



NÜRNBERG MESSE



**CREATING  
EXPERIENCES**

ANNUAL REPORT 2018

# PORTRAIT

In 2018, the NürnbergMesse Group organised 181 events in Nuremberg and worldwide, offering more business opportunities than ever before. Over 35,000 exhibitors joined with more than 1.5 million visitors and consumers in a record exhibition space of about 1.2 million square meters. Over 1,000 employees working at ten NürnbergMesse Group locations offer a broad portfolio of services and events. The Group's international subsidiaries in China, Brazil, India, Italy, and North America, a branch in Austria, and over 50 international offices are successfully networking industries worldwide.

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12	DIGITALISATION	
18	PARTNERSHIPS	
24	ARCHITECTURE	

**315 million**  
euros in sales

**67.9 million**  
euros in EBITDA

**35,462**  
exhibitors

**1.5 million**  
visitors

**1.2 million**  
square meters of net exhibition space

**180,000**  
square meters of gross exhibition space  
at the Nuremberg Exhibition Centre



Creating experiences, connecting people, managing knowledge: This trilogy of ideas is the formula that defines the future of NürnbergMesse. It's the guiding principle for the actions of every employee and the goal of each of the approximately 120 events in our portfolio.

To create experiences at trade fairs and congresses for exhibitors and visiting customers, NürnbergMesse is continuously evolving its concepts. The breathtaking architecture of the new exhibition halls highlights the values of functionality and sustainability. The result is a distinctive atmosphere that is characteristic of trade fairs "made by NürnbergMesse".

# CREATING EXPERIENCES



Dear friends, partners, and customers of NürnbergMesse,  
ladies and gentlemen,

2018 was the most successful fiscal year in the history of NürnbergMesse to date. The record sales of roughly EUR 315 million is 53 percent higher than in the previous year and exceeds the comparable 2016 fiscal year by 10 percent. The year saw a record attendance of exhibitors and more than 1.5 million visitors at 181 events held in a total exhibition area of 1.2 million square meters and featured numerous other superlatives you can read about in detail in this year's Annual Report. How did this happen? Because we are obviously drawing the right conclusions and consequences from your important comments and advice. And because we have colleagues on board who have exactly the right skills and who go that famous extra mile. Many thanks to you, our friends, partners, and customers, as well to our employees.

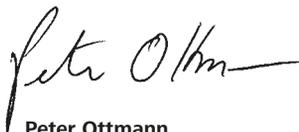
Incidentally, our Annual Report is also an award-winner: At the ARC Awards, the internationally renowned competition for annual reports in New York, our report attracted considerable attention and won awards in four categories. This not only makes us proud, it's also a strong motivation to continue informing you about NürnbergMesse with exciting stories, attractive photo series, and a modern design.

The theme of the 2018 Annual Report is the company's formula for the future. Guided by the trilogy "**Creating experiences. Connecting people. Managing knowledge,**" we'll take you on a journey that emphasises the successful philosophy of NürnbergMesse. This Annual Report launches this trilogy and illustrates what we mean by "creating experiences."

One dimension of "creating experiences" is our architecture. In November 2018, we officially inaugurated a special space for experiences – designed using steel, glass, and concrete – for our trade fair operations. The new Hall 3C, designed by Zaha Hadid Architects, is the physical embodiment of our formula for the future. It's a hall that gives both exhibitors and visitors a space for innovation, a building that brings people together, and an example of how we think "trade fair." And it's literally "outside the box" – a design that frees itself from the traditional confines of "four walls, one roof." It exemplifies halls as places of inspiration, and trade fairs as experiences that reverberate and have an impact on business relationships, product development and entire industries.

We are creating experiences – with our partners, in new markets abroad, for both young and established companies, and by focusing on the major issues of our time.

We look forward to partnering with you on our successful journey, and we wish you an inspiring read!



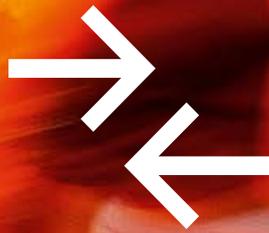
**Peter Ottmann**  
CEO NürnbergMesse Group



**Dr. Roland Fleck**  
CEO NürnbergMesse Group

A group of colorful koi fish swimming in clear blue water. The fish are primarily orange, white, and red, with some having long, flowing fins. They are swimming in various directions, creating a sense of movement and depth. The background is a vibrant, clear blue, suggesting a clean, healthy aquatic environment.

