

GB

KEY FACTS 2016

MESSE DÜSSELDORF GROUP

www.messe-duesseldorf.com



Messe
Düsseldorf

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BUSINESS TRENDS

		2012	2013	2014	2015	2016
Total capacity *	m ²	305,700	305,400	305,400	304,800	304,800
Hall space available	m ²	262,700	262,400	262,400	261,800	261,800
Open-air space available	m ²	43,000	43,000	43,000	43,000	43,000
Space utilized *	m ² (gross)	2,101,300	1,737,287	2,294,836	1,624,789	2,247,486
Space rented out *	m ² (net)	1,219,626	979,346	1,315,625	891,438	1,308,304
Fairs and exhibitions *	total	37	29	36	29	31
Self-organized events *		23	18	21	18	19
Partner / guest events *		14	11	15	11	12
Total consolidated sales	€ million	380,5	322,9	411,5	302	442,8
Consolidated sales (Germany)	€ million	265,8	210,0	299,7	202,1	369,7
Consolidated sales (foreign)	€ million	114,7	112,9	111,8	99,9	73,1
Consolidated annual profit	€ million	40,6	14,0	57,7	10,3	58,8
Group workforce		1,250	1,212	1,200	1,207	932
Exhibitors *	total	27,988	25,126	31,269	25,819	32,383
Exhibitors (German-based)		11,380	9,662	11,363	9,189	10,796
Exhibitors (foreign-based)		16,608	15,464	19,906	16,630	21,587
Visitors *	total	1,452,077	1,194,674	1,399,024	1,084,121	1,591,424
Visitors from Germany		958,024	837,852	904,076	802,291	899,322
Visitors from abroad		494,053	356,822	494,948	281,830	692,102
Düsseldorf Congress Sport & Event GmbH						
Event days		309	330	331	314	308
Events		3,041	3,189	4,335	3,463	3,695
Participants		2,121,426	2,025,498	2,379,560	2,355,149	2,269,494

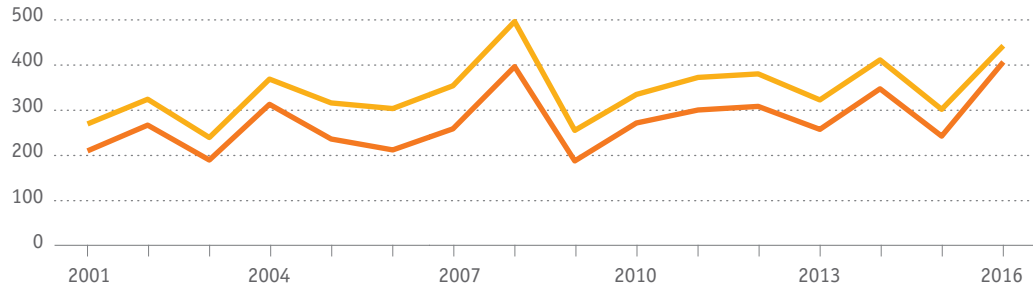
* Düsseldorf exhibition site – due to differences in the numbers of events, the annual figures are only partly comparable.

