

**NürnbergMesse Group**  
Exhibition Centre Nuremberg, 13.07.2017

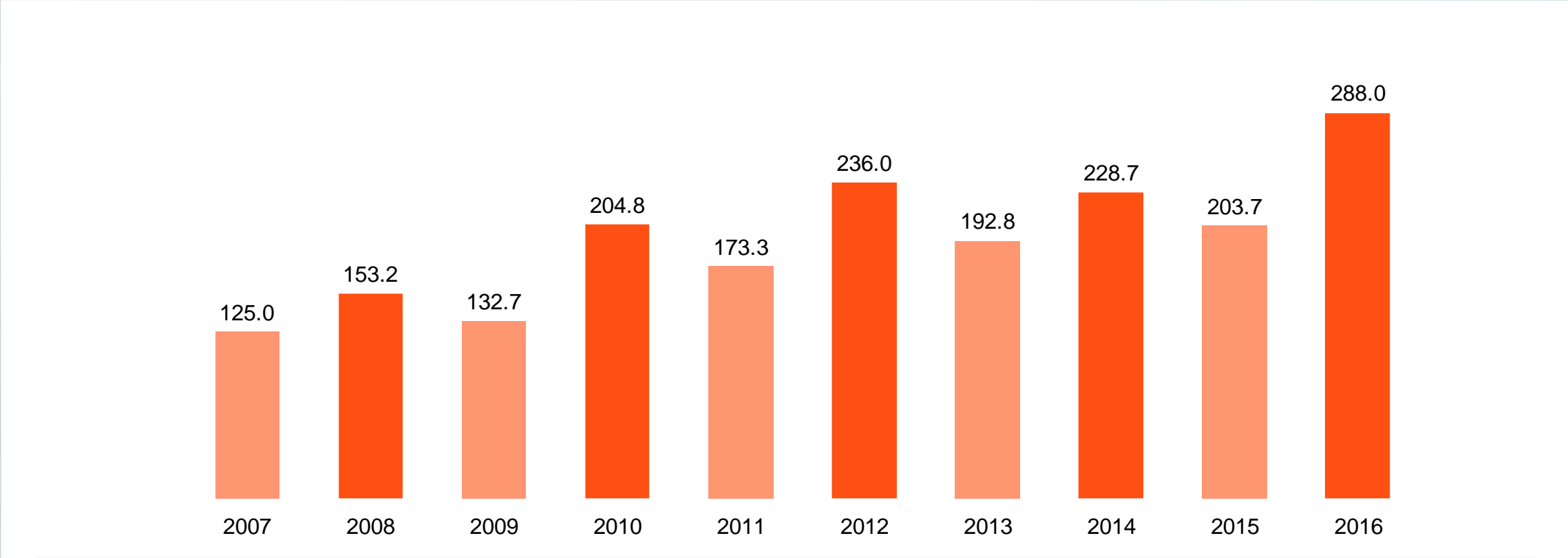


# Annual Results Press Conference

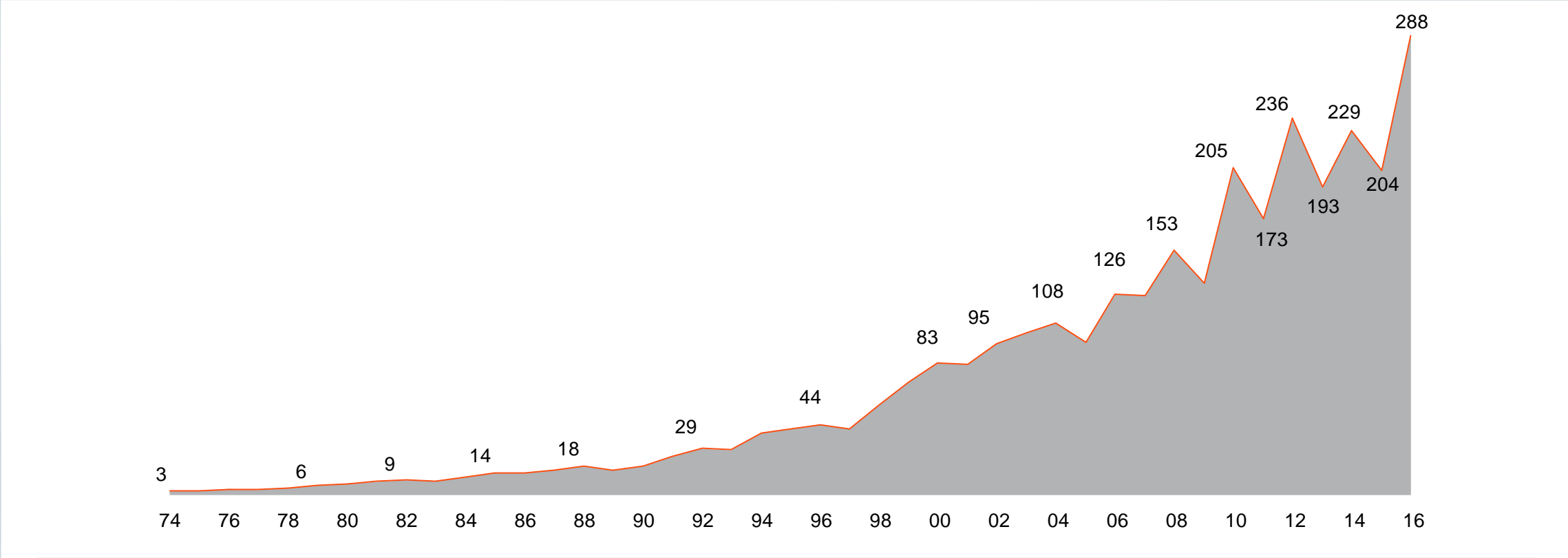




