

Key facts

Messe Düsseldorf Group



messe-duesseldorf.de

06|2015

PROFILE

2014

GB



Contents

4	—	2014 - an overview
6	—	Business trends
8	—	Events at the Düsseldorf exhibition site in 2014
10	—	Product portfolio at the Düsseldorf exhibition site
12	—	International flair at the Düsseldorf exhibition site
14	—	Messe Düsseldorf Group
16	—	Markets and locations
18	—	The Messe Düsseldorf Group's foreign markets
20	—	Worldwide market cultivation: product families
24	—	Shareholders, Board of Management, Supervisory Board
26	—	Düsseldorf as a trade fair location
28	—	Site plan
30	—	Contact us

2014 – an overview: performance figures

		2010	2011	2012	2013	2014
Total capacity *	m ²	305,700	305,700	305,700	305,400	305,400
Available hall space	m ²	262,700	262,700	262,700	262,400	262,400
Available open-air space	m ²	43,000	43,000	43,000	43,000	43,000
Space utilization *	m ² gross	2,168,700	2,152,500	2,101,300	1,737,287	2,294,836
Space rented out *	m ² net	1,158,327	1,204,648	1,219,626	979,346	1,315,625
Fairs and exhibitions *	total	40	38	37	29	36
Own events *		24	21	23	18	21
Partner/guest events		16	17	14	11	15
Total consolidated sales	€ million	335.0	372.7	380.5	322.9	411.5
Consolidated sales (Germany)	€ million	228.0	270.2	265.8	210.0	299.7
Consolidated sales (foreign)	€ million	107.0	102.5	114.7	112.9	111.8
Consolidated result for the year	€ million	13.3	39.4	40.6	14.0	57.7
Group workforce		1,286	1,253	1,250	1,212	1,200
Exhibitors *	total	27,935	28,000	27,988	25,126	31,269
Exhibitors (German-based) *		12,115	11,722	11,380	9,662	11,363
Exhibitors (foreign-based) *		15,820	16,278	16,608	15,464	19,906
Visitors *	total	1,445,247	1,406,436	1,452,077	1,194,674	1,399,024
Visitors from Germany *		1,010,221	969,443	958,024	837,852	904,076
Visitors from abroad *		435,026	436,993	494,053	356,822	494,948
Düsseldorf Congress Sport & Event GmbH						
Event days		344	322	309	330	331
Events		2,410	2,816	3,041	3,189	4,335
Participants		1,816,749	1,971,506	2,121,426	2,025,498	2,379,560

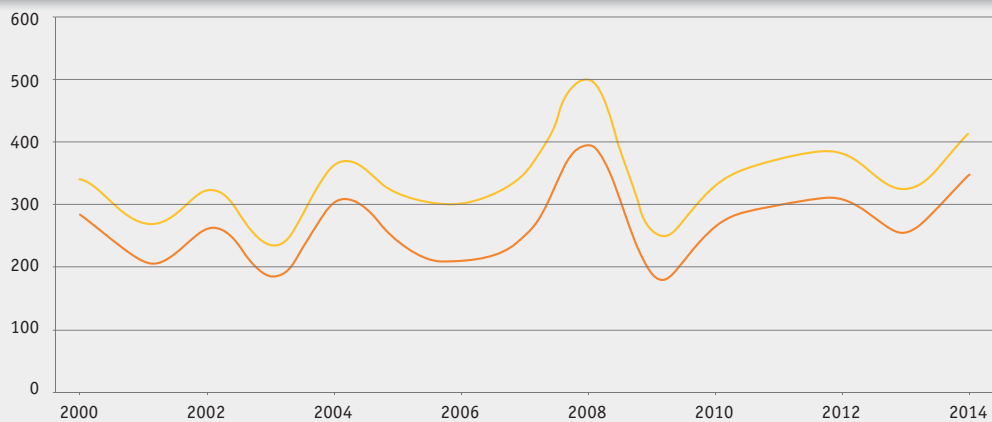
* Düsseldorf site – due to the differing numbers of events, the annual figures are only partly comparable

