

EN

KEY FACTS 2018

MESSE DÜSSELDORF GROUP

www.messe-duesseldorf.com



Messe
Düsseldorf

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BUSINESS TRENDS

		2014	2015	2016	2017	2018
Total capacity *	m ²	305,400	304,800	304,800	291,580	291,580 °
Hall space available	m ²	262,400	261,800	261,800	248,580	248,580 °
Open-air space available	m ²	43,000	43,000	43,000	43,000	43,000
Space utilized *	m ² (gross)	2,294,836	1,624,789	2,247,486	1,858,831	1,618,357
Space rented out *	m ² (net)	1,315,625	891,438	1,308,304	1,162,415	948,782
Fairs and exhibitions *	Total	36	29	31	31	26
Self-organized events *		21	18	19	18	15
Partner/guest events *		15	11	12	13	11
Total consolidated sales	€ million	411.5	302.0	442.8	366.9	294.0
Consolidated sales (Germany)	€ million	299.7	202.1	369.7	302.1	222.6
Consolidated sales (foreign)	€ million	111.8	99.9	73.1	64.8	71.4
Consolidated annual profit	€ million	57.7	10.3	58.8	55.0	24.3
Group workforce		1,200	1,207	932	831	831
Exhibitors *	Total	31,269	25,819	32,383	29,210	26,827
Exhibitors (German-based)		11,363	9,189	10,796	9,579	8,462
Exhibitors (foreign-based)		19,906	16,630	21,587	19,631	18,401
Visitors *	Total	1,399,024	1,084,121	1,591,424	1,344,548	1,125,187
Visitors from Germany		904,076	802,291	899,322	857,739	782,119
Visitors from abroad		494,948	281,830	692,102	486,809	342,878
Düsseldorf Congress GmbH						
Event days		331	314	308	303	277
Events		4,335	3,463	3,695	3,461	2,197
Participants		2,379,560	2,355,149	2,269,494	2,508,083	1,632,448

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

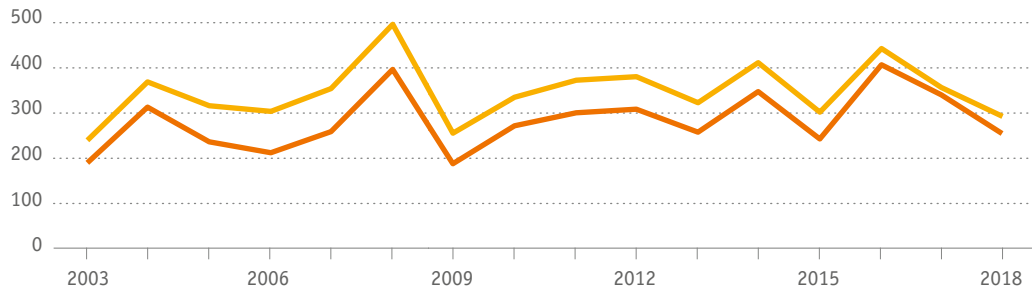
° During the construction phase for the new South Entrance (started in June 2017)