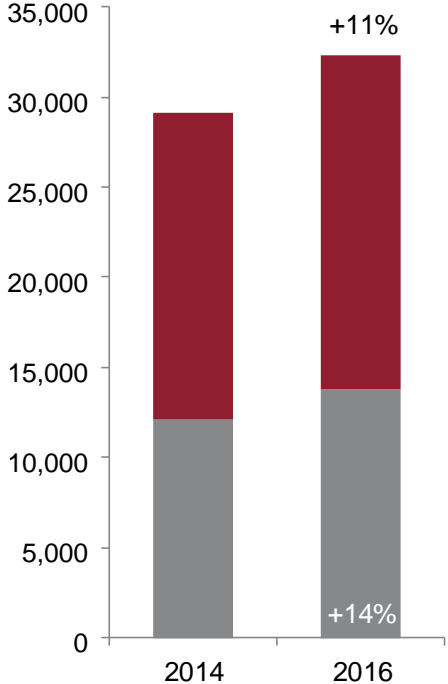
## 2007-2016 turnover in mill. €



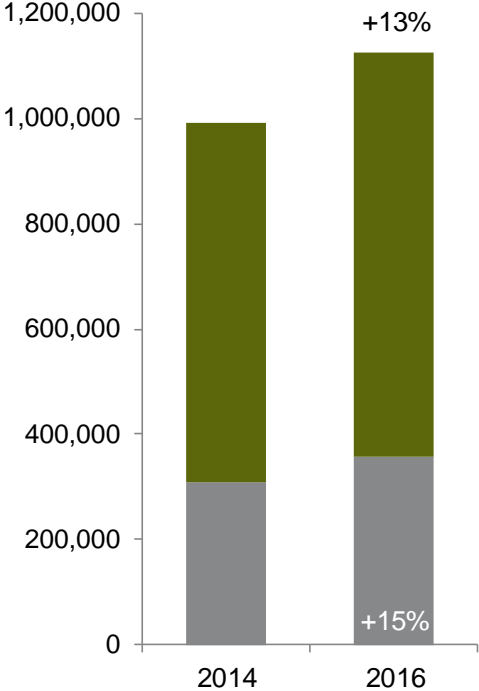
1974-2016 turnover in mill. €