Business trends: sales, results and equity ratio

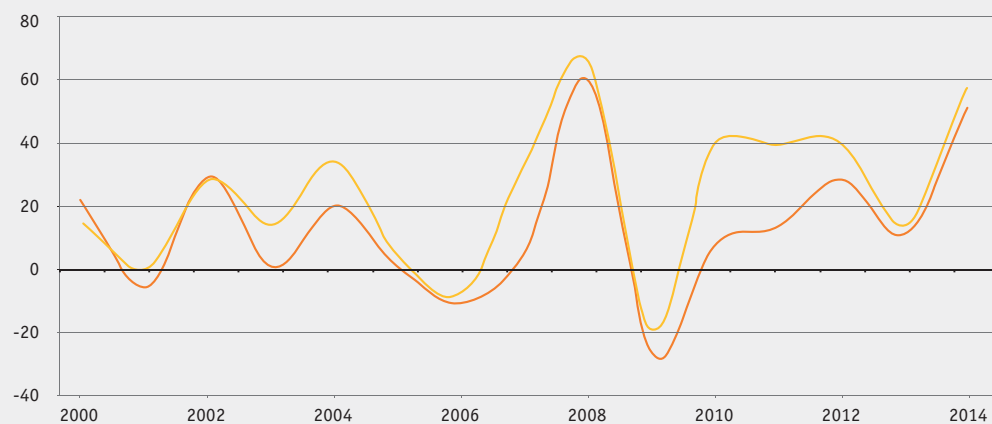
Sales
(€ million)

Messe Düsseldorf
Group

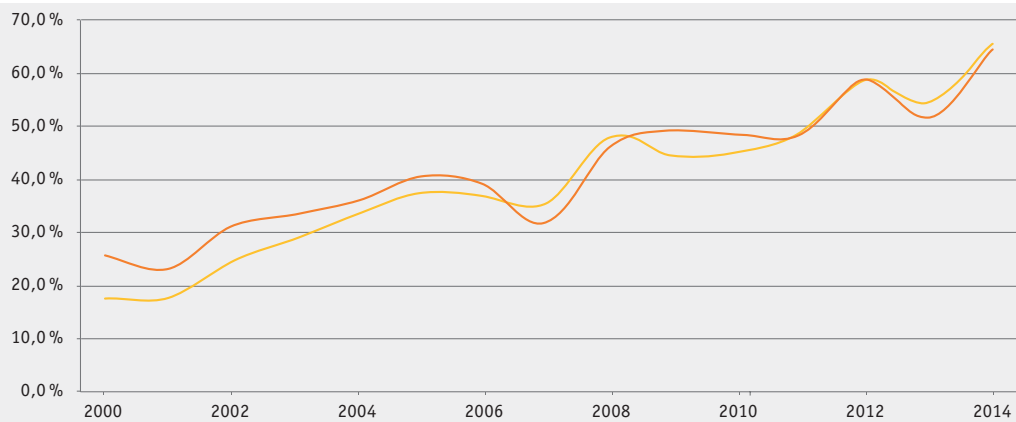
Messe Düsseldorf
GmbH



Results
(€ million)



Equity ratio
(%)



Events at the Düsseldorf exhibition site in 2014

	Exhibitors (German-based)	Exhibitors (foreign-based)	Exhibitors (total)	Net fair space m ²	Visitors (total)	Visitors (of which foreign)
BEAUTY DÜSSELDORF	491	124	615	22,293	54,700	10.0%
boot Düsseldorf	863	814	1,677	85,931	248,281	17.0%
CARAVAN SALON	372	178	550	91,514	192,423	14.2%
COMPAMED *	240	488	728	12,790	0	0.0%
ENERGY STORAGE EUROPE	67	0	67	498	366	0.0%
EuroShop	816	1,413	2,229	116,579	109,496	62.5%
GDS Frühjahr **	253	530	783	32,502	16,486	40.0%
GLOBAL SHOES Frühjahr **	1	264	265	8,530	3,939	75.0%
GDS Sommer with tag it! **	253	840	1,093	41,977	15,663	47.8%
glasstec	378	839	1,217	60,601	42,701	63.1%
interpack ***	719	2,030	2,749	175,503	174,798	66.0%
MEDICA ****	1,077	3,763	4,840	116,368	121,902	61.2%
ProWein	845	3,985	4,830	51,496	49,048	44.7%
REHACARE	494	406	900	31,646	50,912	14.1%
TOP HAIR	106	41	147	4,334	23,300	8.0%
TourNatur	187	67	254	3,869	36,821	1.9%
Tube	309	901	1,210	50,200	33,668	56.0%
Valve World Expo *****	167	528	695	18,332	12,500	69.1%
wire	331	1,002	1,333	58,459	38,050	65.9%
Other events	3,394	1,693	5,087	332,203	173,970	19.0%
Sum total for 2014	11,363	19,906	31,269	1,315,625	1,399,024	

