

EN

# KEY FACTS 2017

MESSE DÜSSELDORF GROUP

[www.messe-duesseldorf.com](http://www.messe-duesseldorf.com)



Messe  
Düsseldorf

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## BUSINESS TRENDS

		2013	2014	2015	2016	2017
Total capacity *	m <sup>2</sup>	305,400	305,400	304,800	304,800	291,580 °
Hall space available	m <sup>2</sup>	262,400	262,400	261,800	261,800	248,580 °
Open-air space available	m <sup>2</sup>	43,000	43,000	43,000	43,000	43,000
Space utilized*	m <sup>2</sup> (gross)	1,737,287	2,294,836	1,624,789	2,247,486	1,858,831
Space rented out*	m <sup>2</sup> (net)	979,346	1,315,625	891,438	1,308,304	1,162,415
Fairs and exhibitions*	Total	29	36	29	31	31
Self-organized events*		18	21	18	19	18
Partner/guest events*		11	15	11	12	13
Total consolidated sales	€ million	322.9	411.5	302.0	442.8	366.9
Consolidated sales (Germany)	€ million	210.0	299.7	202.1	369.7	297.1
Consolidated sales (foreign)	€ million	112.9	111.8	99.9	73.1	69.8
Consolidated annual profit	€ million	14.0	57.7	10.3	58.8	55.0
Group workforce		1,212	1,200	1,207	932	831
Exhibitors*	Total	25,126	31,269	25,819	32,383	29,210
Exhibitors (German-based)		9,662	11,363	9,189	10,796	9,579
Exhibitors (foreign-based)		15,464	19,906	16,630	21,587	19,631
Visitors*	Total	1,194,674	1,399,024	1,084,121	1,591,424	1,344,548
Visitors from Germany		837,852	904,076	802,291	899,322	857,739
Visitors from abroad		356,822	494,948	281,830	692,102	486,809
Düsseldorf Congress Sport & Event GmbH						
Event days		330	331	314	308	303
Events		3,189	4,335	3,463	3,695	3,461
Participants		2,025,498	2,379,560	2,355,149	2,269,494	2,508,083

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

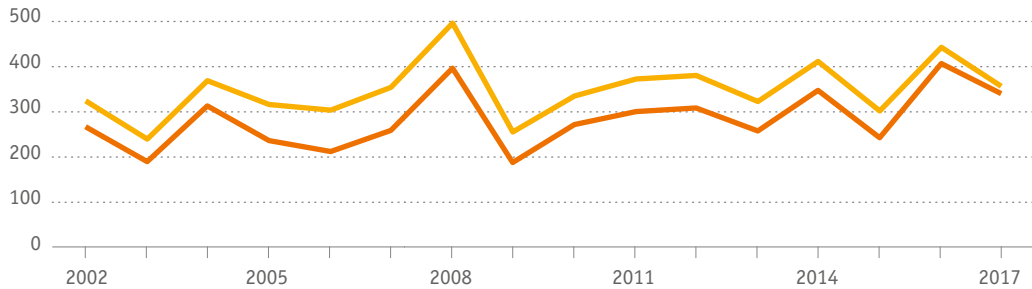
° During the construction phase for the new South Entrance (started in June 2017)