SALES, RESULTS, AND EQUITY RATIO

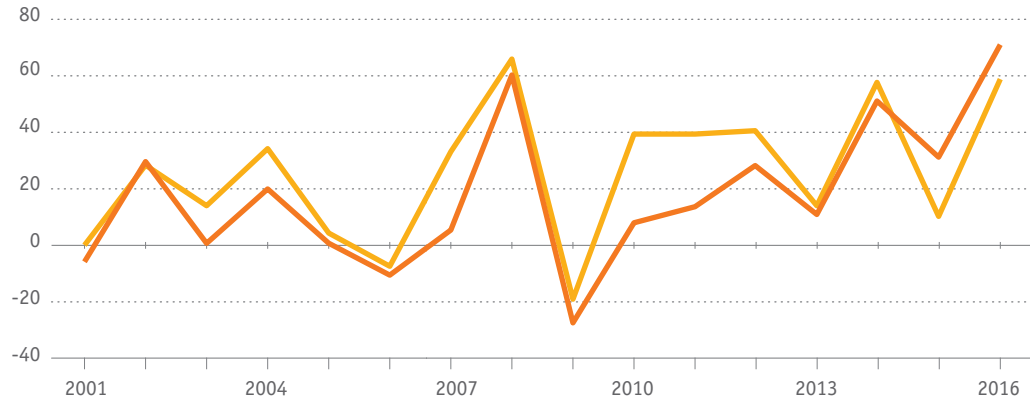
BUSINESS TRENDS

● Messe Düsseldorf Group ● Messe Düsseldorf GmbH

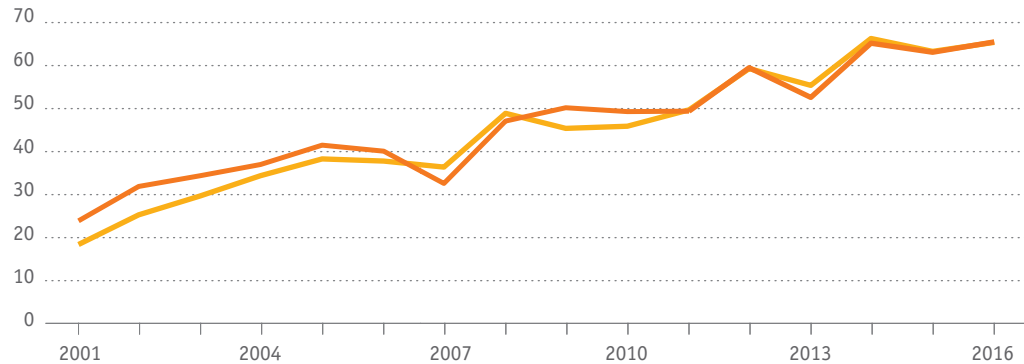
SALES (€ million)



RESULTS (€ million)



EQUITY RATIO (%)



EVENTS IN DÜSSELDORF IN 2016
GREATLY APPRECIATED

	Exhibitors German- based	Exhibitors Foreign- based	Exhibitors total	Net exhibition space m ² Not counting special exhibition space	Visitors total	Visitors Of which foreign-based in %
BEAUTY DÜSSELDORF	483	137	620	22,436	67,287	9
boot Düsseldorf	862	971	1,833	94,189	244,691	18
CARAVAN SALON DÜSSELDORF	364	196	560	104,461	204,477	14
COMPAMED*	257	516	773	13,073		
drupa	521	1,302	1,823	156,552	260,165	75
ENERGY STORAGE EUROPE	97	45	142	1,251	3,026	37
EuroCIS	239	172	411	10,767	10,427	42
GDS Winter mit tag it!	199	474	673	28,094	14,220	43
GDS Sommer mit tag it!	189	513	702	27,155	12,461	42
glasstec	358	879	1,237	64,033	40,105	70
K	1,040	2,253	3,293	173,025	232,053	71
MEDICA**	1,049	4,069	5,118	115,890	117,902	70
ProWein	979	5,276	6,255	68,550	55,729	49
REHACARE	453	461	914	32,031	48,642	15
TOP HAIR INTERNATIONAL	128	37	165	6,487	32,013	7
TourNatur	179	93	272	4,385	43,567	4
Tube	321	956	1,277	51,183	31,304	62
VALVE WORLD EXPO	147	575	722	19,871	12,422	68
wire	313	1,022	1,335	59,522	38,255	65
Other events	2,618	1,640	4,258	255,349	122,678	28
Sum total	10,796	21,587	32,383	1,308,304	1,591,424	44

* Number of visitors included in MEDICA visitor total

** Visitor figure includes visitors to COMPAMED

24 of the more than 50 trade fairs at the Düsseldorf trade fair venue are > **No. 1 events**