* Number of visitors included in MEDICA visitor total

** Biannual event

*** Including Components visitors

**** Including visitors to COMPAMED

***** Including PUMP Summit

**Product portfolio at the Düsseldorf exhibition site:
24 of the more than 50 trade fairs
are No.1 events**

Plant, machinery & equipment	Commerce, craft industries & services	Medicine & health	Fashion & lifestyle	Leisure activities
<ul style="list-style-type: none"> ■ Components for processing and packaging ■ No.1 drupa® ■ ENERGY STORAGE EUROPE ■ No.1 GIFA® ■ No.1 glasstec® ■ No.1 interpack® ■ ITPS International Thermprocess Summit ■ No.1 K® ■ No.1 METEC® ■ No.1 NEWCAST® ■ PUMP SUMMIT ■ No.1 THERMPROCESS® ■ No.1 Tube® ■ Valve World Expo ■ No.1 wire® ■ ALUMINIUM ■ COMPOSITES EUROPE ■ EMV ■ METAV® ■ viscom 	<ul style="list-style-type: none"> ■ EuroCIS ■ No.1 EuroShop® ■ No.1 ProWein® ■ ARCHITECT@WORK ■ BEFA ■ BERUFE live RHEINLAND ■ BioWest ■ Chefs Culinar ■ ElectronicPartner ■ ima ■ INTERBRIDE ■ PSI ■ REWE FOODSERVICE ■ TRANSGOURMET ■ TrauDich! ■ vivanti 	<ul style="list-style-type: none"> ■ No.1 A+A® ■ No.1 COMPAMED® ■ No.1 MEDICA® ■ No.1 REHACARE INTERNATIONAL® ■ EXPOPHARM ■ infotage dental 	<ul style="list-style-type: none"> ■ No.1 BEAUTY DÜSSELDORF® ■ No.1 GDS ■ No.1 make-up artist design show tag it! by GDS ■ THE GALLERY ■ THE LITTLE GALLERY ■ No.1 TOP HAIR INTERNATIONAL 	<ul style="list-style-type: none"> ■ No.1 boot Düsseldorf ■ No.1 CARAVAN SALON DÜSSELDORF ■ No.1 TourNatur

■ Self-organized events

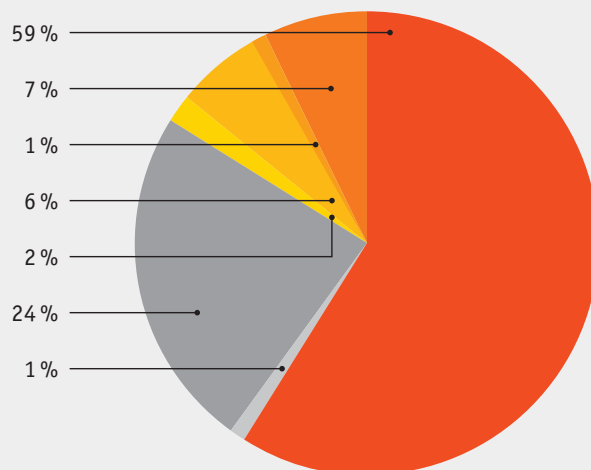
■ Partner/guest events

International flair at the Düsseldorf exhibition site: two thirds of the foreign-based exhibitors* and visitors* come from Europe

A total of 18,175 exhibitors* and
462,431 visitors* from abroad (2014)

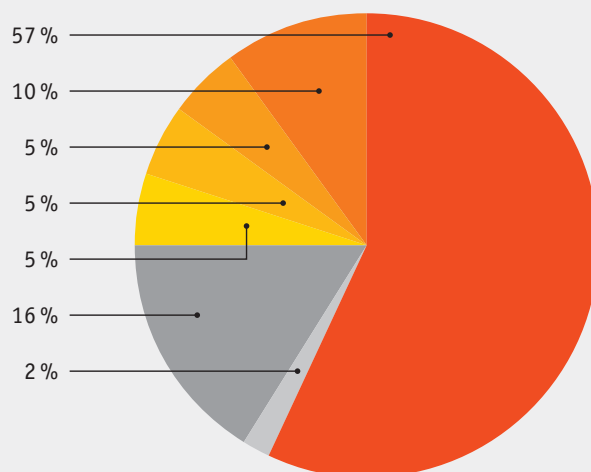
Exhibitors

- EU
- Other European countries
- Africa
- North America
- South and Central America
- Asia
- Australia/Oceania