# EXPERI- ENCING NEW WORLDS.



**Internationalisation isn't one-dimensional,** it spans the entire globe like an intricate web. **And NürnbergMesse is right on the spot, serving as both a companion and door-opener for numerous companies worldwide.** For NürnbergMesse, a global footprint means adapting successful concepts throughout the world, expanding product families, and linking markets. This in turn strengthens the events that NürnbergMesse hosts at its home location, because **extensive international participation promotes Nuremberg as a meeting place for global industry.**

# INDIA AWAKENS: A GIANT ON THE PATH TO LEADING ECONOMIC POWER.



**1.34 BILLION**

POPULATION

OVER

**7%**

ECONOMIC GROWTH IN 2018

**19.2 BILLION**

EUROS IN TRADE VOLUME BETWEEN INDIA AND GERMANY

# INDIA

## THE INDIAN SUBSIDIARY IS JUST FIVE YEARS OLD AND IS ALREADY A LEADING TRADE FAIR COMPANY ON THE SUBCONTINENT.

**T**hrobbing Bollywood music roars from the speakers, and guests at the anniversary celebration crowd onto the dance floor. In Mumbai, home of India's film industry, everyone from schoolkids to the elderly know the choreography of the most popular films by heart and passionately dance along. The anniversary celebration of NürnbergMesse is in full swing.

Employees, partners, customers, and journalists are celebrating five years of NürnbergMesse India. Among the international subsidiaries, India is the youngest in the family – and it's already highly successful. Launched with three trade fairs in 2013, the subsidiary's portfolio more than quintupled over the following five years. Today it includes 16 events in the fields of refrigeration and air conditioning, organic food, die casting, paints and coatings, woodworking, and TV and film. The number of exhibitors grew by a factor of seven to about 2,100 in 2018, and the number of visitors increased sixfold to over 85,500.

The subsidiary kicked off its business in India with offshoots of successful trade fair concepts from Nuremberg: BIOFACH INDIA and Powder & Bulk Solids India (today: POWTECH INDIA) as well as FENSTERBAU FRONTALE INDIA. Other successful concepts followed: ALUCAST as the Indian sister of EUROGUSS, the FIRE & SECURITY INDIA EXPO (FSIE), which like FeuerTrutz focuses on the theme of building fire protection, and ACREX India, which covers

refrigeration and air-conditioning technology as a counterpart to Chillventa. Strategic acquisitions have further expanded the portfolio with events like BROADCAST INDIA, where all of Bollywood has been getting together for the past 25 years – definitely an affair of the heart!

The success in India is also supported by the country's strong economy and gigantic potential for growth. India's population of 1.3 billion offers an enormous market, and infrastructure projects like new roads, highways, and fibre-optic cables generate jobs. At the same time, the "Make in India" campaign is making the country even more attractive to investors. In the country's 2017/18 budget, foreign direct investment amounted to nearly US\$ 62 billion.

NürnbergMesse India is run by the "Super Woman of the Indian Exhibition Industry," the title awarded to Managing Director Sonia Prashar by the Indian Exhibition Industry Association IEIA. Her recipe for success: "Focusing on highly specialised trade fairs and working in close partnership with exhibitors, event partners, and employees," says Prashar.



Sonia Prashar, Managing Director,  
NürnbergMesse India

NÜRNBERGMESSE INDIA

**Founded in 2013**



LOCATIONS

**New Delhi  
Mumbai  
Bangalore**

SPECIALISED TRADE FAIRS

**16**

She also wants to use this formula to develop events that are already regular fixtures in India, like the three most important trade fairs in the woodworking industries: INDIAWOOD, DELHIWOOD, and MUMBAIWOOD. Attracting approximately 1,500 exhibitors and over 80,000 trade visitors from more than 40 countries, this trio of trade fairs is a true blockbuster – and in the spring of 2018, their acquisition was the biggest in the history of NürnbergMesse. The three trade fairs are a fixed institution for an industry with about US\$ 20 billion in revenue and more than 300,000 employees in India. Supported by the NürnbergMesse international network and as part of a new product family with HOLZ-HANDWERK, the trio of Indian trade fairs will increase their internationality – and will continue the success story of NürnbergMesse India. //



Producing approximately 2,000 films a year, India's film industry is the most prolific and dynamic in the world. Its heart is in Mumbai, where Bollywood's filmmakers have been meeting at BROADCAST INDIA for over 25 years to get information about the latest film technologies from international suppliers.

## BIOFACH INDIA

into organic

**Organics are booming!** That's certainly true in India's major cities, where the market is expected to have grown by more than 25 percent annually by 2020. BIOFACH INDIA is in its eleventh year and provides an annual showcase for the enormous diversity of India's organic agriculture.

