

EN

KEY FACTS 2019

MESSE DÜSSELDORF GROUP

www.messe-duesseldorf.com



Messe
Düsseldorf

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BUSINESS TRENDS

		2015	2016	2017	2018	2019
Total capacity *	m ²	304,800	304,800	291,580	291,580	305,727 °
Hall space available	m ²	261,800	261,800	248,580	248,580	262,727 °
Open-air space available	m ²	43,000	43,000	43,000	43,000	43,000
Space utilized *	m ² (gross)	1,624,789	2,247,486	1,858,831	1,618,357	1,701,618
Space rented out *	m ² (net)	891,438	1,308,304	1,162,415	948,782	1,014,145
Fairs and exhibitions *	Total	29	31	31	26	29
Self-organized events *		18	19	18	15	18
Partner/guest events *		11	12	13	11	11
Total consolidated sales	€ million	302.0	442.8	366.9	294.0	378.5
Consolidated sales (Germany)	€ million	202.1	369.7	302.1	222.6	308.4
Consolidated sales (foreign)	€ million	99.9	73.1	64.8	71.4	70.1
Consolidated annual profit	€ million	10.3	58.8	55.0	24.3	56.6
Group workforce		1,207	932	831	831	860
Exhibitors *	Total	25,819	32,383	29,210	26,827	29,222
Exhibitors (German-based)		9,189	10,796	9,579	8,462	8,940
Exhibitors (foreign-based)		16,630	21,587	19,631	18,401	20,282
Visitors *	Total	1,084,121	1,591,424	1,344,548	1,125,187	1,373,780
Visitors from Germany		802,291	899,322	857,739	782,119	869,458
Visitors from abroad		281,830	692,102	486,809	342,878	504,322
Düsseldorf Congress GmbH						
Event days		314	308	303	277	240
Events		3,463	3,695	3,461	2,197	1,277 **
Participants		2,355,149	2,269,494	2,508,083	1,632,448	373,490 **

* 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

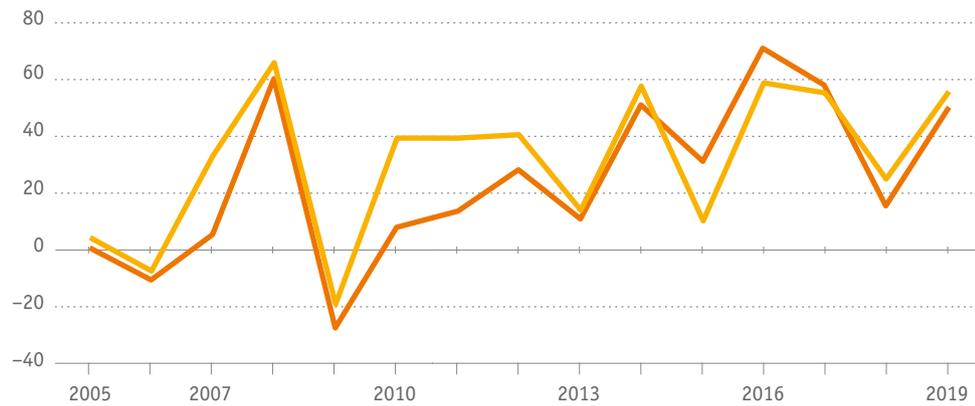
BUSINESS TRENDS

● Messe Düsseldorf Group ● Messe Düsseldorf GmbH

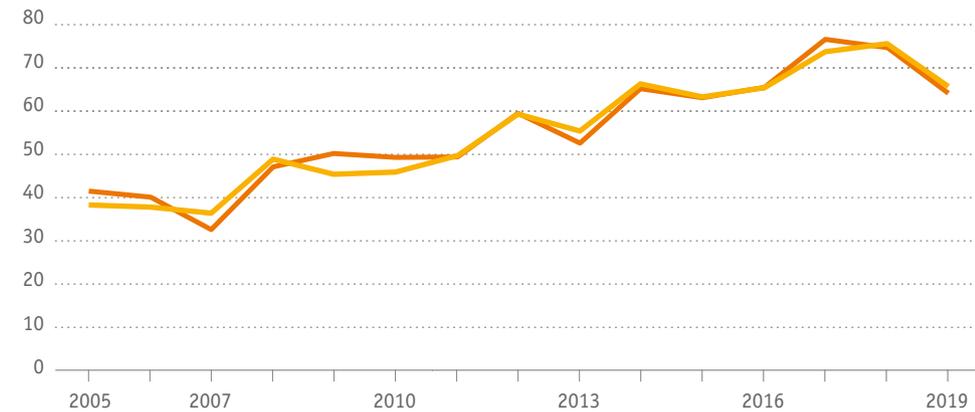
SALES (€ million)