SALES, RESULTS, AND EQUITY RATIO

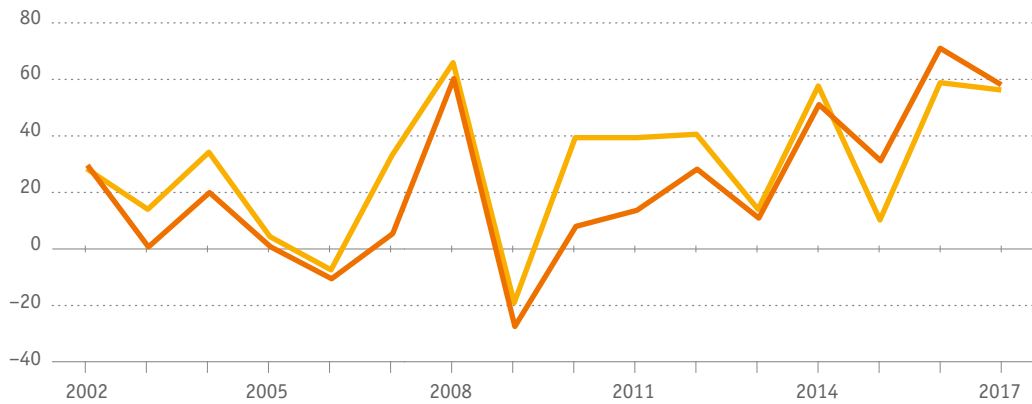
**BUSINESS TRENDS**

● Messe Düsseldorf Group ● Messe Düsseldorf GmbH

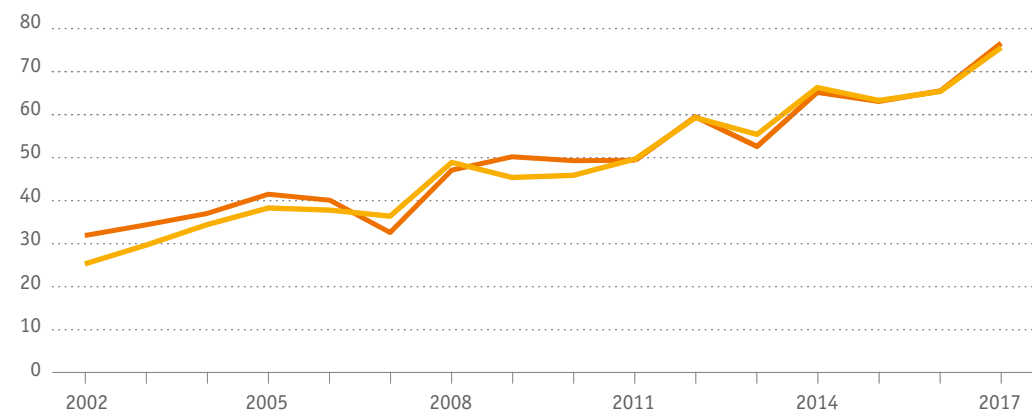
**SALES** (€ million)



**RESULTS** (€ million)



**EQUITY RATIO** (%)



EVENTS IN DÜSSELDORF IN 2017  
GREATLY APPRECIATED

	Exhibitors German-based	Exhibitors foreign-based	Exhibitors Total	Net exhibi- tion space m <sup>2</sup>	Visitors Total	Visitors Of which foreign-based in %
A+A	578	1,364	1,942	70,643	67,248	47
BEAUTY DÜSSELDORF with mads	487	143	630	23,375	67,966	10
boot Düsseldorf	819	1,000	1,819	99,698	241,130	19
CARAVAN SALON DÜSSELDORF	383	225	608	109,321	233,702	12
COMPAMED *	243	540	783	13,149		
components **	50	35	85	2,368		
ENERGY STORAGE EUROPE	111	51	162	2,083	4,329	31
EuroShop	851	1,518	2,369	127,592	113,906	66
GDS Winter with tag it!	132	357	489	20,583	9,975	43
interpack ***	646	2,214	2,860	178,124	170,899	74
MEDICA ****	950	4,198	5,148	114,381	113,582	72
ProWein	988	5,627	6,615	71,861	58,502	51
REHACARE	357	427	784	20,501	38,981	15
tasc	44	6	50	896	1,159	9
TOP HAIR - THE FAIR	142	44	186	6,915	37,045	7
TourNatur	163	102	265	3,841	46,637	2
Partner/ guest events	2,635	1,780	4,415	297,084	139,487	36
<b>Sum total</b>	<b>9,579</b>	<b>19,631</b>	<b>29,210</b>	<b>1,162,415</b>	<b>1,344,548</b>	<b>36</b>

\* Number of visitors included in MEDICA visitor total

\*\* Number of visitors included in interpack visitor total

\*\*\* Visitor figure includes visitors to components

\*\*\*\* Visitor figure includes visitors to COMPAMED

AREAS OF EXPERTISE

THE NO. 1 ... 23 TIMES

23 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
- > **drupa**
- > EMV \*
- > ENERGY STORAGE EUROPE
- > **GIFA**
- > **glasstec**
- > **interpack**
- > ITPS International Thermprocess Summit
- > **K**
- > METAV
- > **METEC**
- > **NEWCAST**
- > tasc
- > **THERMPROCESS**
- > **Tube**
- > Valve World Expo
- > viscom \*
- > **wire**

