rausch, Sales Director Germany, GLORY Global Solutions GmbH:

"EuroShop's mood at our stand shows that digitalisation in retail is seen and increasingly used by most decision-makers as a driving force for innovation - but at the same time it is becoming more complex, presenting retailers with new challenges. On the one hand, they are therefore looking for forward-



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looking and, above all, flexible solutions for individual shop concepts and, on the other, for relief through new services."

Wendy Ouwerkerk, Marketing & Communication Manager, Hans Boodt Mannequins:

"Our visitors are many new potential customers, from all over the world. Of course our existing customers came to our booth as well. Since we are a global brand, we deliver all over the world. The level is very high, many follow up appointments are made. We feel this edition is really where people are ready to do business on short notice."

Klaus Schmid, Managing Director ITAB Germany:

"Despite the feared drop in visitors due to the corona virus, we are highly satisfied with the quality and quantity of visitors and discussions at EuroShop. Above all, topics such as the further automation of processes in retail, for example at the checkout, occupied our visitors and customers. Another topic was the desire to increase the customer experience in the stores. This year's focus on sustainability accompanied us in almost every conversation."

Jürgen Berens von Rautenfeld, Executive Board, Online Software AG:

"EuroShop is an important platform for us to present innovative solutions based on the latest technologies and to obtain initial feedback on them from retailers. In terms of customer confidence, authenticity and transparency, visitors' attention was focused on the livestream integration in playlists and the initiative tierwohl.tv. But also individual content, as we showed with our NFC-based travel consultant, the light-based Lift & Learn solution and the IOT store were popular crowd pullers".

Johannes Schick, CEO, ROQQIO GmbH:

"EuroShop 2020 was also fun as an exhibitor: we had a great stand, great atmosphere, great leads and also very pleasant conversations with our existing customers. There was a huge run on our self-checkout app and the in-store app. Our focus on mobile solutions proved to be spot on. The fact that we, as a medium-sized company, can also demonstrate an integrated omnichannel solution is our USP and is proving to be a real driving force".

Dr Ulrich Clemens, Chief Marketing Officer, Scanblue Engineering AG:



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"For us, EuroShop is and remains by far one of the most important trade fairs on the subject of retail worldwide. This year we once again met countless companies from all over the world who wanted to learn from us how they can use the digital change to their competitive advantage."

Silvio Kirchmair, CEO, umdasch The Store Makers:

"We have impressively succeeded in combining analogue and digital solutions for the retail trade. This is confirmed by the encouraging feedback from our customers, a very good visitor frequency and many interesting new contacts. All in all, EuroShop 2020 set a milestone for us as being the most successful and effective presentation of our range of products and services."

Christoph von Lingen, Country Sales Leader, Toshiba's retail solutions in Germany:

"Especially with the complete purchase process without any scanning of articles we were able to offer our visitors "Moments that Inspire". EuroShop enabled us to hold intensive discussions with numerous decision-makers in the retail sector on how they can use the individual technologies, for example, to compare stocks and prevent theft. They were particularly interested in the fact that we enable concrete applications on the way to the "frictionless store", protect existing investments and always keep an eye on costs."

Dr. Klaus Meier-Kortwig, Chairman of the Management Board, Wanzl GmbH & Co. KGaA:

"According to the numerous visitors to our stand, our appearance at the fair was very inspiring. On the one hand, they were able to experience live the interplay of technologies in our new shop formats, for example in the Urban Store, and on the other hand, they were able to see the functional strengths of our product innovations such as the YourTable Switch."



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