RESULTS (€ million)



EQUITY RATIO (%)



EVENTS IN DÜSSELDORF IN 2019
GREATLY APPRECIATED

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

* Number of visitors included in MEDICA visitor total

** Visitor figure includes visitors to COMPAMED

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

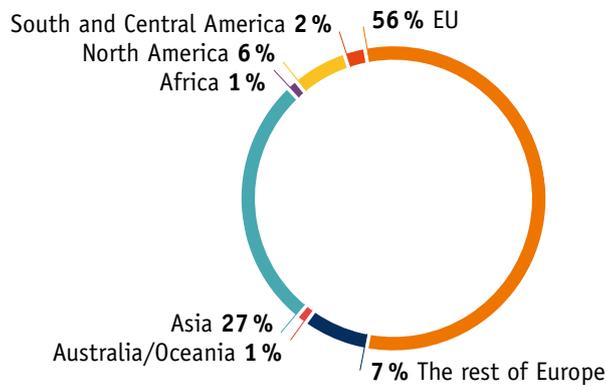
» www.messe-duesseldorf.com/guestshows

INTERNATIONAL FLAIR
WELCOME TO DÜSSELDORF

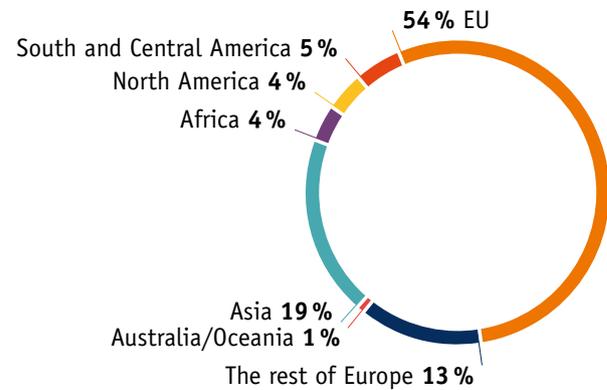
Messe Düsseldorf GmbH is the Number 1 when it comes to international flair at capital goods trade fairs. In 2019, roughly 69 percent of the exhibitors and 71 percent of the trade visitors to the Company's self-organized events in the area of expertise com-