SALES, RESULTS, AND EQUITY RATIO

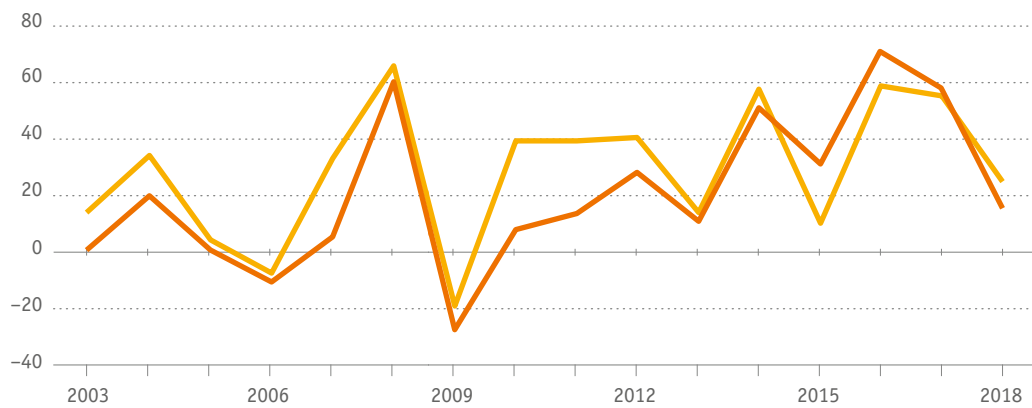
BUSINESS TRENDS

● Messe Düsseldorf Group ● Messe Düsseldorf GmbH

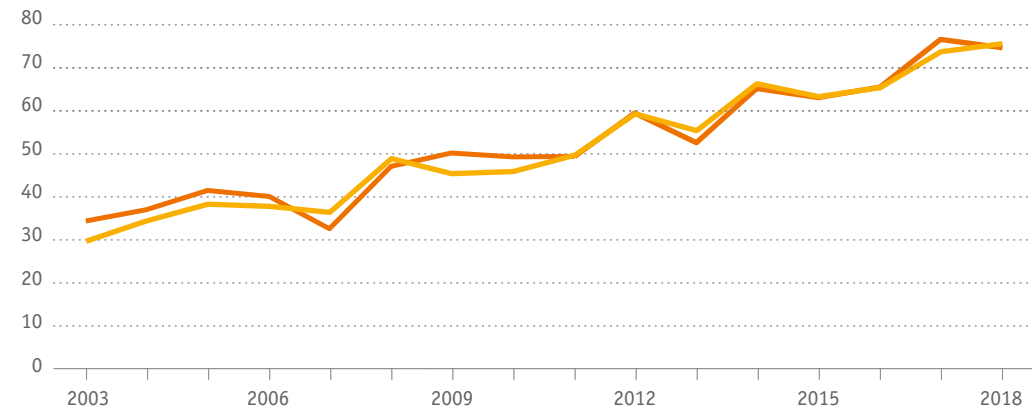
SALES (€ million)



RESULTS (€ million)



EQUITY RATIO (%)



EVENTS IN DÜSSELDORF IN 2018
GREATLY APPRECIATED

	Exhibitors German-based	Exhibitors foreign-based	Exhibitors Total	Net exhibi- tion space m ²	Visitors Total	Visitors Of which foreign-based in %
BEAUTY mit mads	479	152	631	23,486	67,788	11
boot DÜSSELDORF	839	1,093	1,932	103,361	247,319	21
CARAVAN SALON DÜSSELDORF	384	227	611	110,461	250,211	12
COMPAMED *	242	542	784	13,145	0	0
ENERGY STORAGE EUROPE	112	58	170	2,335	4,379	36
EuroCIS	250	218	468	13,406	11,991	50
glasstec	314	961	1,275	66,881	42,603	72
MEDICA **	930	4,356	5,286	113,104	109,890	73
ProWein	985	5,887	6,872	73,348	60,560	54
REHACARE	420	548	968	33,206	50,612	25
SportsInnovation	27	20	47	0	939	20
TOP HAIR	140	68	208	7,693	37,353	8
TourNatur	186	98	284	4,075	42,529	2
Tube	309	933	1,242	52,404	29,838	67
Valve World Expo	124	518	642	17,927	11,134	73
wire	302	1,140	1,442	65,065	42,248	67
Partner/ guest events	2,419	1,582	4,001	248,885	115,603	25
Sum total	8,462	18,401	26,863	948,782	1,124,997	31

* Number of visitors included in MEDICA visitor total

** Visitor figure includes visitors to COMPAMED

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**
- > **K**
- > METAV
- > **METEC**
- > **NEWCAST**
- > **PUMP SUMMIT**
- > tasc
- > **THERMPROCESS**
- > **Tube**
- > Valve World Expo
- > viscom *
- > **wire**

