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## BUSINESS TRENDS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total capacity * m²</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hall space available m²</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Open-air space available m²</td>
<td>43,000</td>
<td>43,000</td>
<td>43,000</td>
<td>43,000</td>
<td>43,000</td>
</tr>
<tr>
<td>Space utilized * m² (gross)</td>
<td>1,624,789</td>
<td>2,247,486</td>
<td>1,858,831</td>
<td>1,618,357</td>
<td>1,701,618</td>
</tr>
<tr>
<td>Space rented out * m² (net)</td>
<td>891,438</td>
<td>1,308,304</td>
<td>1,162,415</td>
<td>948,782</td>
<td>1,014,145</td>
</tr>
<tr>
<td>Fairs and exhibitions * Total</td>
<td>29</td>
<td>31</td>
<td>31</td>
<td>26</td>
<td>29</td>
</tr>
<tr>
<td>Self-organized events *</td>
<td>18</td>
<td>19</td>
<td>18</td>
<td>15</td>
<td>18</td>
</tr>
<tr>
<td>Partner/guest events *</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>Total consolidated sales € million</td>
<td>302.0</td>
<td>442.8</td>
<td>366.9</td>
<td>294.0</td>
<td>378.5</td>
</tr>
<tr>
<td>Consolidated sales (Germany) € million</td>
<td>202.1</td>
<td>369.7</td>
<td>302.1</td>
<td>222.6</td>
<td>308.4</td>
</tr>
<tr>
<td>Consolidated sales (foreign) € million</td>
<td>99.9</td>
<td>73.1</td>
<td>64.8</td>
<td>71.4</td>
<td>70.1</td>
</tr>
<tr>
<td>Consolidated annual profit € million</td>
<td>10.3</td>
<td>58.8</td>
<td>55.0</td>
<td>24.3</td>
<td>56.6</td>
</tr>
</tbody>
</table>

### Exhibitors

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitors * Total</td>
<td>25,819</td>
<td>32,383</td>
<td>29,210</td>
<td>26,827</td>
<td>29,222</td>
</tr>
<tr>
<td>Exhibitors (German-based)</td>
<td>9,189</td>
<td>10,796</td>
<td>9,579</td>
<td>8,462</td>
<td>8,940</td>
</tr>
<tr>
<td>Exhibitors (foreign-based)</td>
<td>16,630</td>
<td>21,587</td>
<td>19,631</td>
<td>18,401</td>
<td>20,282</td>
</tr>
</tbody>
</table>

### Visitors

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Visitors * Total</td>
<td>1,084,121</td>
<td>1,591,424</td>
<td>1,344,548</td>
<td>1,125,187</td>
<td>1,373,780</td>
</tr>
<tr>
<td>Visitors from Germany</td>
<td>802,291</td>
<td>899,322</td>
<td>857,739</td>
<td>782,119</td>
<td>869,458</td>
</tr>
<tr>
<td>Visitors from abroad</td>
<td>281,830</td>
<td>692,102</td>
<td>486,809</td>
<td>342,878</td>
<td>504,322</td>
</tr>
</tbody>
</table>

### Düsseldorf Congress GmbH

<p>| | | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Event days</td>
<td>314</td>
<td>308</td>
<td>303</td>
<td>277</td>
<td>240</td>
</tr>
<tr>
<td>Events</td>
<td>3,463</td>
<td>3,695</td>
<td>3,461</td>
<td>2,197</td>
<td>1,277 **</td>
</tr>
<tr>
<td>Participants</td>
<td>2,355,149</td>
<td>2,269,494</td>
<td>2,508,083</td>
<td>1,632,448</td>
<td>373,490 **</td>
</tr>
</tbody>
</table>

* Düsseldorf exhibition site – due to differences in the numbers of events, the annual figures are only partly comparable.
** The method of counting events and participants was modified as from 01.01.2019.
° During the construction phase for the new South Entrance (started in June 2017)
SALES, RESULTS, AND EQUITY RATIO

BUSINESS TRENDS

SALES (€ million)

RESULTS (€ million)