prising 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

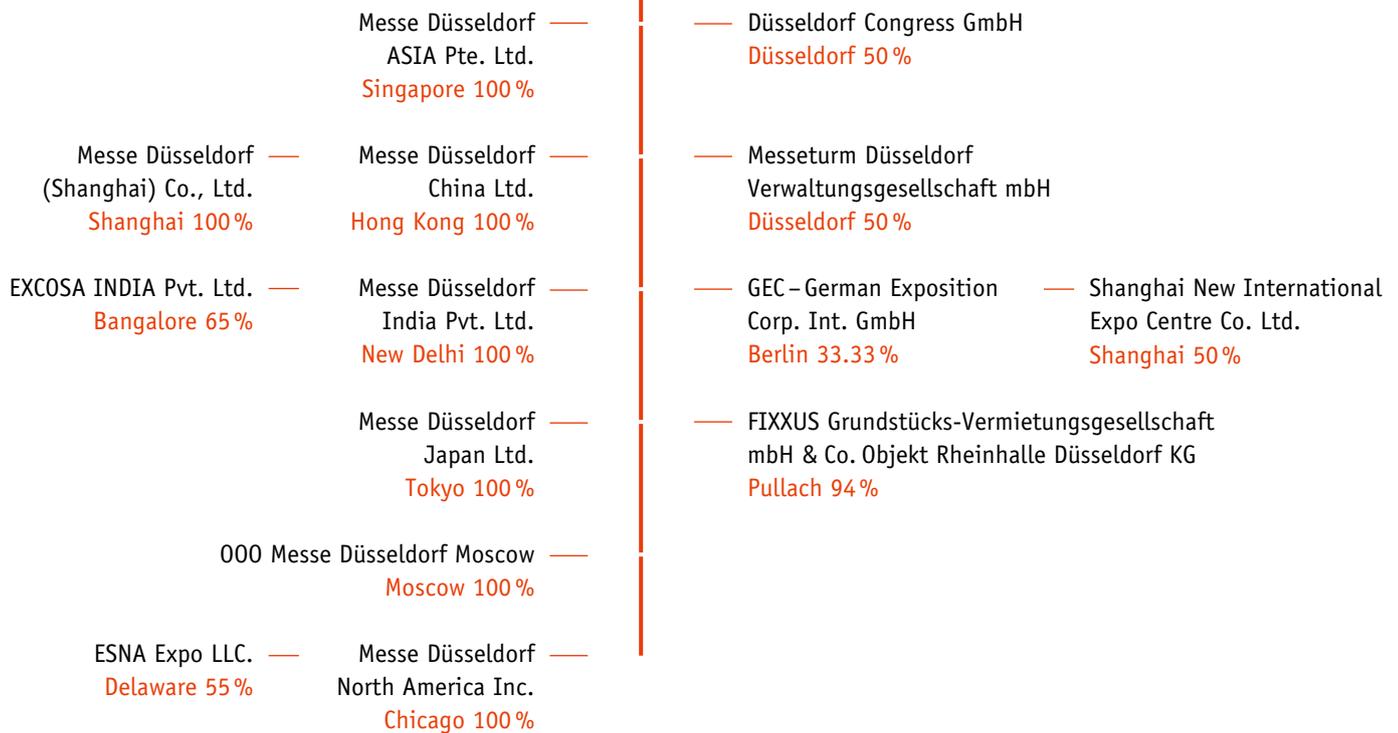


TRADE VISITORS IN 2019 Total 472,830



MESSE DÜSSELDORF GMBH
MESSE DÜSSELDORF GROUP

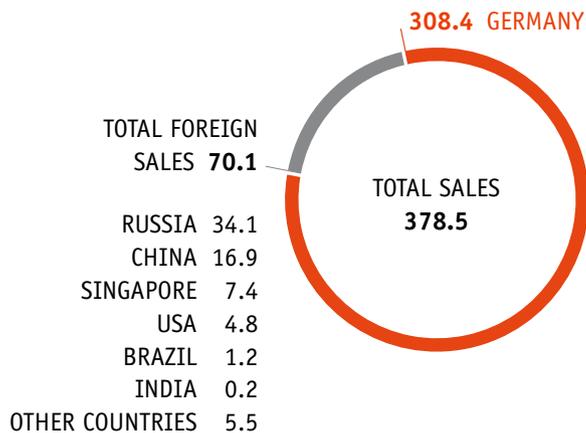
Messe Düsseldorf GmbH



FOREIGN MARKETS CONSTANTLY IN MOTION

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)