**02**

**COMMERCE,  
CRAFT INDUSTRIES &  
SERVICES**

- > ARCHITECT@WORK \*
- > BEFA \*
- > BERUFE live \* RHEINLAND \*
- > BioWest \*
- > CHEFS CULINAR \*
- > ElectronicPartner \*
- > EuroCIS
- > **EuroShop**
- > Flotte! Der Branchentreff \*
- > ima \*
- > **ProWein**
- > PSI \*
- > TRANSGOURMET \*

**03**

**MEDICINE  
AND HEALTH**

- > **A+A**
- > **COMPAMED**
- > expopharm \*
- > **MEDICA**
- > **REHACARE**

**04**

**LIFESTYLE  
AND BEAUTY**

- > **BEAUTY DÜSSELDORF**
- > INTERBRIDE \*
- > **make-up artist design show**
- > **TOP HAIR – DIE MESSE**

**05**

**LEISURE  
ACTIVITIES**

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

\* Partner/guest events

» [www.messe-duesseldorf.com/tradefairs](http://www.messe-duesseldorf.com/tradefairs)

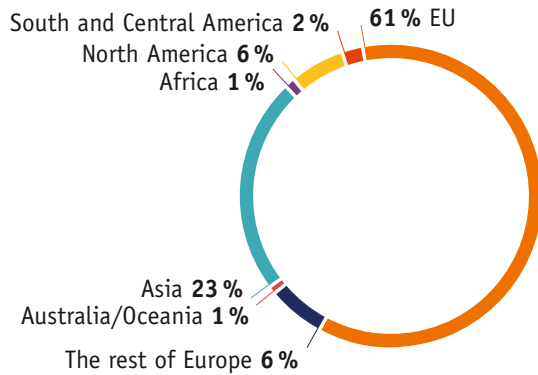
» [www.messe-duesseldorf.com/guestshows](http://www.messe-duesseldorf.com/guestshows)

INTERNATIONAL FLAIR  
**WELCOME TO DÜSSELDORF**

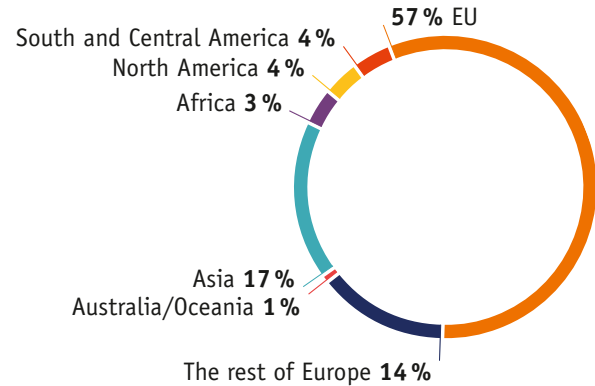
Messe Düsseldorf GmbH is the Number 1 when it comes to international flair at capital goods trade fairs. In 2017, roughly 73 percent of the exhibitors and 72 percent of the trade visitors to the Company's self-organized events in the area of expertise com-

prising machinery, plants & equipment came to the Rhine from abroad; on the whole, customers from more than 190 countries attended the trade fairs in Düsseldorf.

**EXHIBITORS IN 2017** Total: 17,851



**TRADE VISITORS IN 2017** Total: 439,294



MESSE DÜSSELDORF GMBH  
**MESSE DÜSSELDORF GROUP**

**Messe Düsseldorf GmbH**

	Messe Düsseldorf ASIA Pte. Ltd. Singapore 100 %		Düsseldorf Congress GmbH Düsseldorf 50 %
Messe Düsseldorf (Shanghai) Co., Ltd. Shanghai 100 %	Messe Düsseldorf China Ltd. Hong Kong 100 %		Messturm Düsseldorf Verwaltungsgesellschaft mbH Düsseldorf 50 %
EXCOSA INDIA Pvt. Ltd. Bangalore 50 %	Messe Düsseldorf India Pvt. Ltd. New Delhi 100 %		GEC – German Exposition Corp. Int. GmbH Berlin 33.33 %
	Messe Düsseldorf Japan Ltd. Tokyo 100 %		Shanghai New International Expo Centre Co. Ltd. Shanghai 50 %
	000 Messe Düsseldorf Moscow Moscow 100 %		FIXXUS Grundstücks-Vermietungsgesellschaft mbH & Co. Objekt Rheinhalle Düsseldorf KG Pullach 94 %
ESNA Expo LLC. Delaware 55 %	Messe Düsseldorf North America Inc. Chicago 100 %		