01

PLANT, MACHINERY & EQUIPMENT

- > ALUMINIUM *
- > Components for processing and packaging
- > COMPOSITES EUROPE *
- > **drupa®**
- > EMV METAV® *
- > ENERGY STORAGE EUROPE
- > euromold
- > **GIFA®**
- > **glasstec®**
- > **interpack®**
- > ITPS International Thermprocess Summit
- > **K®**
- > **METEC®**
- > **NEWCAST®**
- > **PUMP SUMMIT**
- > **THERMPROCESS®**
- > **Tube®**
- > Valve World Expo
- > viscom *
- > **wire®**

02

COMMERCE, CRAFT INDUSTRIES & SERVICES

- > ARCHITECT@WORK *
- > BEFA *
- > BERUFE live RHEINLAND *
- > BioWest *
- > CHEFS CULINAR *
- > ElectronicPartner *
- > EuroCIS
- > **EuroShop®**
- > ima *
- > **ProWein®**
- > PSI *
- > REWE FOODSERVICE *
- > TRANSGOURMET *
- > vivanti *

03

MEDICINE & HEALTH

- > **A+A®**
- > **COMPAMED®**
- > expopharm *
- > infotage dental *
- > **MEDICA®**
- > **REHACARE INTERNATIONAL®**

* Partner/guest events

- » www.messe-duesseldorf.com/tradefairs
- » www.messe-duesseldorf.com/guestshows

04

FASHION, LIFESTYLE & BEAUTY

- > **BEAUTY DÜSSELDORF®**
- > **GDS**
- > INTERBRIDE *
- > **make-up artist design show**
- > tag it! by GDS
- > Gallery SHOES
- > **TOP HAIR INTERNATIONAL**
- > Traumhochzeit *

05

LEISURE ACTIVITIES

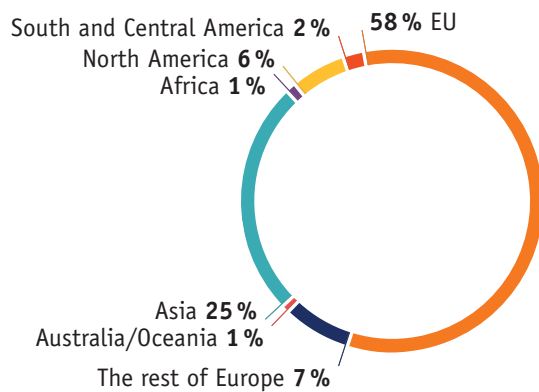
- > **boot Düsseldorf**
- > **CARAVAN SALON DÜSSELDORF**
- > **TourNatur**

INTERNATIONAL FLAIR WELCOME TO DÜSSELDORF

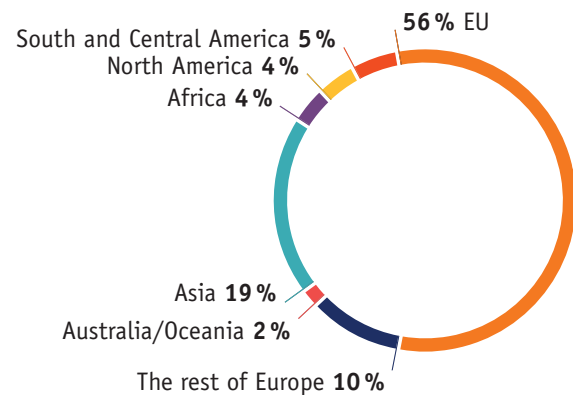
Messe Düsseldorf GmbH is the Number 1 when it comes to international flair at capital goods trade fairs. In 2016, roughly 72% of the exhibitors and trade visitors to the Company's self-organized events

in the area of expertise comprising machinery, plants & equipment came to the Rhine from abroad. On the whole, customers from roughly 180 countries visited the trade fairs in Düsseldorf.