## INDIA WOOD DELHI WOOD

A true "blockbuster" is the Indian wood and furniture industry, with annual revenue of about US\$ 20 billion. The industry employs more than 300,000 people. INDIAWOOD and DELHIWOOD are the leading trade fairs for this gigantic industry on the subcontinent.



The complete NürnbergMesse India portfolio is available at: [www.nm-india.com](http://www.nm-india.com)



**Interzoo**

Interzoo is the meeting place for the global pet supplies industry. Manufacturers, wholesalers, and service providers from 66 countries present their products and innovations at the **world's leading international trade fair for pet supplies.**

→ [www.interzoo.com](http://www.interzoo.com)

# THE WORLD OF PETS

**LEADING INTERNATIONAL TRADE FAIRS BRING PEOPLE FROM AROUND THE WORLD TOGETHER. FOR NO OTHER TRADE FAIR IN NUREMBERG THIS IS MORE OBVIOUS THAN FOR INTERZOO, WHERE EIGHT OUT OF TEN EXHIBITORS ARE FROM ABROAD.**

**P**ets have been loved for thousands of years. About 40,000 years ago, the wolf became man's best friend. Ancient Egyptians venerated the cat as sacred, and Japanese nobility displayed their wealth by breeding magnificent koi fish. The 45 American presidents have been accompanied by over 400 pets in the White House.

People throughout the world have pets at their side. While dogs frolic in the living-rooms of roughly two-thirds of Argentina's households, aquariums with ornamental fish stand in some 17 percent of all households in China. Parakeets and their feathered cousins tweet in just over one-fifth of all Turkish households, and roughly 34.3 million pet animals – including 14 million cats and over nine million dogs – live in German homes.

Dogs, cats, fish, and birds are worth lot to their human owners: Every year, pet supplies generate revenues of EUR 99 billion worldwide and some EUR 4.8 billion in Germany alone. The international meeting place for this industry is Interzoo in Nuremberg. Last year, 38,700 trade visitors from 126 countries met there along with close to 2,000 exhibitors from 66 countries.



The international share of visitors has risen to 74 percent, and many travel great distances to attend this industry experience. Around 6,000 pet specialty retailers, pet groomers, and online retailers came last year from Asia alone, along with some 970 industry experts from North America, roughly 1,300 from South and Central America, and over 550 from Africa. From the other side of the globe, over 300 visitors from Australia and Oceania came to Nuremberg. Their goal: learning about the latest pet food and grooming supplies, accessories, and services for pets being shown in 13 halls with over 120,000 square meters of exhibition space.

SHARE OF INTERNATIONAL EXHIBITORS AT INTERZOO

# 84%

Wirtschaftsgemeinschaft Zoologischer Fachbetriebe (WZf) organizes Interzoo in Nuremberg with the German Pet Trade and Industry Association (ZZF) as honorary sponsor and has appointed Nürnberg-Messe with the organization of Interzoo on its behalf. The partners are linked by a long-standing collaboration that will continue until at least 2036. //

# DIGITAL GIPFEL

3.- 4. Dezember 2018

Künstliche Intelligenz – ein Schlüssel  
für Wachstum und Wohlstand



AT THE SUMMIT.



**Over 1,000 players from politics, business, science, and society.**

**Numerous members of Germany's federal cabinet.**

**Intensive discussions on shaping the digital transformation in Germany.**

**High-calibre panels.**

**Nationwide attention.**

**The 2018 Digital Summit of the German Federal Government.**

**In Nuremberg.**

**2018 Digital Summit of  
the German Federal  
Government in Nuremberg**  
December 3-4, 2018



The Digital Summit is the central platform for collaboration between politics, business, science, and society for shaping the digital transformation.



**Gerrit Ebener** / Head of  
Guest Events & Congresses

Every year our colleagues in charge of Guest Events & Congresses handle about four dozen congresses and some 60 corporate events, including their acquisition and the associated marketing activities and hall assignments.

**THE 2018 DIGITAL SUMMIT OF THE GERMAN FEDERAL GOVERNMENT WAS HELD IN NUREMBERG.**

## Mr. Ebener, how did NürnbergMesse convince the federal government?

### **How did NürnbergMesse apply for the event?**

**Ebener:** There's no standard application process or call for tenders for the federal government's Digital Summit. The decisive factor favouring our application was the fact that our colleagues stayed on the ball over a span of several years, had just the right instincts, and repeatedly positioned NürnbergMesse as an attractive potential venue for the key decision-makers in politics and the digital industry. That's how we succeeded in winning the support of the Bavarian government and the city of Nuremberg. What really tipped the scales in our favour, however, was the application portfolio that we personally handed over in Berlin. This won us considerable approval in the capital!