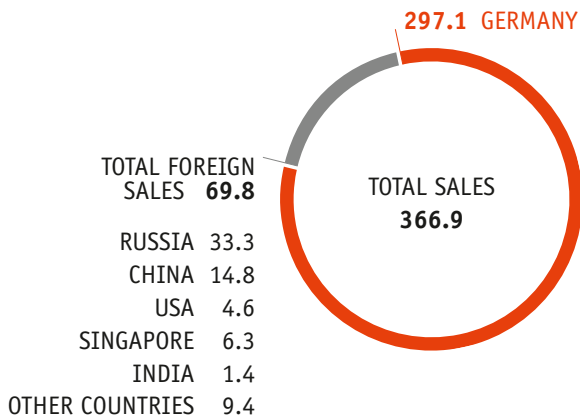
» [www.messe-duesseldorf.com/subsidiaries](http://www.messe-duesseldorf.com/subsidiaries)



## FOREIGN MARKETS CONSTANTLY IN MOTION

### 2017 CONSOLIDATED SALES PER COUNTRY (€ million)

Russia and China are the strongest foreign markets in which the Messe Düsseldorf Group operates



### THE RIGHT PRODUCT FOR EVERY MARKET

- › The basis: flagship trade fairs in Düsseldorf (e.g. MEDICA, K, interpack)
- › The strategic focus: growth based on the establishment of international trade-fair portfolios relating to the themes of Düsseldorf's flagship trade fairs
- › Events commissioned by clients: organization of roughly 35 events abroad on behalf of federal and provincial governments and also cities
- › In collaboration: international joint ventures (e.g. with Munich in India, with UBM in China, Singapore and Vietnam, and with Fair Trade in Algeria)