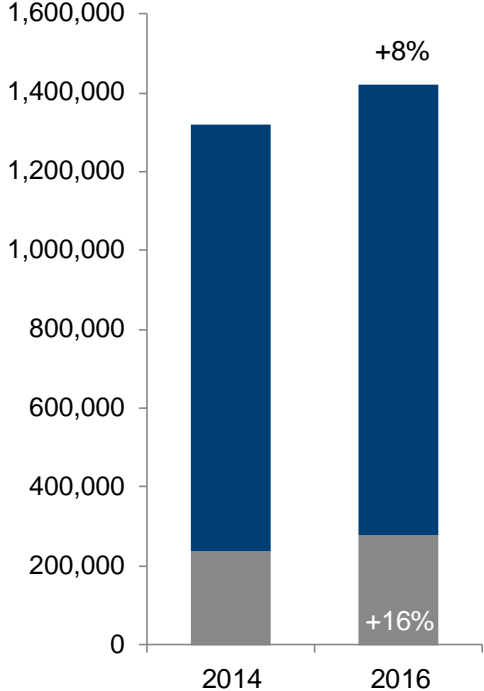
### Exhibitors



### Net space in m<sup>2</sup>

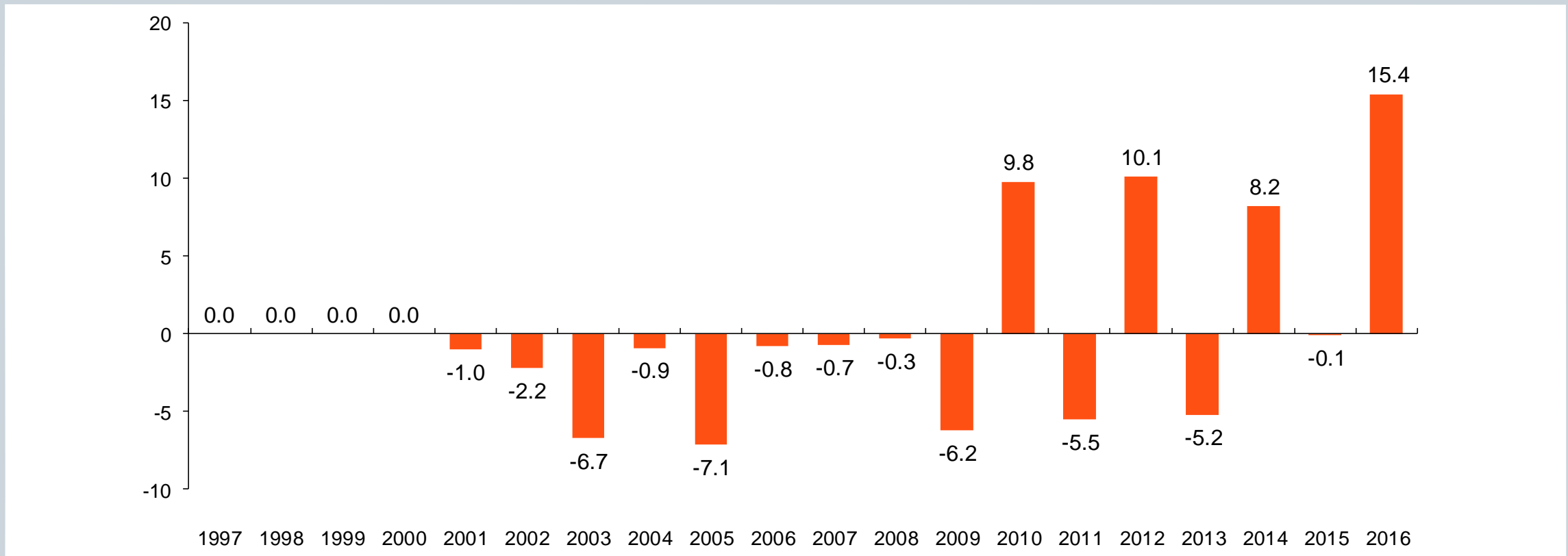


### Visitors

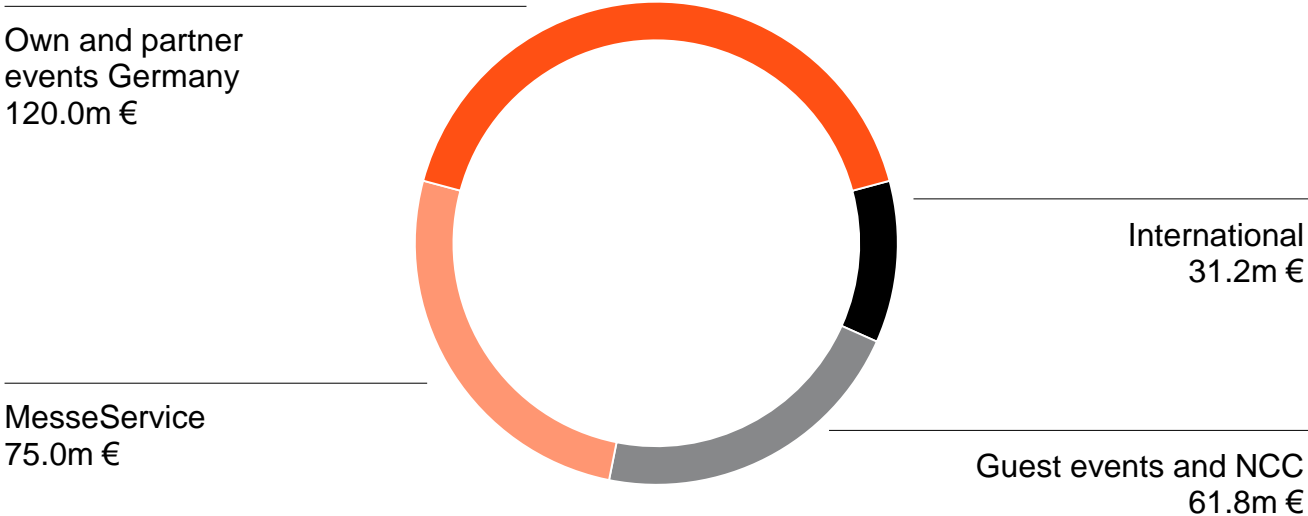