Visitors

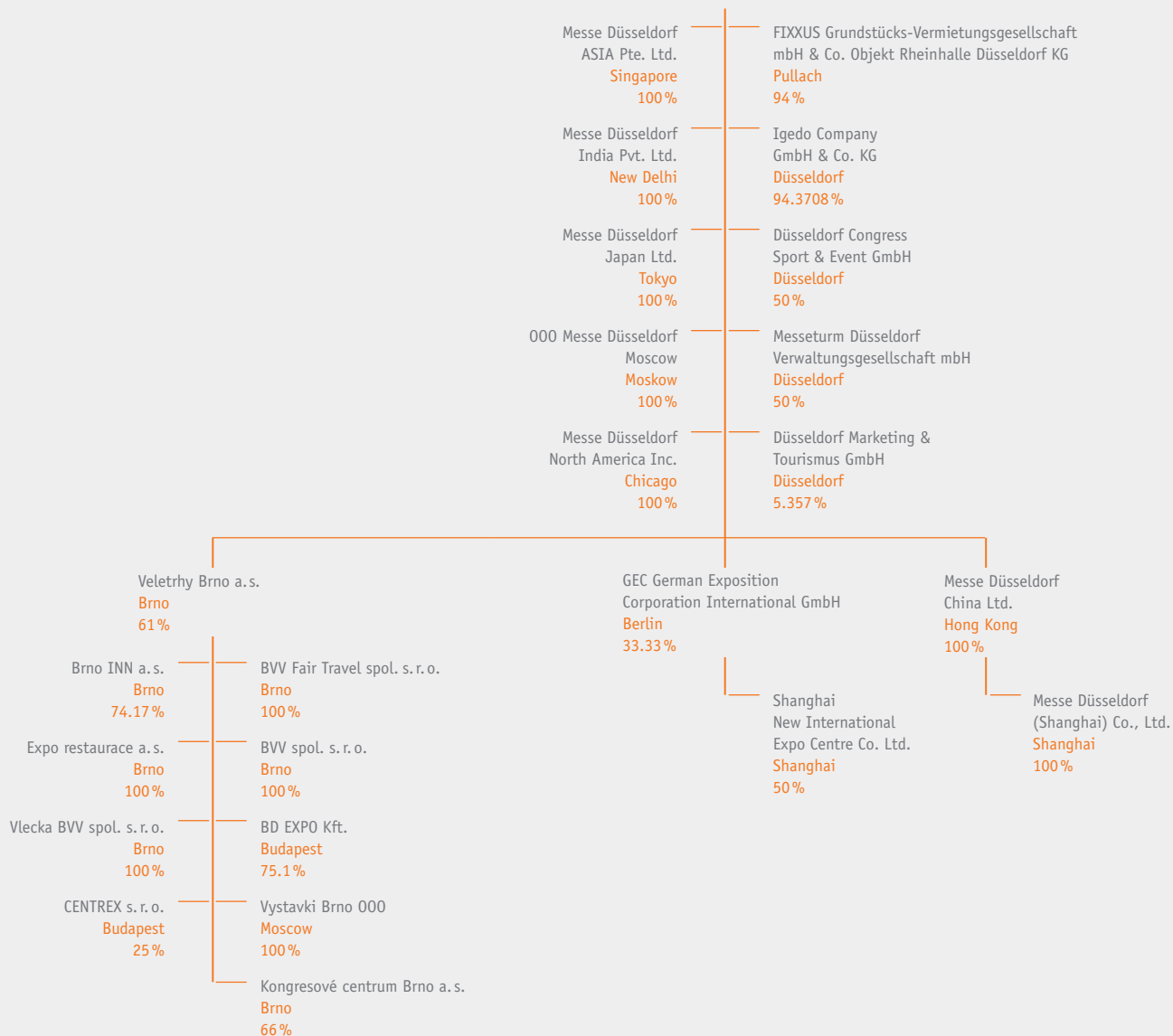
- EU
- Other European countries
- Africa
- North America
- South and Central America
- Asia
- Australia/Oceania



* In respect of events organized by Messe
Düsseldorf GmbH itself at the Düsseldorf site