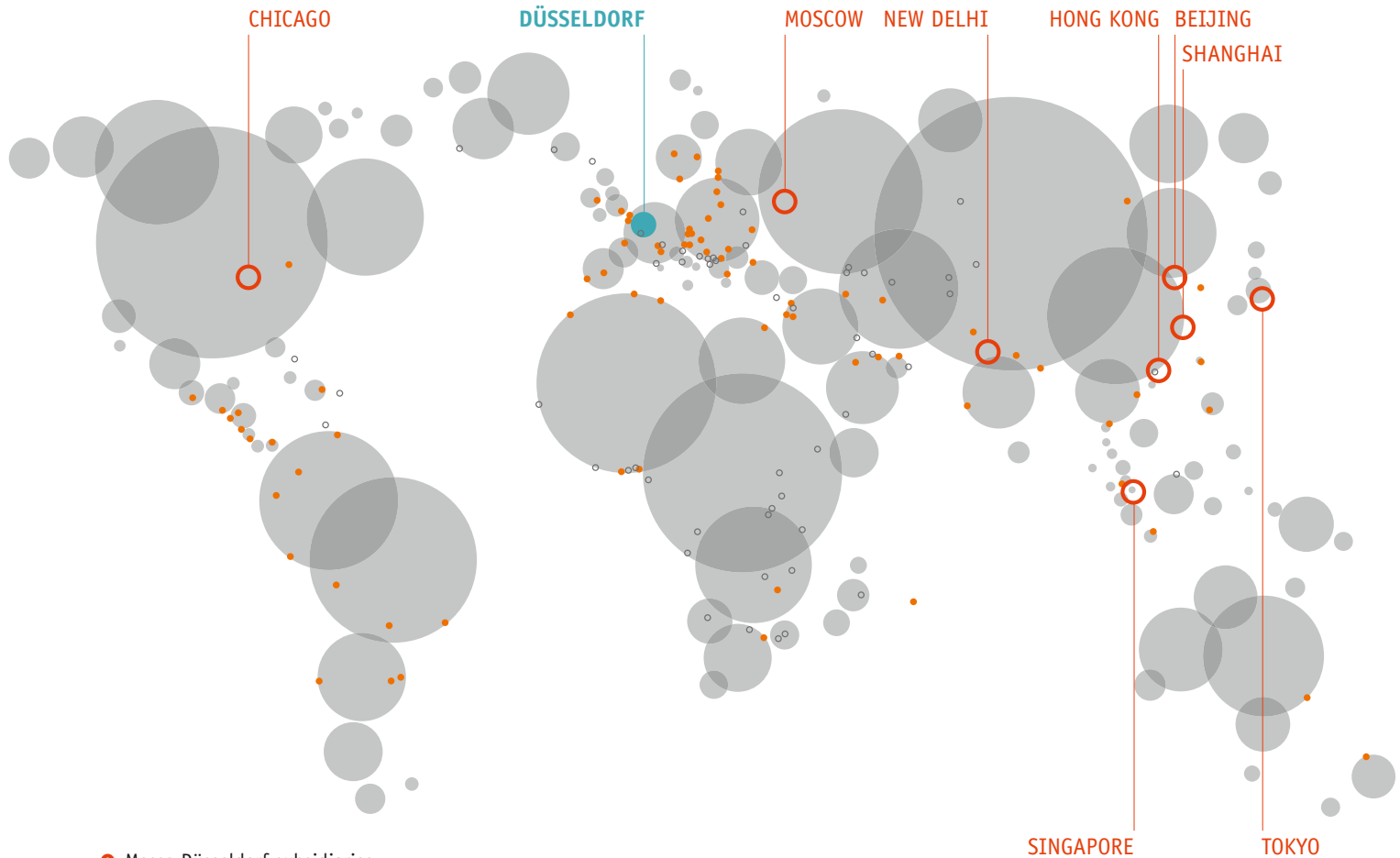
### SPECIAL EVENTS

- › Implementing partner to Deutsche Sportmarketing GmbH for the organization of the "German Houses" at Olympic and Paralympic Games
  - » [www.messe-duesseldorf.com/german\\_house](http://www.messe-duesseldorf.com/german_house)
  - » [www.dsm-olympia.com](http://www.dsm-olympia.com)
  - » [www.dbs-npc.de](http://www.dbs-npc.de)
- › The SAVE FOOD Initiative is a cooperative venture between Messe Düsseldorf GmbH plus the latter's interpack event, the Food and Agriculture Organization of the United Nations (FAO), and the United Nations Environment Programme (UN Environment), designed to combat worldwide food losses and waste.
  - » [www.save-food.org](http://www.save-food.org)

MARKETS & LOCATIONS  
**A WORLDWIDE NETWORK**

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

With its 76 foreign agencies and representatives in 140 countries, 6 subsidiaries and their holdings, the Messe Düsseldorf Group is networked globally.



- Messe Düsseldorf subsidiaries
- Foreign agencies
- Co-represented by another country

» [www.messe-duesseldorf.com/international\\_representatives](http://www.messe-duesseldorf.com/international_representatives)

GLOBAL PRODUCT PORTFOLIOS  
**INTERNATIONAL STRATEGY**

› **PROCESSING & PACKAGING**

- › **interpack** DÜSSELDORF
- › **components** DÜSSELDORF
- › **food processing & packaging exosyym** NAIROBI/KENYA
- › **indopack** JAKARTA/INDONESIA
- › **pacprocess India/food pex India/indiapack**  
MUMBAI, NEW DELHI/INDIA
- › **process expo** CHICAGO/USA
- › **SAVE FOOD** DÜSSELDORF
- › **swop/components** SHANGHAI/CHINA
- › **upakovka** MOSCOW/RUSSIA

›› [www.interpackalliance.com](http://www.interpackalliance.com)

› **HEALTH & MEDICAL TECHNOLOGIES**

- › **MEDICA** DÜSSELDORF
- › **COMPAMED** DÜSSELDORF
- › **Integration Moscow** MOSCOW/RUSSIA
- › **MEDICAL FAIR ASIA** SINGAPORE
- › **MEDICAL FAIR CHINA/CHINA MEDICAL INNOVATION FORUM**  
SUZHOU/CHINA
- › **MEDICAL FAIR INDIA** MUMBAI, NEW DELHI/INDIA
- › **MEDICAL FAIR THAILAND** BANGKOK/THAILAND
- › **MEDICAL MANUFACTURING ASIA** SINGAPORE
- › **MEDICAL WORLD AMERICAS** HOUSTON/USA
- › **MEDITECH** BOGOTÁ/COLOMBIA
- › **REHACARE** DÜSSELDORF

STRATEGIC COOPERATIONS:

- › **HOSPITALAR** SÃO PAULO/BRAZIL
- › **ZDRAVOOKHRANENIYE** MOSCOW/RUSSIA

›› [www.medicalalliance.global](http://www.medicalalliance.global)

GLOBAL PRODUCT PORTFOLIOS  
INTERNATIONAL STRATEGY

› **PLASTICS & RUBBER**

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

» [www.k-globalgate.com](http://www.k-globalgate.com)