- National
- International
- National
- International

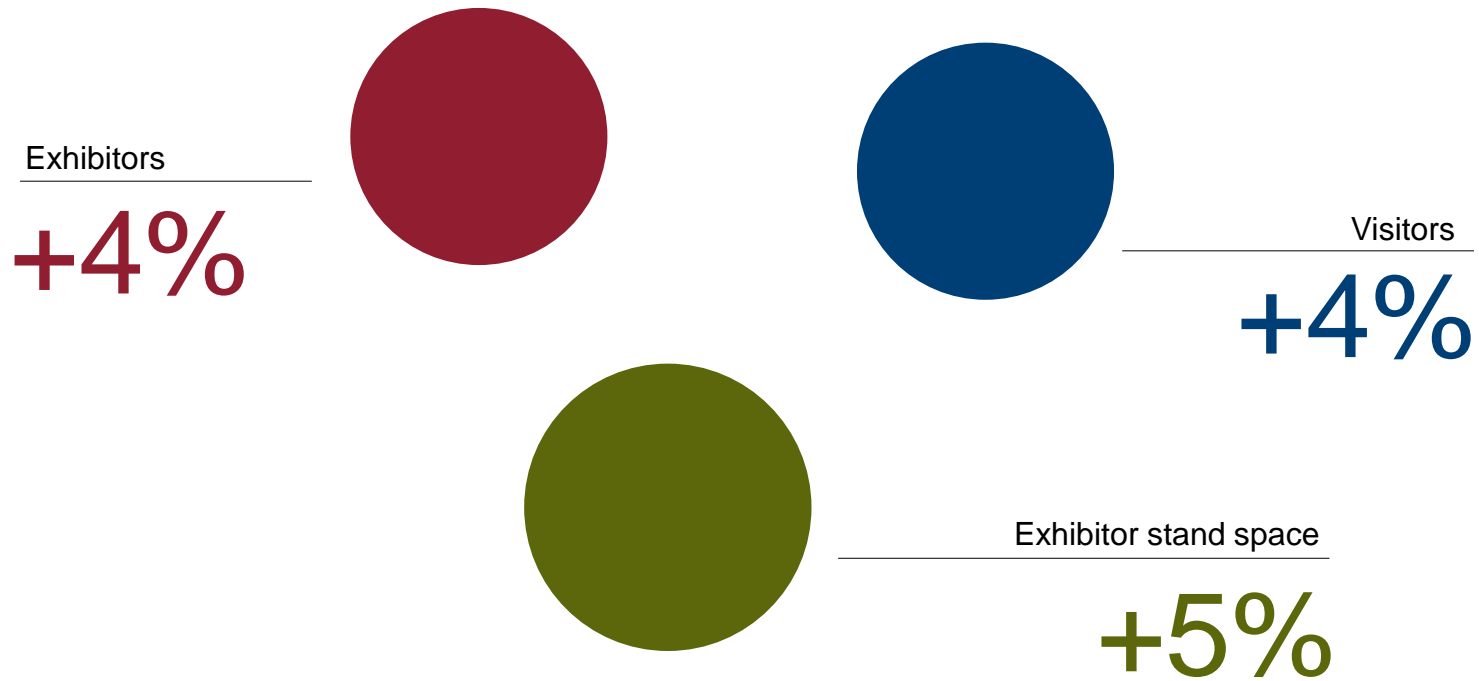
## Consolidated profit/loss of NürnbergMesse\* 1997-2016 in mill. €