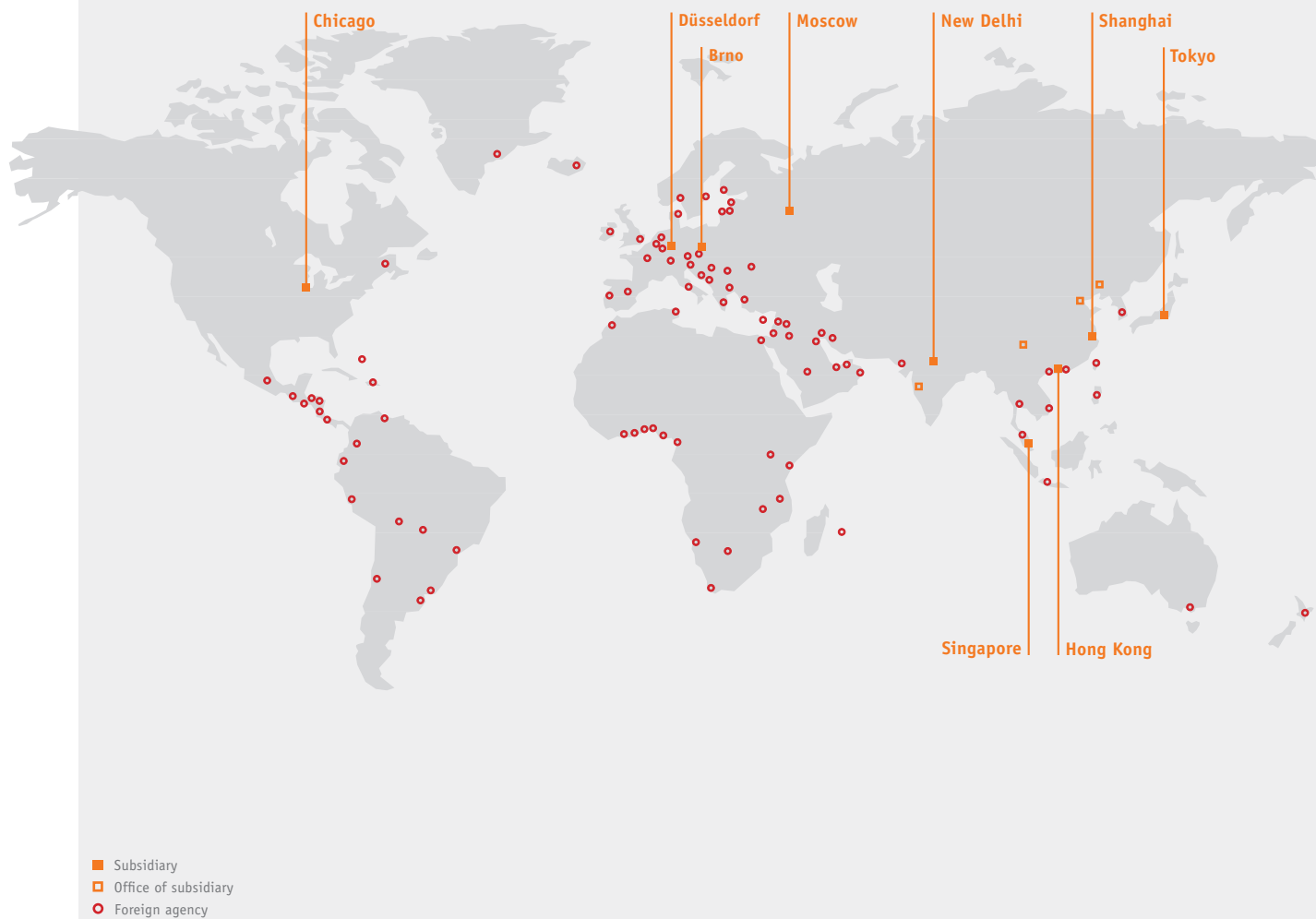
Messe Düsseldorf Group

Messe Düsseldorf GmbH



Markets and locations: the global network

With its 73 foreign agencies and representatives in 134 countries, plus 8 subsidiaries, the Messe Düsseldorf Group is networked globally.

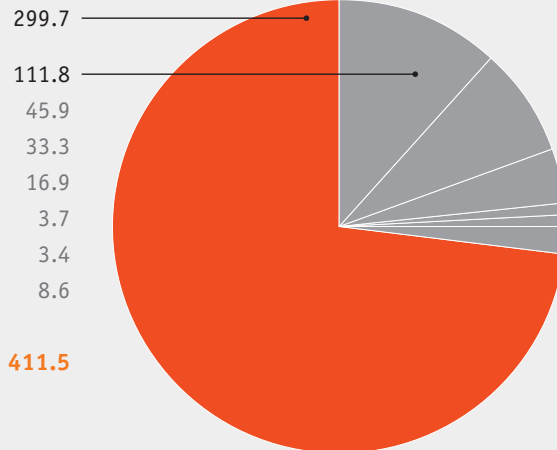


The Czech Republic, Russia and China are the strongest foreign markets in which the Messe Düsseldorf Group operates

2014 consolidated sales per country (in € million)

- Germany
- Foreign sales
 - Czech Republic
 - Russia
 - China
 - Singapore
 - USA
 - Other countries

Total sales



The right product for every market

- The basis: key trade fairs in Düsseldorf (e.g. MEDICA, K, interpack)
- International trade fairs for specific economic regions, in line with the product family strategy (e.g. MEDICAL FAIR INDIA, interplastica/Moscow, PACK PRINT INTERNATIONAL/Bangkok)
- Events commissioned by third parties; customers: Federal Ministry of Economics and Energy (BMWi), ministries of the various federal states
- Every year, roughly 35 participations in federal and provincial government events abroad
- Joint ventures (e.g. with Munich in India, and with Essen in Dubai or Moscow)

Special Events

e.g. Organizational and operating partner to the German House during Olympic Games and Paralympics.