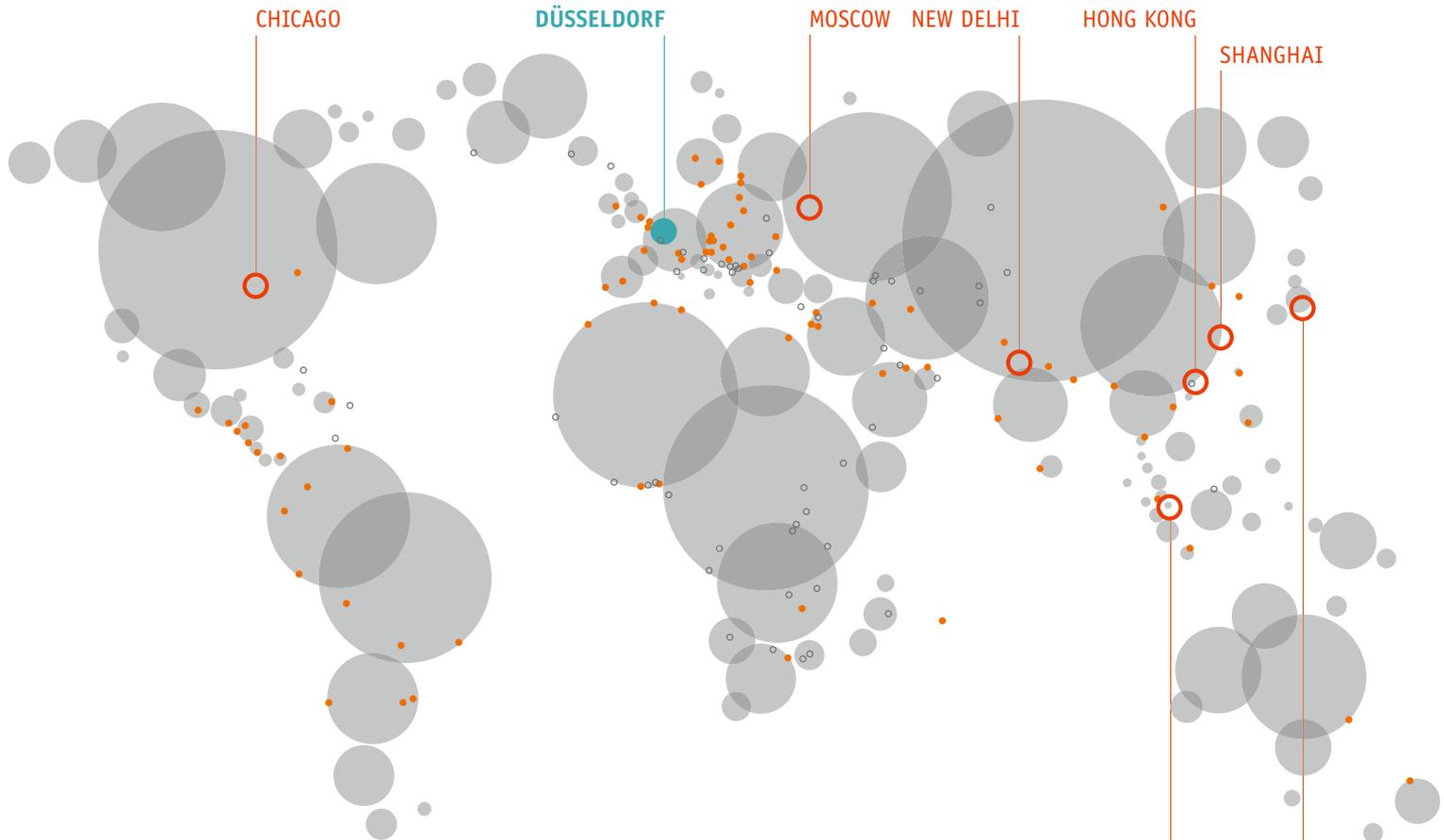
SPECIAL EVENTS

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

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, including 7 subsidiaries, the Messe Düsseldorf Group is networked globally.



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

» 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**
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 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:

- › **ZDRAVOOKHRANENIYE** MOSCOW/RUSSIA

» www.medicalalliance.global
» www.messe-duesseldorf.com/globalportfolios

GLOBAL PRODUCT PORTFOLIOS
INTERNATIONAL STRATEGY

› **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

» www.k-globalgate.com

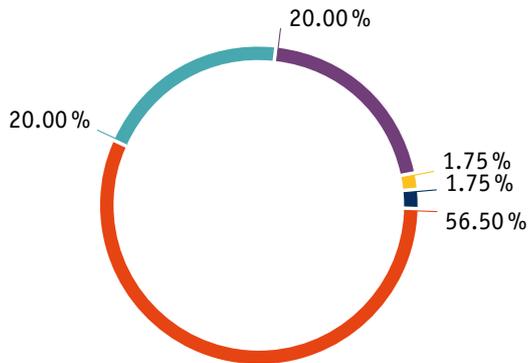
› **METALS & FLOW TECHNOLOGIES**

- › **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

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
(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)

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 Ehlert
President of Düsseldorf Chamber of Handicrafts
(up to 05/2019)

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**

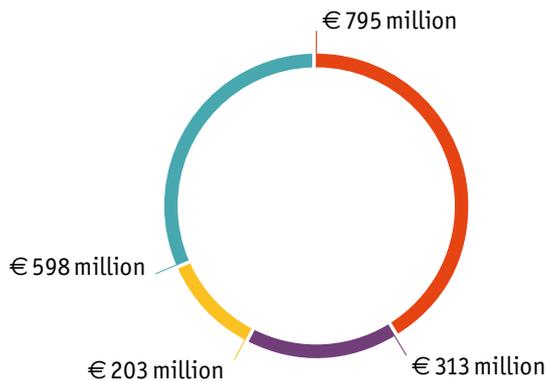
SOCIOECONOMIC IMPACT

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

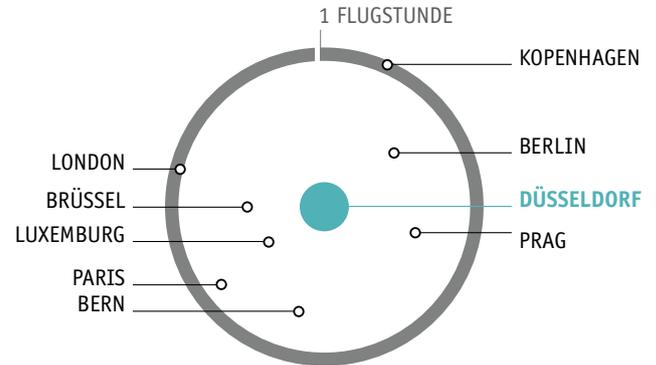
* € 1.00 of trade fair sales generates total sales of € 6.20 in Düsseldorf.