### **What organisational challenges did you face?**

**Ebener:** Events like the Digital Summit place enormous demands on technical equipment, logistics, and security. But none of this is by any means new for us! With more than 1,000 people attending the event, the demand for Internet service was, of course, especially high. In just two days, the "Who's Who" of digitalisation moved a data volume of about 1.4 terabytes – a tough but highly successful acid test for our IT infrastructure. During a tour of the venue, we gave the event's organisers a good taste of what the Nuremberg Convention Centre can in fact accomplish. At the latest, once they were on-site our customer realised that this would be a great event in Nuremberg!

### **What significance did the Digital Summit in Nuremberg have for the trade fair location?**

**Ebener:** The venue of the federal government's Digital Summer is naturally in the spotlight nationwide throughout the event. After all, it's at this summit that top politicians, key experts, and important decision-makers in the German economy set the course for the successful digital transformation of the whole country. The event naturally gives the entire location and fair venue enormous appeal that also benefits the numerous IT companies in the region. //



## 1. FAIRGROUND INFRASTRUCTURE

The three modern Convention Centre buildings (NCC West, Central, and East) feature state-of-the-art conference technology, impressive architecture, and space for more than 12,000 participants. This puts Nuremberg in international competition with cities like Barcelona and Paris.

## EXTENSIVE DIGITALISATION EXPERTISE

NürnbergMesse has been holding leading digitalisation trade fairs and congresses for years, including it-sa, one of the world's leading IT security fairs. Nuremberg also hosts embedded world, the leading exhibition for embedded systems – the technology that makes AI and Industry 4.0 possible in the first place.



## 2.



## 3. THE NUREMBERG METROPOLITAN REGION IS AN IT CENTRE

Nuremberg is a leading centre in Germany for information and communication technology. More than 100,000 people are employed in the I&C industry in the metropolitan area, and their 10.3 percent share of the city's total employment is twice as high as the national average. The region is home to major players in the IT industry, and it has a strong research landscape and a dynamic start-up scene. The digital community gets together every year at the Nuremberg Digital Festival.

# READY TO EXHIBIT.



Gemeinschaftsstand Junge innovative Unternehmen



Bundesministerium  
für Wirtschaft  
und Energie

Innovation  made  
in  
Germany



3A-438

easy2cool GmbH  
München

3A-439

MenDell GmbH  
Völklingen

# NO. 1

THE NÜRNBERGME SSE OFFERING  
FOR START-UPS IN GERMANY.

# OVER 600

COMPANIES PARTICIPATE  
WORLDWIDE EVERY YEAR IN  
NÜRNBERGME SSE PAVILIONS.

# CURTAIN UP FOR NEWCOMERS!

**WITH ITS SUBSIDISED PAVILIONS FOR YOUNG, INNOVATIVE COMPANIES, NÜRNBERGMESSE HAS THE LARGEST OFFERING FOR START-UPS IN GERMANY.**

**D**espite the World Wide Web and their digital DNA, many start-ups often get to really know their industry at trade fairs. Some get off to a strong start straight off and make groundbreaking business contacts. Others use the opportunity to glean important ideas and inspiration and reposition themselves in the market to pave the way for success.

Bettina Wild has been with NürnbergMesse from the beginning. The start-up expert personally looks after exhibition newcomers and their concerns. Part of her job is to identify and connect with innovative companies at founders' forums, because many young entrepreneurs aren't familiar with the opportunities offered by trade fairs, or else they shy away from the supposed effort and costs.

With its "carefree package," subsidised pavilions for young innovative companies, and special areas for start-ups, NürnbergMesse offers a diverse range of services. By taking advantage of these services, trade fair exhibitions can be arranged at significantly lower costs. Start-ups benefit above all from the personal consulting provided by Bettina Wild and her team.

**»We were Germany's first exhibition organiser to actively promote funding by the federal government, and we continue to make the community of young entrepreneurs aware of this support.«**

**Bettina Wild**/Start-up expert at NürnbergMesse



Personal contact:  
Bettina Wild  
(centre) and her  
team.