## 2016 Group turnover breakdown



## Development of international and national trade fairs in 2016 compared to the previous event



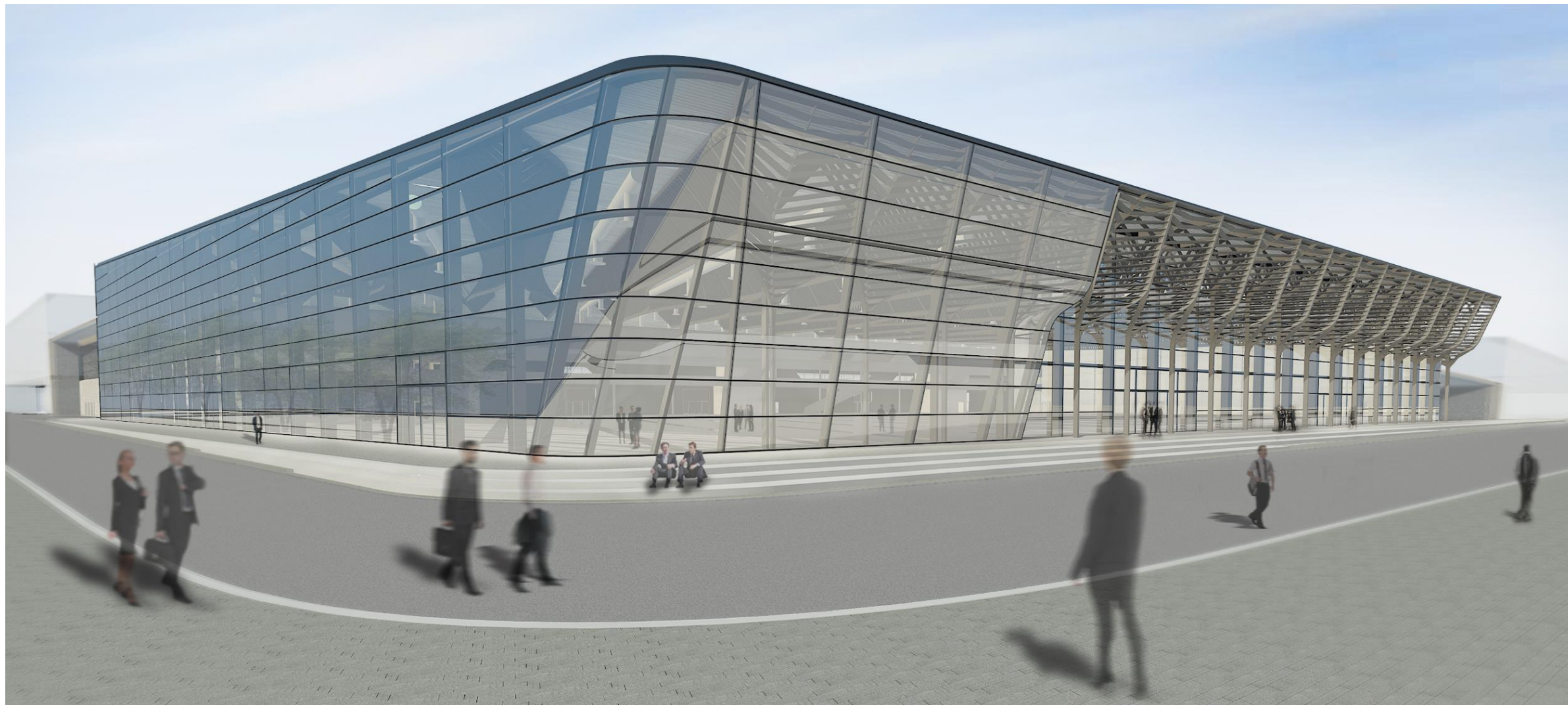


	2014	2016	Change
<b>Exhibitors</b>	<b>29,171</b>	<b>32,317</b>	<b>+ 11 %</b>
thereof international	12,096	13,798	+ 14 %
<b>Net space (m<sup>2</sup>)</b>	<b>993,575</b>	<b>1,126,233</b>	<b>+ 13 %</b>
thereof international	310,035	357,973	+ 15 %
<b>Visitors</b>	<b>1,317,783</b>	<b>1,421,217</b>	<b>+ 8 %</b>
thereof international	238,650	276,043	+ 16 %

	2014	2015	2016
<b>Turnover</b>	<b>228.7</b>	<b>203.7</b>	<b>288.0</b>
<b>Consolidated profit/loss of NürnbergMesse*</b>	<b>8.2</b>	<b>-0.1</b>	<b>15.4</b>
<b>EBITDA</b>	<b>39.9</b>	<b>27.8</b>	<b>56.2</b>