02

COMMERCE, CRAFT INDUSTRIES & SERVICES

- > ARCHITECT@WORK *
- > BEFA *
- > BioWest *
- > CHEFS CULINAR *
- > ElectronicPartner *
- > EuroCIS
- > **EuroShop**
- > Flotte!
Der Branchentreff *
- > Promo Tex Expo *
- > **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

** Only for trade visitors or trade buyers with credentials/invitations

» www.messe-duesseldorf.com/tradefairs

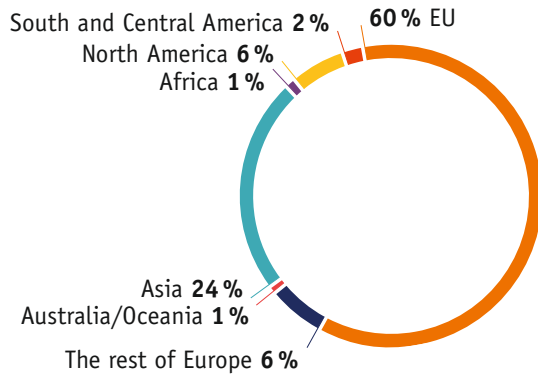
» www.messe-duesseldorf.com/guestshows

INTERNATIONAL FLAIR
WELCOME TO DÜSSELDORF

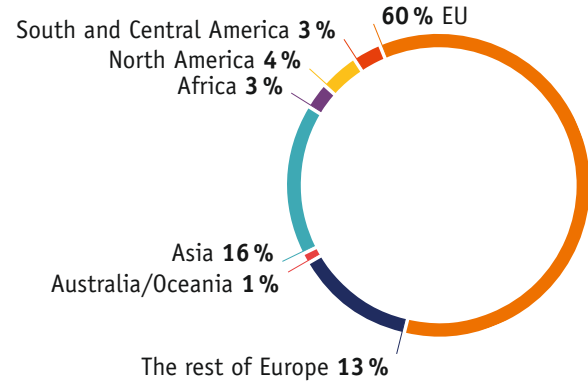
Messe Düsseldorf GmbH is the Number 1 when it comes to international flair at capital goods trade fairs. In 2018, roughly 76 percent of the exhibitors and 68 percent of the trade visitors to the Company's self-organized events in the area of expertise com-

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.