EXHIBITORS IN 2016 Total 19.947



TRADE VISITORS IN 2016 Total 658.420



Messe Düsseldorf GmbH



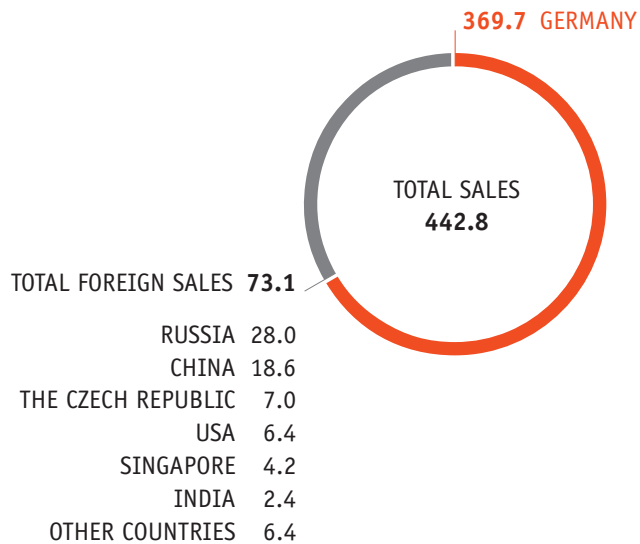
» www.messe-duesseldorf.com/subsidiaries

FOREIGN MARKETS CONSTANTLY IN MOTION

2016 CONSOLIDATED SALES - FIGURES PER COUNTRY

(€ million)

The Czech Republic, Russia and China are the Messe Düsseldorf Group's strongest foreign markets.



THE RIGHT PRODUCT FOR EVERY MARKET

- › The basis: flagship trade fairs in Düsseldorf (e.g. MEDICA, K, interpack)
- › Orientation of international sales to four core sectors/global product portfolios and specific economic regions:
 - Processing & packaging
 - Health & medical technologies
 - Plastics & rubber
 - Metals & flow technologies
- › Events commissioned by clients
- › Every year, roughly 35 participations in federal and provincial government events abroad
- › Joint ventures (e.g. with Munich in India, with Essen in Dubai, and with Allworld Exhibitions in China or Singapore)