# The new Hall 3C

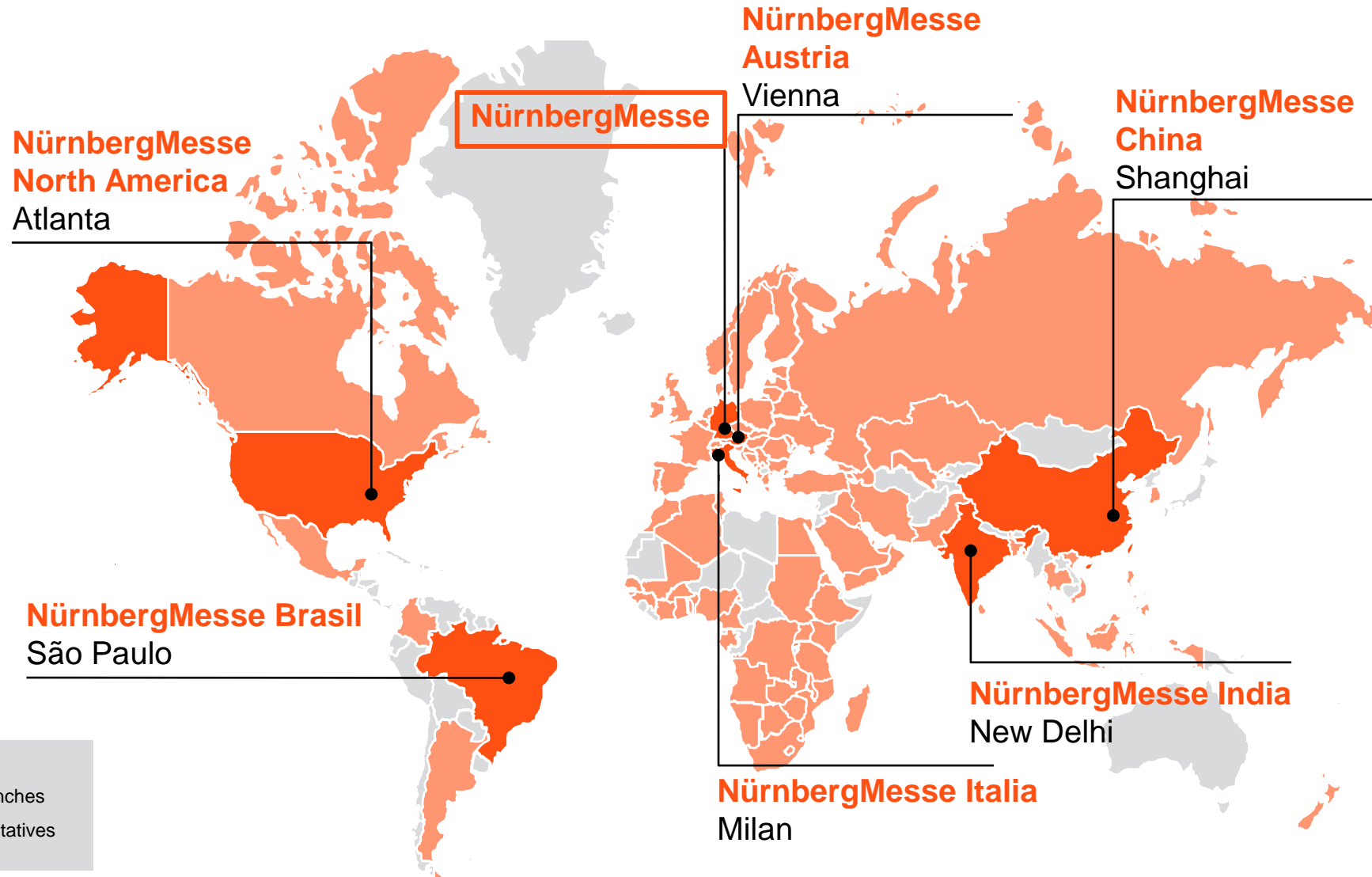
Opening: scheduled for autumn 2018



## Digitization as an opportunity

Extending the classic business model to include new possibilities





- NürnbergMesse, Subsidiaries and branches
- International representatives

### Australia

- Australian Healthcare Week

### Brazil

- Analitica Latin America
- Fenasan

### Canada

- IIDEX

### China

- China Hi-Tech Fair
- China Refrigeration
- CIOE
- CMEF Spring
- DesignInspire
- FENESTRATION BAU China
- FHC China
- FMA China
- MedTec China
- ProWine China
- SEMICON China
- SF CHINA / CHINACOAT
- SIAL China