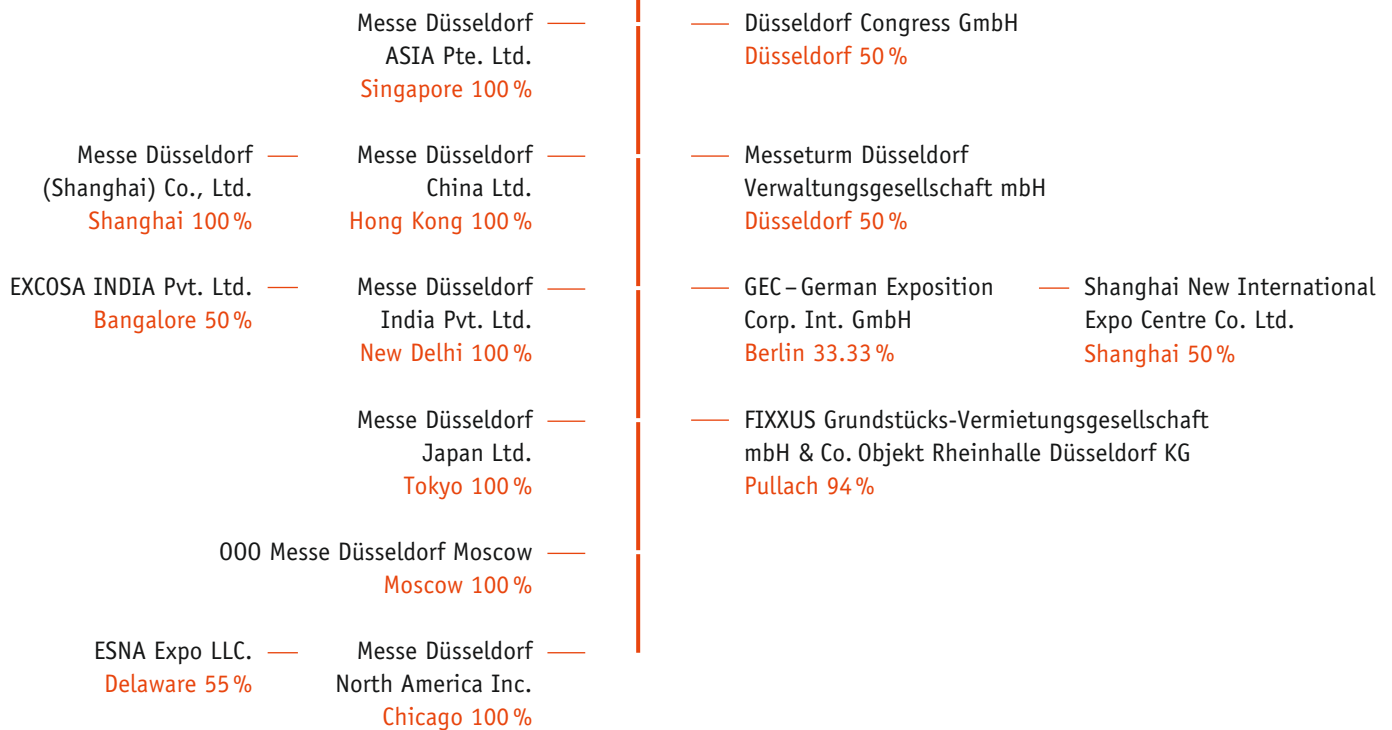
EXHIBITORS 2018 Total 16,819



FACHBESUCHER 2018 Total 313,118



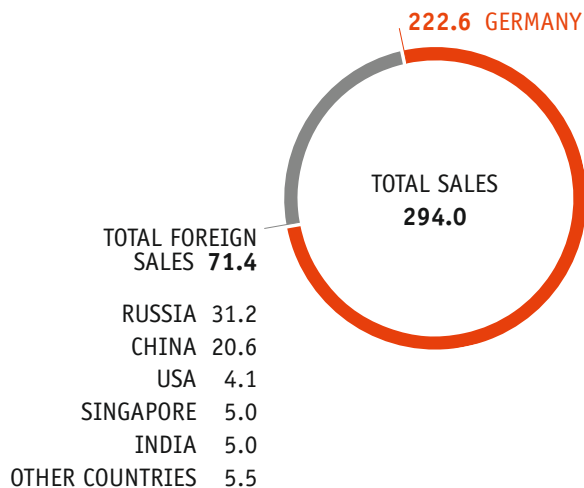
Messe Düsseldorf GmbH



FOREIGN MARKETS CONSTANTLY IN MOTION

2018 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)