Worldwide market cultivation: product families



Moscow ZDRAVOOKHRANENIYE 14

Visitors 31,252
Exhibitors 820

Düsseldorf MEDICA 14

Visitors 121,902
Exhibitors 4,840

São Paulo HOSPITALAR 14

Visitors 91,000
Exhibitors 1,250

Mumbai MEDICAL FAIR INDIA 14

Visitors 8,013
Exhibitors 443

Beijing CHINA MED 14

Visitors 29,500
Exhibitors 545

Bangkok MEDICAL FAIR THAILAND 13

Visitors 6,396
Exhibitors 347

Singapore MEDICAL FAIR ASIA 14

Visitors 10,505
Exhibitors 689

Singapore MEDICAL MANUFACTURING ASIA 14

Visitors 6,218
Exhibitors 187

New Delhi MEDICAL FAIR INDIA 13

Visitors 7,600
Exhibitors 410



By placing leading brands globally, the Messe Düsseldorf Group secures benefits for its customers at the Düsseldorf site.



Moscow Tube, Metallurgy, Aluminium 14

Visitors 7,100*
Exhibitors 256

Moscow wire Russia 13

Visitors 10,850*
Exhibitors 250

Düsseldorf wire/Tube 14

Visitors 71,718
Exhibitors 2,543

Dubai Tekno/Tube Arabia 13

Visitors 3,487**
Exhibitors 161

São Paulo TUBOTECH 13

Visitors 15,000***
Exhibitors 577

São Paulo wire South America 13

Visitors 15,000***
Exhibitors 184

Shanghai wire & Tube China 14

Visitors 38,834
Exhibitors 1,431

Bangkok wire/Tube Southeast Asia 13

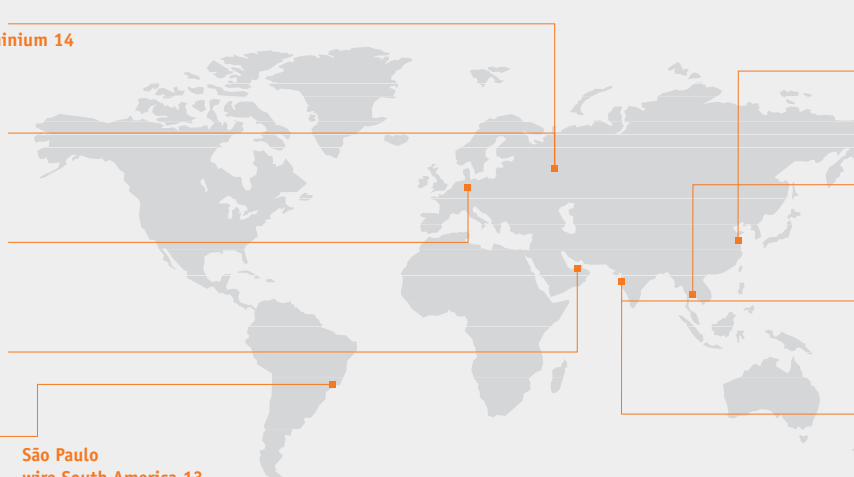
Visitors 6,880
Exhibitors 363

Mumbai Tube India 14

Visitors 10,600**
Exhibitors 104

Mumbai WIRE & CABLE INDIA 14

Visitors 10,600**
Exhibitors 282



* Including: Russia Essen Welding+Cutting

** Including: Arabia Essen Welding+Cutting

*** Joint event: TUBOTECH and wire South America, São Paulo

** Joint event: Tube India / Metallurgy India / WIRE + CABLE INDIA / India Essen Welding & Cutting

Worldwide market cultivation: product families



Moscow
interplastica 14
Visitors 217,423 *
Exhibitors 687

Düsseldorf
K 13
Visitors 217,423
Exhibitors 3,220

Brno
PLASTEX 14
Visitors 74,741 **
Exhibitors 146

Dubai
Arabplast 13
Visitors 29,646
Exhibitors 794

Jakarta
INDOPLAS/INDOPACK/INDOPRINT 14
Visitors 22,128
Exhibitors 362

Guangzhou
CHINAPLAS 14
Visitors 130,370
Exhibitors 3,067

Bangkok
TIPREX 13
Visitors 6,200
Exhibitors 169

Ho Chi Minh City
Plastics & Rubber Vietnam 14