### Egypt

- ELECTRICX

### Germany

- Expo Real
- Jagd & Hund
- Pferd & Jagd

### Great Britain

- Infosecurity Europe

### India

- ACREX India
- DELHIWOOD
- ELECRAMA
- IMTEX
- Indiawood
- MEDICALL Mumbai

### Indonesia

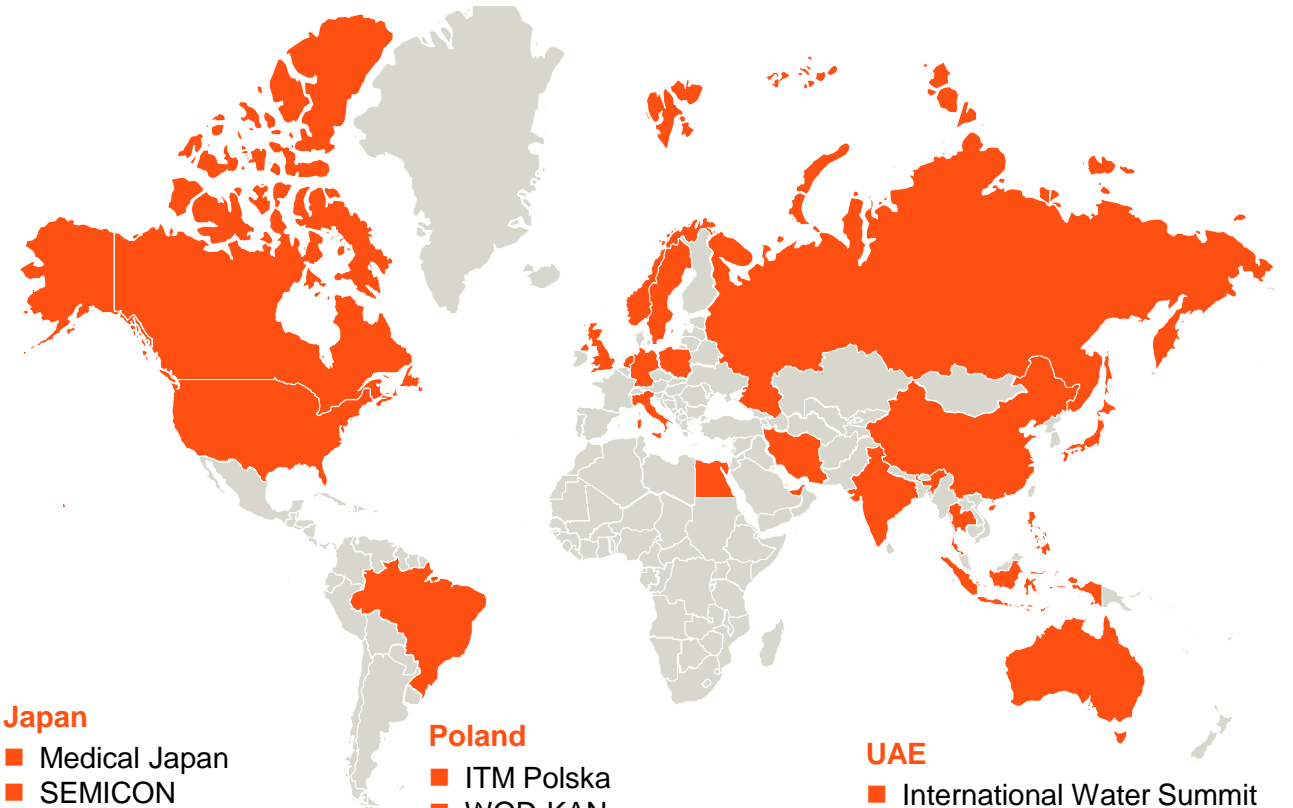
- Food & Hospitality Indonesia

### Iran

- Do-WinTech
- iran food + hospitality
- IRANTEX
- MPEX

### Italy

- SPS IPC Drives Italia



### Japan

- Medical Japan
- SEMICON

### Netherlands

- AQUATECH Amsterdam

### Norway

- BYGG REIS DEG

### Philippines

- Medical Philippines Expo
- Power & Electricity World Philippines

### Poland

- ITM Polska
- WOD-KAN

### Russia

- Beviale Moscow
- MIEF

### Sweden

- NORDBYGG

### Thailand

- Food & Hotel Thailand

### UAE

- International Water Summit
- The Big 5 Show
- Windows, Doors & Facades

### USA

- APTA EXPO
- HIMSS
- IFFCS
- RSA Conference
- SHOT SHOW
- Waste Expo

### Foreign exhibitors 2016

1.		Italy	1,747
2.		China, PR	1,221
3.		USA	907
4.		Great Britain/Northern Ireland	770