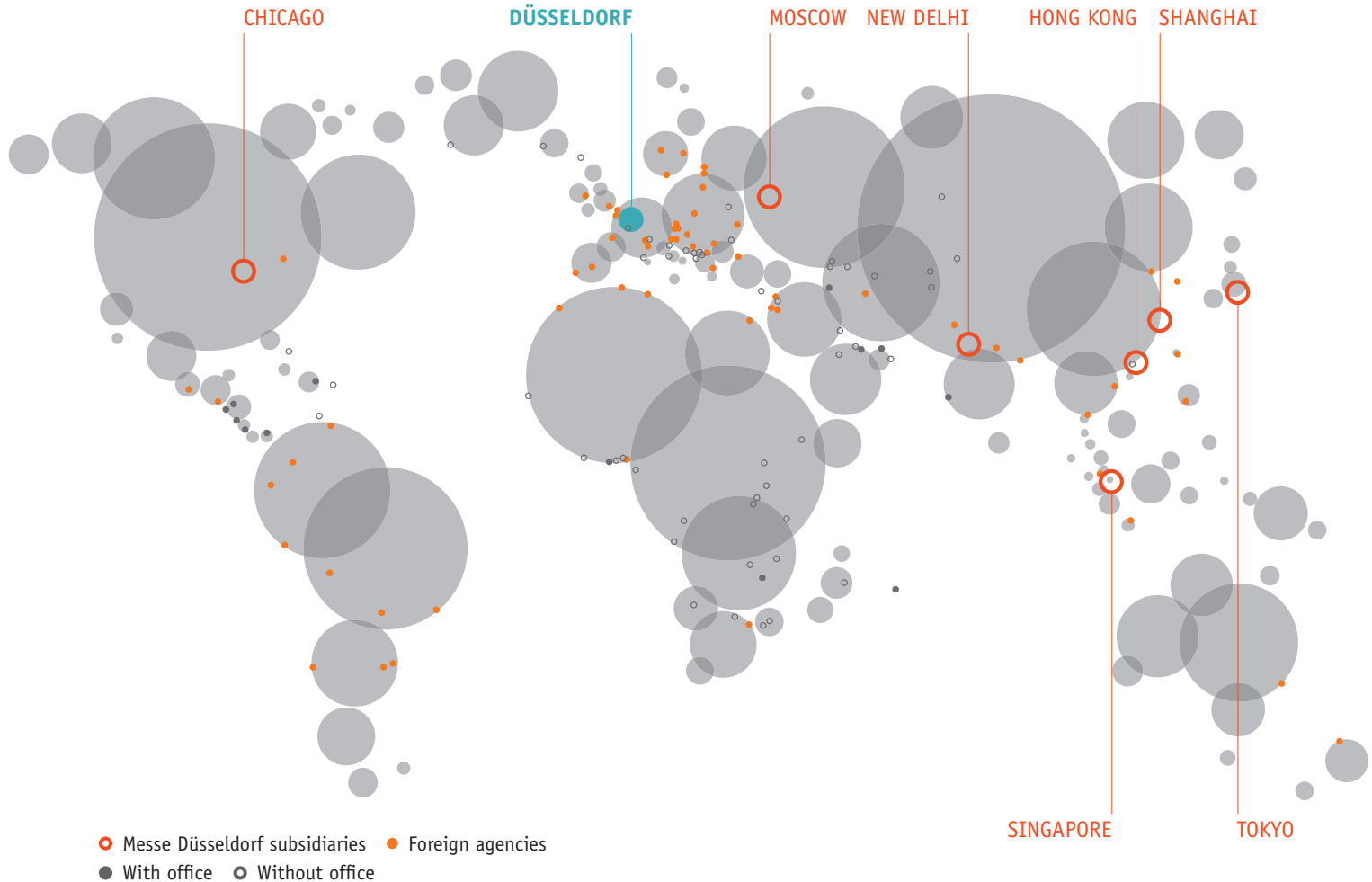
SPECIAL EVENTS

- › Partner at Olympic and Paralympic Games
 - » www.messe-duesseldorf.com/german_house
 - » www.dsm-olympia.com
- › The SAVE FOOD Initiative is a cooperative venture between Messe Düsseldorf GmbH, the Food and Agriculture Organization of the United Nations (FAO), and the United Nations Environment Programme (UNEP), designed to combat worldwide food losses and wastage.
 - » www.save-food.org

MARKETS AND LOCATIONS A WORLDWIDE NETWORK

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

With its 71 foreign agencies and representatives in 132 countries, plus 8 subsidiaries, the Messe Düsseldorf Group is networked globally.



GLOBAL PRODUCT PORTFOLIOS
INTERNATIONAL STRATEGY

› **PROCESSING & PACKAGING**

- › **interpack** DÜSSELDORF
- › **components** DÜSSELDORF
- › **components** TEHERAN/IRAN
- › **food pex India** MUMBAI, NEW DELHI/INDIA
- › **food processing & packaging exposium** NAIROBI/KENIA
- › **indiapack** MUMBAI, NEW DELHI/INDIA
- › **indopack** JAKARTA/INDONESIA
- › **pacprocess India** MUMBAI, NEW DELHI/INDIA
- › **pacprocess Tehran** TEHERAN/IRAN
- › **PROCESS EXPO** CHICAGO/USA
- › **SAVE FOOD** DÜSSELDORF
- › **swop** SHANGHAI/CHINA
 - **bulk pex**
 - **components**
 - **food pex**
 - **pacpro Asia**
- › **upakovka** MOSCOW/RUSSIA