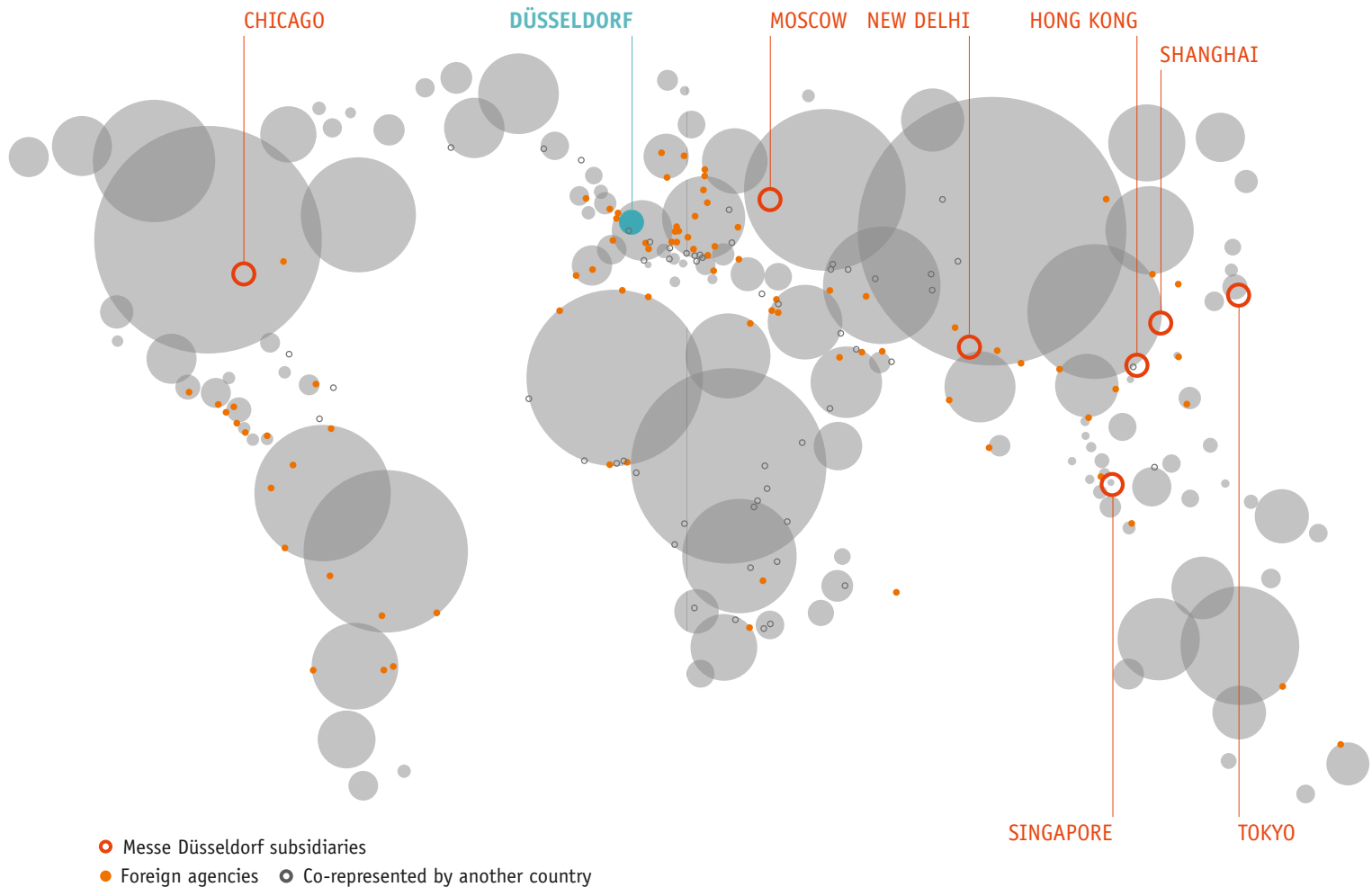
SPECIAL EVENTS

- › Implementing partner to Deutsche Sportmarketing GmbH for the organization of the "German Houses" at Olympic and Paralympic Games
 - » www.messe-duesseldorf.com/german_house
 - » www.dsm-olympia.com
 - » 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

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 more than 77 foreign agencies and representatives in 141 countries, plus 7 subsidiaries, the Messe Düsseldorf Group is networked globally.