EQUITY RATIO (%)
<table>
<thead>
<tr>
<th>Event</th>
<th>German-based</th>
<th>Foreign-based</th>
<th>Total</th>
<th>Exhibition space</th>
<th>Visitors Total</th>
<th>Of which foreign-based in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>A+A</td>
<td>566</td>
<td>1,545</td>
<td>2,111</td>
<td>78,152</td>
<td>73,507</td>
<td>51</td>
</tr>
<tr>
<td>BEAUTY mit mads</td>
<td>460</td>
<td>178</td>
<td>638</td>
<td>23,756</td>
<td>67,320</td>
<td>12</td>
</tr>
<tr>
<td>boot Düsseldorf</td>
<td>787</td>
<td>1,187</td>
<td>1,974</td>
<td>104,596</td>
<td>247,789</td>
<td>20</td>
</tr>
<tr>
<td>CARAVAN SALON DÜSSELDORF</td>
<td>421</td>
<td>224</td>
<td>645</td>
<td>112,100</td>
<td>270,567</td>
<td>10</td>
</tr>
<tr>
<td>COMPAMED *</td>
<td>234</td>
<td>566</td>
<td>800</td>
<td>13,244</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ENERGY STORAGE EUROPE</td>
<td>109</td>
<td>47</td>
<td>156</td>
<td>2,304</td>
<td>4,017</td>
<td>37</td>
</tr>
<tr>
<td>EuroCIS</td>
<td>237</td>
<td>245</td>
<td>482</td>
<td>13,927</td>
<td>13,374</td>
<td>51</td>
</tr>
<tr>
<td>GIFA</td>
<td>337</td>
<td>643</td>
<td>980</td>
<td>48,155</td>
<td>45,597</td>
<td>66</td>
</tr>
<tr>
<td>K</td>
<td>971</td>
<td>2,359</td>
<td>3,330</td>
<td>177,059</td>
<td>224,116</td>
<td>73</td>
</tr>
<tr>
<td>MEDICA **</td>
<td>894</td>
<td>4,704</td>
<td>5,598</td>
<td>114,538</td>
<td>111,154</td>
<td>74</td>
</tr>
<tr>
<td>METEC</td>
<td>163</td>
<td>455</td>
<td>618</td>
<td>22,321</td>
<td>17,821</td>
<td>67</td>
</tr>
<tr>
<td>NEWCAST</td>
<td>54</td>
<td>379</td>
<td>433</td>
<td>7,613</td>
<td>3,404</td>
<td>64</td>
</tr>
<tr>
<td>ProWein</td>
<td>977</td>
<td>5,928</td>
<td>6,905</td>
<td>74,105</td>
<td>61,500</td>
<td>54</td>
</tr>
<tr>
<td>REHACARE</td>
<td>282</td>
<td>471</td>
<td>753</td>
<td>19,128</td>
<td>38,587</td>
<td>26</td>
</tr>
<tr>
<td>tasc</td>
<td>52</td>
<td>7</td>
<td>59</td>
<td>1,212</td>
<td>1,290</td>
<td>11</td>
</tr>
<tr>
<td>THERMPROCESS</td>
<td>143</td>
<td>194</td>
<td>337</td>
<td>10,664</td>
<td>5,923</td>
<td>68</td>
</tr>
<tr>
<td>TOP HAIR – DIE MESSE Düsseldorf</td>
<td>126</td>
<td>64</td>
<td>190</td>
<td>7,597</td>
<td>41,655</td>
<td>7</td>
</tr>
<tr>
<td>TourNatur</td>
<td>177</td>
<td>73</td>
<td>250</td>
<td>3,656</td>
<td>45,896</td>
<td>4</td>
</tr>
<tr>
<td>Other events</td>
<td>1,950</td>
<td>1,013</td>
<td>2,963</td>
<td>180,018</td>
<td>100,263</td>
<td>31</td>
</tr>
<tr>
<td><strong>Sum total</strong></td>
<td>8,940</td>
<td>20,282</td>
<td>29,222</td>
<td>1,014,145</td>
<td>1,373,780</td>
<td>37</td>
</tr>
</tbody>
</table>

* Number of visitors included in MEDICA visitor total
** Visitor figure includes visitors to COMPAMED
AREAS OF EXPERTISE
THE NO. 1 ... 23 TIMES

23 of the approx 40 trade fairs at the Düsseldorf trade fair venue are No.1 events

01
PLANT, MACHINERY & EQUIPMENT
- ALUMINIUM *
- components for processing and packaging
- drupa
- ENERGY STORAGE EUROPE
- GIFA
- glasstec
- interpack
- K
- METAV *
- METEC
- NEWCAST
- tasc
- THERMPROCESS
- Tube
- Valve World Expo
- viscom *
- wire

02
COMMERCE, CRAFT INDUSTRIES & SERVICES
- ARCHITECT@WORK *
- BioWest *
- CHEFS CULINAR *
- ElectronicPartner *
- EuroCIS
- EuroShop
- Flotte!
- Der Branchentreff *
- PromoTex Expo *
- ProWein
- PSI *
- Tissue World
- Düsseldorf *
- TRANSGOURMET *