› **HEALTH & MEDICAL TECHNOLOGIES**

- › **MEDICA** DÜSSELDORF
- › **COMPAMED** DÜSSELDORF
- › **HOSPITALAR** SÃO PAULO/BRAZIL
- › **Integration Moscow** MOSCOW/RUSSIA
- › **MEDICAL FAIR ASIA** SINGAPORE
- › **MEDICAL FAIR CHINA** SUZHOU/CHINA
- › **MEDICAL FAIR INDIA** MUMBAI, NEW DELHI/INDIA
- › **MEDICAL FAIR THAILAND** BANGKOK/THAILAND
- › **MEDICAL MANUFACTURING ASIA** SINGAPORE
- › **MEDICAL WORLD AMERICAS** HOUSTON/USA
- › **MEDIZ** ST. PETERSBURG/RUSSIA
- › **REHACARE INTERNATIONAL** DÜSSELDORF
- › **ZDRAVOOKHRANENIYE** MOSCOW/RUSSIA

» www.messe-duesseldorf.com/global_portfolios

GLOBAL PRODUCT PORTFOLIOS
INTERNATIONAL STRATEGY

› **PLASTICS & RUBBER**

- › **K DÜSSELDORF**
- › **Arabplast** DUBAI/UNITED ARAB EMIRATES
- › **Chinaplas** GUANGZHOU, SHANGHAI/CHINA
- › **Indoplas** JAKARTA/INDONESIA
- › **interplastica** MOSCOW/RUSSIA
- › **interplastica KAZAN** KAZAN/TATARSTAN
- › **IRANPLAST** TEHERAN/IRAN
- › **plast alger** ALGIERS/ALGERIA
- › **Plastics & Rubber Vietnam** HO CHI MINH CITY/VIETNAM
- › **Plastindia** GANDHINAGAR, GUJARAT/INDIA
- › **T-PLAS** BANGKOK/THAILAND

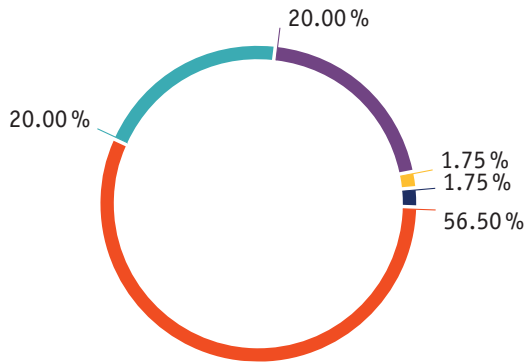
› **METALS & FLOW TECHNOLOGIES**

- › **GIFA DÜSSELDORF**
- › **FLOW CONTROL EXCHANGE**
RIO DE JANEIRO/BRAZIL
- › **FLOW CONTROL EXCHANGE**
NEW DELHI/INDIA
- › **indometal** JAKARTA/INDONESIA
- › **International Thermprocess Summit (ITPS) DÜSSELDORF**
- › **Iran Wire** TEHERAN/IRAN
- › **ITPS Americas** CHICAGO/USA
- › **ITPS Asia** MUMBAI/INDIA
- › **Litmash Russia**
MOSCOW/RUSSIA
- › **Metallurgy India**
MUMBAI/INDIA
- › **Metallurgy Russia**
MOSCOW/RUSSIA
- › **METEC DÜSSELDORF**
- › **NEFTEGAZ** MOSCOW/RUSSIA
- › **NEWCAST DÜSSELDORF**
- › **PUMP SUMMIT DÜSSELDORF**
- › **Pump Summit Americas**
HOUSTON/USA
- › **THERMPROCESS DÜSSELDORF**
- › **Tube DÜSSELDORF**
- › **Tube CHINA** SHANGHAI/CHINA
- › **Tube India** MUMBAI/INDIA
- › **Tube Producers and Suppliers Pavillon at FABTECH**
CHICAGO/USA
- › **Tube Russia** MOSCOW/RUSSIA
- › **Tube Southeast ASIA**
BANGKOK/THAILAND
- › **TUBOTECH** SÃO PAULO/BRAZIL
- › **Valve World Expo DÜSSELDORF**
- › **VALVE WORLD EXPO AMERICAS**
HOUSTON/USA
- › **VALVE WORLD EXPO ASIA**
SUZHOU/CHINA
- › **wire DÜSSELDORF**
- › **wire CHINA** SHANGHAI/CHINA
- › **wire India** MUMBAI/INDIA
- › **wire Russia** MOSCOW/RUSSIA
- › **wire South America**
SÃO PAULO/BRAZIL
- › **wire Southeast ASIA**
BANGKOK/THAILAND