GLOBAL PRODUCT PORTFOLIOS
INTERNATIONAL STRATEGY

› **PROCESSING & PACKAGING**

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

» www.interpackalliance.com

› **HEALTH & MEDICAL TECHNOLOGIES**

- › **MEDICA** DÜSSELDORF
- › **COMPAMED** DÜSSELDORF
- › **FAMDENT Show** MUMBAI/INDIA
- › **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
- › **MEDITECH** BOGOTÁ/COLOMBIA
- › **REHACARE** DÜSSELDORF

STRATEGIC CO-OPERATIONS:

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

» www.medicalalliance.global
» 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 KAZAN** KAZAN/RUSSIA
- › **interplastica** MOSCOW/RUSSIA
- › **plast alger** ALGIERS/ALGERIA
- › **Plastics & Rubber Vietnam**
HO CHI MINH CITY, HANOI/VIETNAM
- › **PLASTINDIA** NEW DELHI/INDIA
- › **T-PLAS** BANGKOK/THAILAND

» www.k-globalgate.com

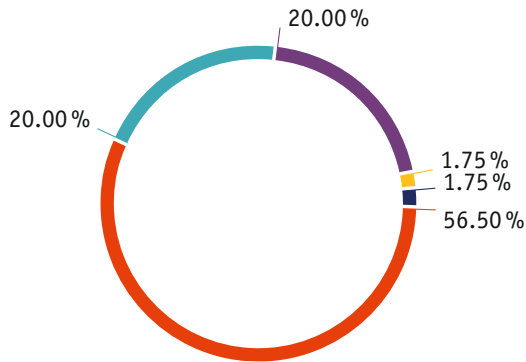
› **METALS & FLOW TECHNOLOGIES**

- › **FLOW CONTROL EXCHANGE**
NEW DELHI/INDIA
- › **GIFA DÜSSELDORF**
- › **Litmash Russia**
MOSCOW/RUSSIA
- › **Metallurgy Russia**
MOSCOW/RUSSIA
- › **METEC DÜSSELDORF**
- › **METEC India**
MUMBAI/INDIA
- › **NEFTEGAZ** MOSCOW/RUSSIA
- › **NEWCAST DÜSSELDORF**
- › **PUMP SUMMIT AMERICAS**
HOUSTON/USA
- › **Saw EXPO** FRIEDRICHSHAFEN
- › **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**
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

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.-Betriebswirt Wolfram N. Diener (as from 01.10.2018)

Dipl.-Kaufmann Hans Werner Reinhard

Joachim Schäfer, MICS, MCP (up to 31.08.2018)

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**

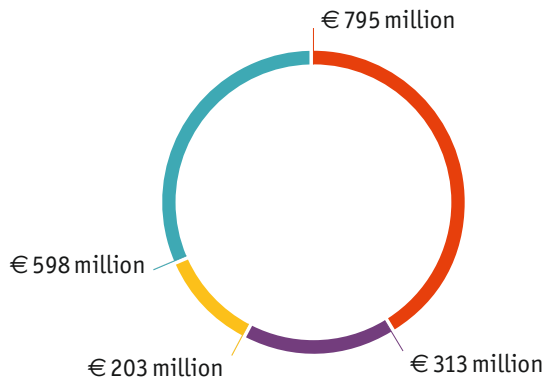
SOCIOECONOMIC IMPACT

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

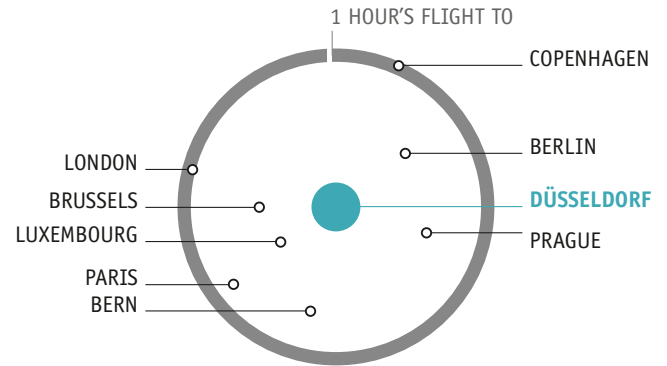
* € 1.00 of trade fair sales generates total sales of € 6.20 in Düsseldorf.