› **METALS & FLOW TECHNOLOGIES**

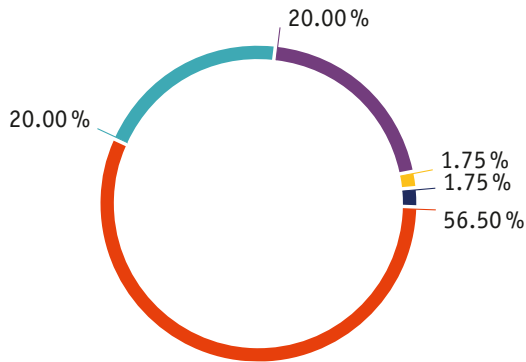
- › **FLOW CONTROL EXCHANGE**  
NEW DELHI/INDIA
- › **GIFA DÜSSELDORF**
- › **indometal** JAKARTA/INDONESIA
- › **International THERMPROCESS Summit (ITPS) DÜSSELDORF**
- › **ITPS Americas** CHICAGO/USA
- › **ITPS Asia** MUMBAI/INDIA
- › **Litmash Russia**  
MOSCOW/RUSSIA
- › **Metallurgy India**  
MUMBAI/INDIA
- › **Metallurgy Russia**  
MOSCOW/RUSSIA
- › **METEC DÜSSELDORF**
- › **NEFTEGAZ** MOSCOW/RUSSIA
- › **NEWCAST DÜSSELDORF**
- › **PUMP SUMMIT 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/US
- › **VALVE WORLD EXPO ASIA**  
SHANGHAI/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

» [www.messe-duesseldorf.com/global\\_portfolios](http://www.messe-duesseldorf.com/global_portfolios)

## BODIES

### SHAREHOLDERS

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



### MANAGEMENT

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

Dipl.-Kaufmann Hans Werner Reinhard

Joachim Schäfer, MICS, MCP

Dipl.-Kaufmann Bernhard J. Stempfle

### SUPERVISORY BOARD

#### CHAIRMAN

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

#### VICE-CHAIRPERSONS

Andreas Ehlert  
*President of Düsseldorf Chamber of Handicrafts*

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**

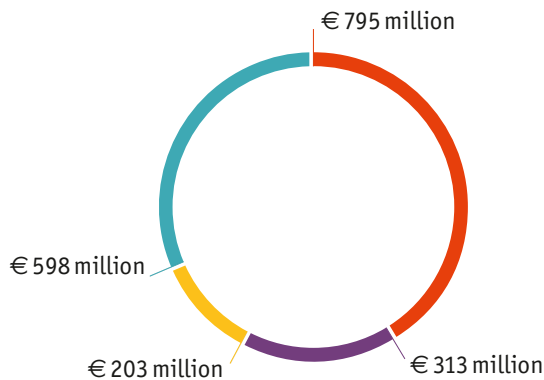
**SOCIOECONOMIC IMPACT**

Jobs safeguarded nationwide	22,642
Expenditure worldwide *	€ 1.91 billion
Sales triggered throughout Germany	€ 2.44 billion

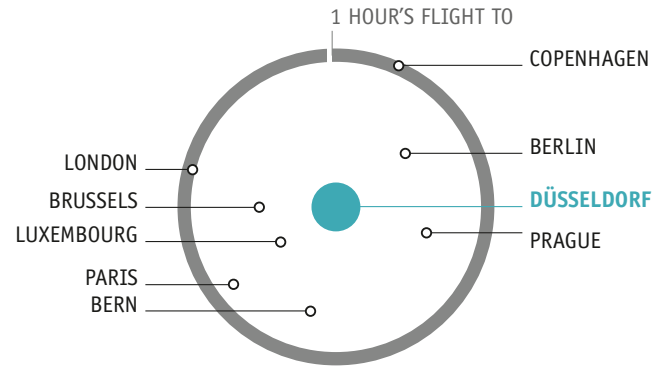
\* € 1.00 of trade fair sales generates total sales of € 6.20 in Düsseldorf.