BODIES

SHAREHOLDERS

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



MANAGEMENT BOARD

Dipl.-Betriebswirt Werner M. Dornscheidt
CEO, Chairman of the Management Board, Düsseldorf

Hans Werner Reinhard
Executive Director

Joachim Schäfer, MICS, MCP
Executive Director

Bernhard J. Stempfle
Executive Director

SUPERVISORY BOARD

CHAIRMAN

Thomas Geisel
Mayor of Düsseldorf, capital of North Rhine-Westphalia

VICE-CHAIRPERSONS

Dr.-Ing. E. h. Wolfgang R. Bays
Vice-President of the Düsseldorf Chamber of Industry and Commerce

Andreas Hartnigk
Lawyer, Member of Düsseldorf City Council

Gabriele Schafer
Chair of the Employees' Council, Messe Düsseldorf GmbH Employees' Representative

DÜSSELDORF AS A TRADE FAIR LOCATION

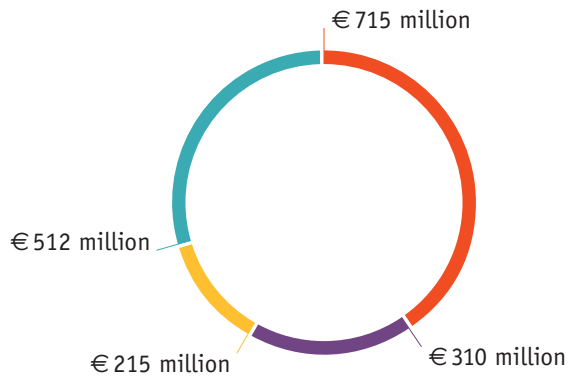
ALL FACILITIES AT HAND, EVERYTHING NEARBY

SOCIOECONOMIC IMPACT

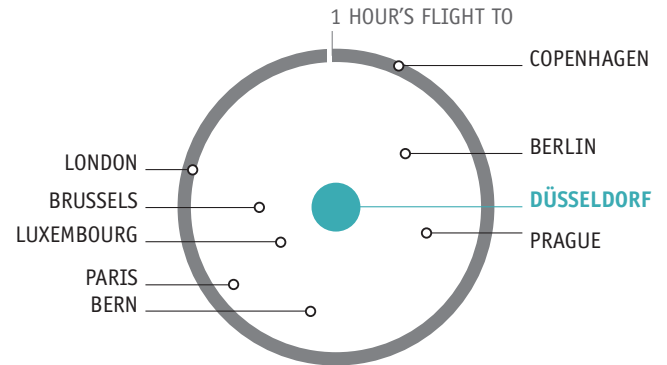
Jobs safeguarded nationwide	23,564
Expenditure worldwide *	€ 1.75 billion
Sales triggered throughout Germany	€ 2.29 billion

* € 1,00 of trade fair sales generates total sales of € 6,20 in Düsseldorf.

Source: ifo study: Socioeconomic effects of the Düsseldorf trade fairs, average figures for 2005-2008, October 2009