Visitors 7,140
Exhibitors 155

New Delhi
PLASTINDIA 12
Visitors 125,000
Exhibitors 1,605

* Joint event: UPAKOVKA/UPAK ITALIA + interplastica

** Including: MSV, IMT, Fondex, Profintech and Welding



Moscow
UPAKOVKA/UPAK ITALIA 14
Visitors 20,000 *
Exhibitors 290

Düsseldorf
interpack 14
Visitors 174,798
Exhibitors 2,670

Chicago
PROCESS EXPO 13
Visitors 19,200
Exhibitors 830

Brno
Embax 14
Visitors 22,661 **
Exhibitors 106

Shenzhen
CHINA-PHARM 14
Visitors 18,769
Exhibitors 431

Bangkok
PACK PRINT INT. 13
Visitors 16,833
Exhibitors 154

Mumbai
Int. PackTech India 14
Visitors 10,250 ***
Exhibitors 114

Nairobi
FPPE 14
Visitors 1,037
Exhibitors 65

* Joint event: UPAKOVKA/UPAK ITALIA + interplastica

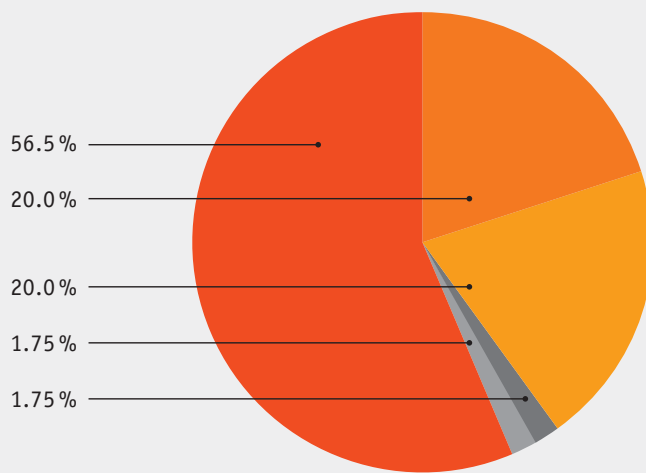
** Including: SALIMA, MBK, Inteco, Vintex und Print

*** Joint event: drink technology india

Shareholders, Board of Management, Supervisory Board

Messe Düsseldorf Group shareholders

- The City of Düsseldorf
- The Land of North Rhine-Westphalia via its Düsseldorf-based holding company
- Industrieterrains Düsseldorf-Reisholz AG, Düsseldorf
- The Düsseldorf Chamber of Industry and Commerce
- The Düsseldorf Chamber of Handicrafts



Managing Board

Werner M. Dornscheidt
CEO, Chairman of the Managing Board

Hans Werner Reinhard
Executive Director

Joachim Schäfer
Executive Director

Bernhard J. Stempfle
Executive Director

Supervisory Board of Messe Düsseldorf GmbH

Thomas Geisel
Chairman of the Supervisory Board
Mayor of Düsseldorf, capital of North Rhine-Westphalia

Andreas Ehlert
Vice-Chairman
President of Düsseldorf Chamber of Handicrafts

Andreas Hartnigk, Lawyer
Vice-Chairman
Member of Düsseldorf City Council

Gabriele Schafer
Vice-Chairperson, Chairperson of the Employees' Council,
Messe Düsseldorf GmbH Employees' Representative

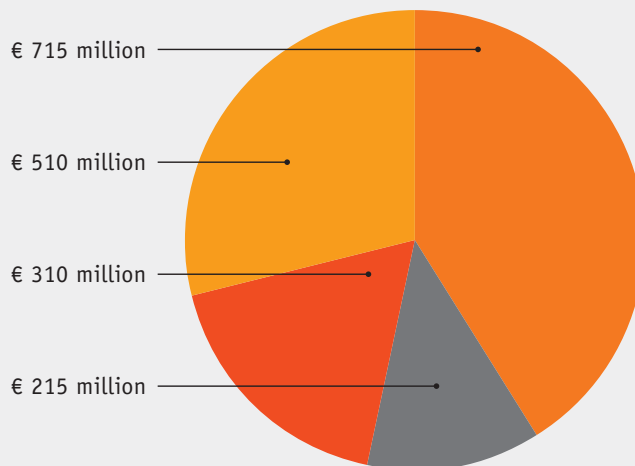
Düsseldorf as a trade fair location

Socioeconomic impact of Messe Düsseldorf

- on Düsseldorf
- on foreign countries
- on the rest of North-Rhine Westphalia
- on the rest of Germany

Jobs safeguarded nationwide	23,564
Expenditure worldwide*	€ 1.75 billion
Sales triggered nationwide	€ 2.29 billion