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

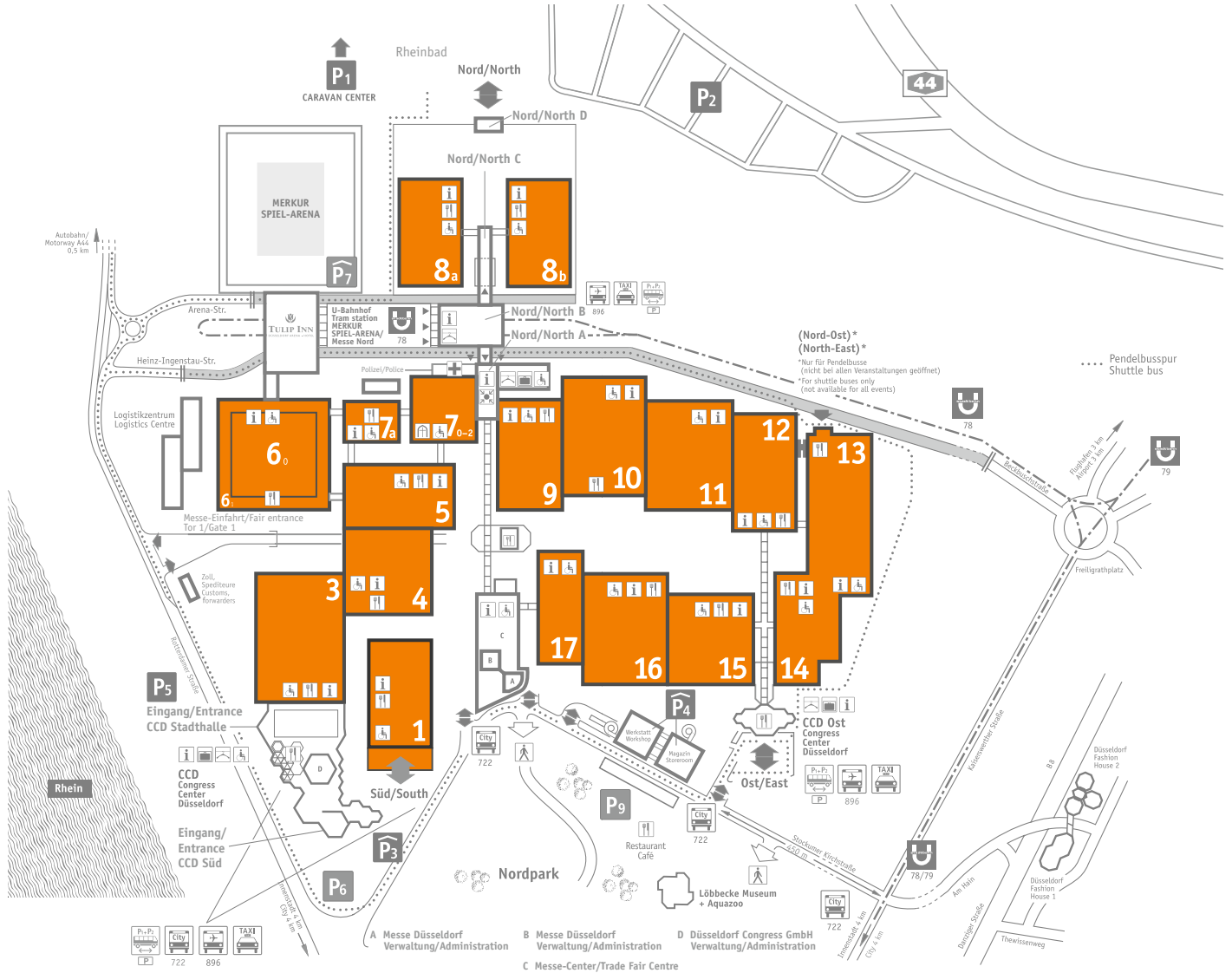
A 500 KM CATCHMENT AREA

with a population of 150 million

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

SITE PLAN

» www.messe-duesseldorf.com/detailplan

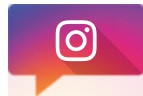


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