- Düsseldorf
- The rest of NRW
- The rest of Germany
- Foreign countries



IN THE HEART OF EUROPE

10 MINUTES

Düsseldorf Airport,
offering 180 destinations worldwide

A 1-HOUR FLIGHT TO

Berlin, Bern, Copenhagen, London,
Luxembourg, Paris, Prague

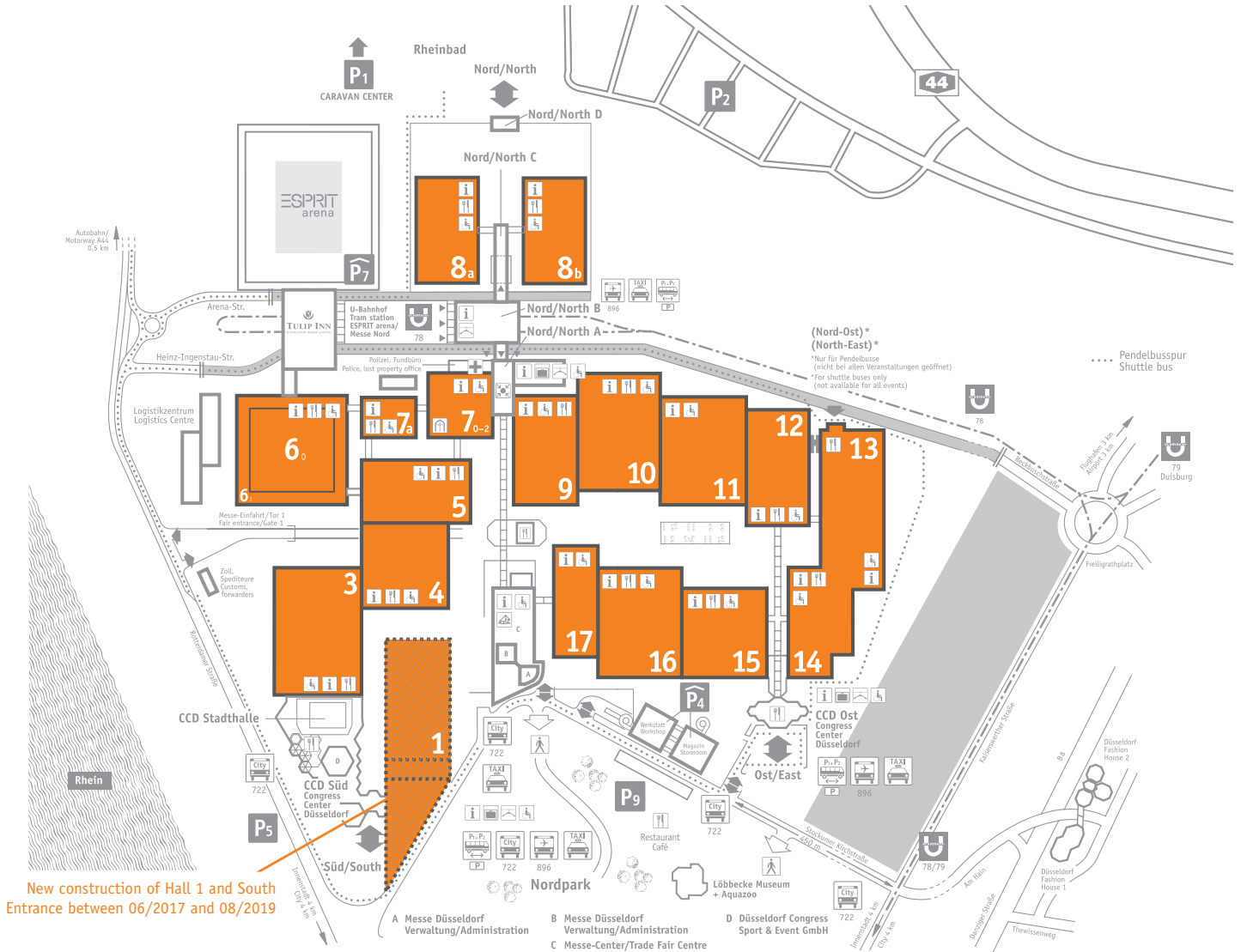
A 500 KM CATCHMENT AREA

with a population of 150 million

- » www.duesseldorf.com
- » www.duesseldorf-tourismus.de

SITE PLAN

» www.messe-duesseldorf.com/detailplan



New construction of Hall 1 and South Entrance between 06/2017 and 08/2019

CONTACTING US & NEWS

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