Source: ifo study: Socioeconomic effects of the Düsseldorf trade fairs, average figures for 2013-2016, September 2017

**EXPENDITURE WORLDWIDE**



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



**IN THE HEART OF EUROPE**

10 MINUTES

Düsseldorf Airport, offering more than 190 destinations worldwide

1 HOUR'S FLIGHT TO

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

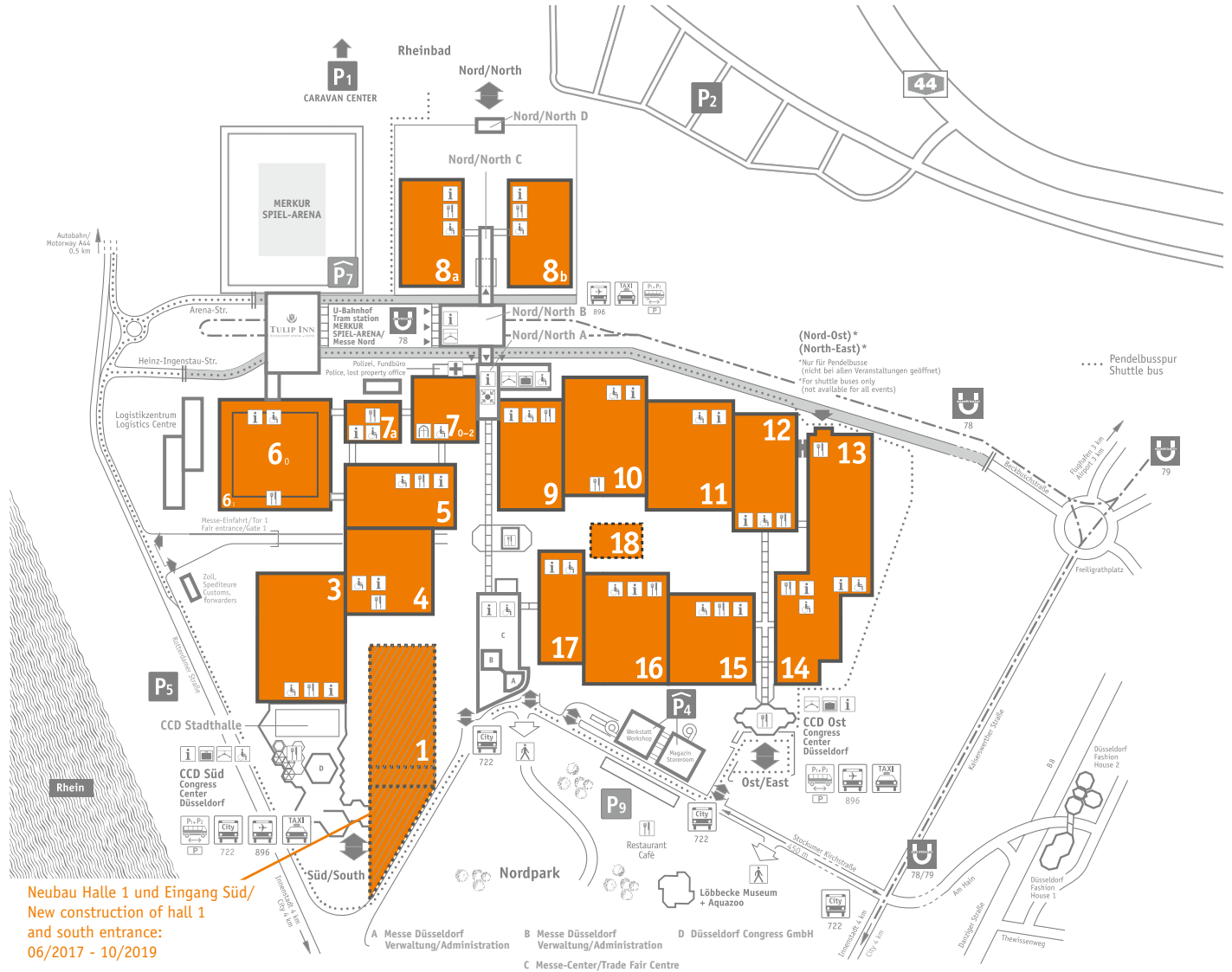
A 500 KM CATCHMENT AREA

with a population of 150 million

- » [www.duesseldorf.com](http://www.duesseldorf.com)
- » [www.duesseldorf-tourismus.de](http://www.duesseldorf-tourismus.de)

# SITE PLAN

» [www.messe-duesseldorf.com/detailplan](http://www.messe-duesseldorf.com/detailplan)



Neubau Halle 1 und Eingang Süd/  
New construction of hall 1  
and south entrance:  
06/2017 - 10/2019

## KEEPING IN TOUCH & NEWS

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