5.		Netherlands	694
6.		Austria	686
7.		France	682
8.		Spain	490
9.		Switzerland	446
10.		Poland	348

### Foreign visitors 2016

1.		Italy	22,862
2.		Austria	20,211
3.		Czech Republic	15,656
4.		Switzerland	12,948
5.		France	12,877
6.		Poland	12,399
7.		Netherlands	11,893
8.		Great Britain/Northern Ireland	9,021
9.		Spain	8,833
10.		Belgium	7,346

# NürnbergMesse product families

Example: Beviale Family

**BrauBeviale**  
Raw Materials, Technologies,  
Logistics, Marketing  
Nuremberg, Germany  
braubeviale.de

**BevialeMoscow**  
International trade fair for  
the beverage industry  
Moscow, Russia  
beviale-moscow.com

**CRAFT BEER ITALY**  
Conferenza e mostra per tecnologie,  
materie prime e marketing  
Milan, Italy  
craft-beer-italy.it

**CRAFT BEER CHINA**  
Exhibition & Conference  
Shanghai, China  
craft-beer-china.cn

**Brandnew:**  
Feira Brasileira  
da Cerveja  
supported by BrauBeviale

**More than a single event:  
The Beviale Family**

**...and more to come!**



**NÜRNBERG / MESSE**