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

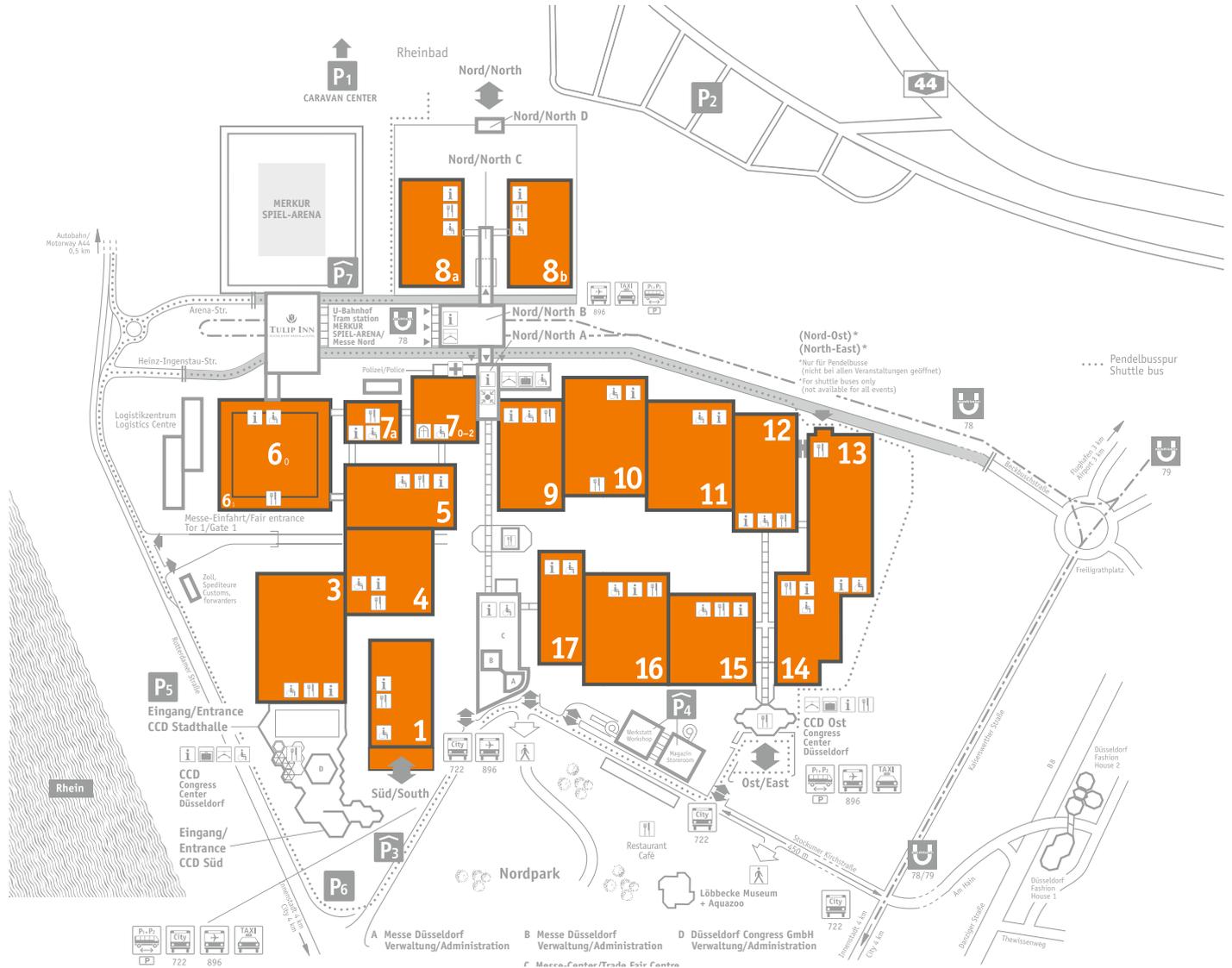
A 500 KM CATCHMENT AREA

with a population of 150 million

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

SITE PLAN

» www.messe-duesseldorf.com/detailplan



KEEPING IN TOUCH & NEWS

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Messe Düsseldorf GmbH
P.O. Box 10 10 06 _ 40001 Düsseldorf_Germany
Tel. +49 211 4560 01_Fax +49 211 4560 668
www.messe-duesseldorf.com



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Düsseldorf