03
MEDICINE AND HEALTH
- A+A
- COMPAMED
- expopharm *
- MEDICA
- REHACARE
- therapie
- DÜSSELDORF *

04
LIFESTYLE AND BEAUTY
- BEAUTY
- DÜSSELDORF
- INTERBRIDE *
- TOP HAIR – DIE MESSE
- Düsseldorf

05
LEISURE ACTIVITIES
- boot Düsseldorf
- CARAVAN SALON DÜSSELDORF
- TourNatur

06
FURTHER EVENTS
- SportsInnovation

* Partner/guest events

» www.messe-duesseldorf.com/tradefairs
» www.messe-duesseldorf.com/guestshows
Messe Düsseldorf GmbH is the Number 1 when it comes to international flair at capital goods trade fairs. In 2019, roughly 69 percent of the exhibitors and 71 percent of the 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 more than 200 countries attended the trade fairs in Düsseldorf.

EXHIBITORS IN 2019  Total 19,269

TRADE VISITORS IN 2019  Total 472,830
2019 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.de](http://www.dsm-olympia.de)
  » [www.dosb.de](http://www.dosb.de)
  » [www.teamdeutschland.de](http://www.teamdeutschland.de)
  » [www.dbs-npc.de](http://www.dbs-npc.de)
  » [www.teamdeutschland-paralympics.de](http://www.teamdeutschland-paralympics.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 wastage.
  » [www.save-food.org](http://www.save-food.org)
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, including 7 subsidiaries, the Messe Düsseldorf Group is networked globally.
GLOBAL PRODUCT PORTFOLIOS
INTERNATIONAL STRATEGY

› PROCESSING & PACKAGING

› interpack DÜSSELDORF
› components DÜSSELDORF
› food processing & packaging exposyum 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

› HEALTH & MEDICAL TECHNOLOGIES

› MEDICA DÜSSELDORF
› COMPAMED DÜSSELDORF
› FAMDENT Show MUMBAI/INDIA
› Integration Moscow MOSCOW/RUSSIA
› MEDICAL FAIR ASIA SINGAPORE
› MEDICAL FAIR BRASIL SÃO PAULO/BRAZIL
› MEDICAL FAIR CHINA 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:
› ZDRAVOOKHRANEIYE MOSCOW/RUSSIA

› www.interpackalliance.com
› www.medicalliance.global
› www.messe-duesseldorf.com/globalportfolios
› PLASTICS & RUBBER

› K DÜSSELDORF
› Arabplast DUBAI/UNITED ARAB EMIRATES
› Chinaplas SHENZHEN, 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

› METALS & FLOW TECHNOLOGIES

› FLOW CONTROL EXCHANGE
   NEW DELHI/INDIA
› FUGITIVE EMISSIONS SUMMIT AMERICAS PASADENA/USA
› GIFA DÜSSELDORF
› Litmash Russia
   MOSCOW/RUSSIA
› Metallurgy Russia
   MOSCOW/RUSSIA
› METEC DÜSSELDORF
› METEC India
   MUMBAI/INDIA
› NEFTEGAZ MOSCOW/RUSSIA
› NEWCAST DÜSSELDORF
› Saw EXPO FRIEDRICHSHAFEN
› THERMPROCESS DÜSSELDORF

› Tube DÜSSELDORF
› Tube CHINA SHANGHAI/CHINA
› TUBE India MUMBAI/INDIA
› 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

› www.k-globalgate.com
**SHAREHOLDERS**

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

**SUPERVISORY BOARD**

CHAIRMAN

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

VICE-CHAIRPERSONS

Dr.-Ing. h.c. Wolfgang R. Bays
*Vice-President of Düsseldorf Chamber of Industry and Commerce (as from 18.05.2019)*

Andreas Ehler
*President of Düsseldorf Chamber of Handicrafts (up to 05/2019)*

Andreas Hartnigk
*Lawyer, Member of Düsseldorf City Council*

Gabriele Schäfer
*Chair of the Employees’ Council, Messe Düsseldorf GmbH Employees’ Representative*

**MANAGEMENT**

Dipl.-Betriebswirt Werner M. Dornscheidt
*Chairman of the Management Board Düsseldorf (up to 30.06.2020)*

Dipl.-Betriebswirt Wolfram N. Diener
*Chairman of the Management Board Düsseldorf (as from 01.07.2020)*

Dipl.-Kaufmann Hans Werner Reinhard *(up to 31.12.2019)*

Dipl.-Kaufmann Bernhard J. Stempfle

Dipl.-Volkswirt Erhard Wienkamp *(as from 01.01.2020)*
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

€795 million
€598 million
€203 million
€313 million

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
KEEPING IN TOUCH & NEWS

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#messe_duesseldorf

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