* 1 euro of trade fair sales generates total sales of 6.2 euros in Düsseldorf



Source: ifo study, October 2009, on the socioeconomic impact of the Düsseldorf trade fairs, average figures for 2005–2008

In the centre of Europe: a guaranteed attraction to consumers and visitors

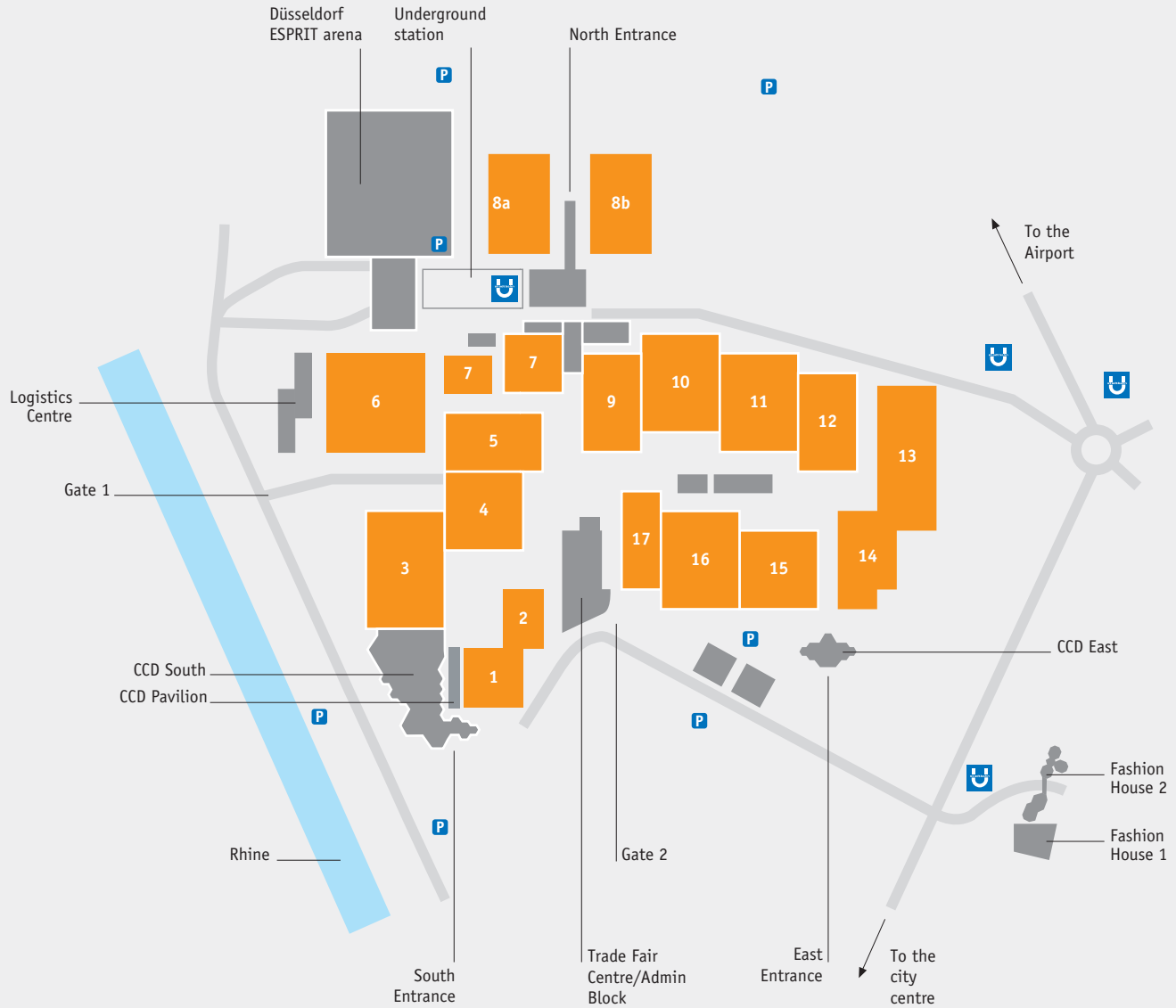
10 minutes away:
Düsseldorf Airport
offering 180 destinations worldwide

A 1-hour flight to:
Berlin, Bern, Brussels, The Hague,
Copenhagen, London, Luxembourg,
Paris, Prague

A 500-km catchment area:
with a population of 150 million



Site plan



Contact us

You would like detailed information?

You still have a few questions?

You would like further information
on the Messe Düsseldorf Group?

Or on specific topics?

Kindly contact:

› www.messe-duesseldorf.de/messe/service-12.php

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