»Participating at the Interzoo made our market debut a success. The state subsidy “for young innovative companies” made it possible for us.«

Véronique Glorieux/CEO eat small GmbH. Insect Power for Pets



»Without the support of BAFA and AUMA, and without the NürnbergMesse crew, as a start-up we wouldn't have had the trade fair expertise or exhibition personnel to exhibit at BIOFACH.«

Christine Reich/Managing Director and Co-founder of Dr. Reich's Family

## OUR PAVILION OFFERING:



**GOOD COST-BENEFIT  
RELATIONSHIP**



**SELECTION OF THE  
RIGHT TRADE FAIRS**



**ORGANISATION AND  
CONSTRUCTION OF  
EXHIBITION STANDS**



**PERSONAL SUPPORT  
THROUGHOUT THE  
ENTIRE PROCESS**

## OUR SERVICES FOR PAVILION PARTICIPANTS

INFORMATION ABOUT SUBSIDY OFFERS

BUDGET PLANNING

EXHIBITION STAND CONCEPT

COMMUNICATION

CONSTRUCTION OF EXHIBITION STAND

EXHIBITION STAND PERSONNEL

CATERING

TRADE FAIR AND MARKET INFORMATION

NETWORKING PLATFORM



**»The team organised everything perfectly and was also on hand to provide help and advice if there were questions or problems.«**

**Heinz Grupe**/Hans Weber Maschinenfabrik GmbH,  
exhibitor at the German pavilion at DELHIWOOD 2019



**»The pavilion was really great! Lower costs, easy handling and expert support from NürnbergMesse.«**

**Barbara Caspary**/Caspary GmbH & Co.  
KG, exhibitor at the Bavarian pavilion  
at Beviale Moscow 2018

# TOGETHER ON AN INTERNATIONAL STAGE //

**AS PART OF A PAVILION, COMPANIES CAN FURTHER ADVANCE THEIR INTERNATIONALISATION. NÜRNBERGMESSE SUPPORTS COMPANIES THROUGH THEIR ENTIRE TRADE FAIR EXPERIENCE.**



**A**pproximately 6,000 German exhibitors take part in about 230 trade fairs every year through the International Trade Fair Programme sponsored by the Federal Ministry for Economic Affairs & Energy. Over half of the companies were able to increase their export quota, according to a survey conducted by the trade fair association AUMA. Exhibitions abroad are essential for Germany's export-oriented economy. That's why most of Germany's states as well as the Federal Ministry for Food & Agriculture offer subsidy programmes for international trade fairs, primarily targeting small and mid-sized companies. With the support of NürnbergMesse, companies can participate in more than 50 trade fairs every year and benefit from the help provided by true exhibition professionals.

At trade fairs held abroad, exhibitors get to know new markets, showcase their offerings, and explore market demand. Entering international markets is very easy and requires a minimal financial outlay when participating in a pavilion – for example, through the Federal Ministry for Economic Affairs & Energy and Bavaria International programmes.

Participants can leave everything regarding the stand's organisation to NürnbergMesse experts. Dirk Lauterbach and his team are the personal contacts in the areas of stand design, marketing, and travel information and accompany exhibitors from beginning to end. //

# 54

CONTRACTS TO ORGANISE PAVILIONS  
IN 18 COUNTRIES



# 636

COMPANIES PARTICIPATED IN  
NÜRNBERGMESSE PAVILIONS  
ABROAD IN 2018

# 6,000

COMPANIES PARTICIPATE EVERY YEAR IN THE  
INTERNATIONAL TRADE FAIR PROGRAMME  
OF THE FEDERAL MINISTRY FOR ECONOMIC  
AFFAIRS & ENERGY

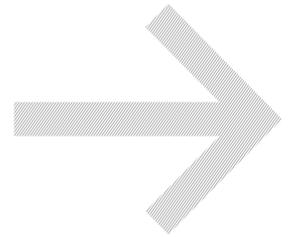


# CREATING NEW SPACE





# SHAPING A NEW IDENTITY //



A TALK WITH **JOHANNES HOFFMANN** /  
ARCHITECT AND PROJECT MANAGER OF HALL 3C

**Mr. Hoffmann, you've worked for Zaha Hadid Architects for over ten years. What impressed you most about your former boss Zaha Hadid? What did you personally gain from your work together?**

I joined Zaha Hadid in 2005 as project architect for the Transport Museum in Glasgow, which we opened in 2011. Zaha was truly an impressive personality.

What impresses me most to this day was her capacity to attract highly motivated and talented architects and win them over to her ideas. This allowed her to build an incredibly creative architecture workshop in which she acted as kind of a curator to stimulate and focus ideas.

**Zaha Hadid said in an interview: "I really believe in the future." What does the "architecture of the future" mean to you?**

When thinking about the architecture of the future, you shouldn't focus on technologies alone. A building has a future when it's still valued by its users 15, 30, or 50 years later. So it's obvious, for one, that the building must be adaptable.

But it also means that the building has a positive charisma, has a motivating effect, and encourages social contacts. These are timeless characteristics.

**Germany is celebrating 100 years of Bauhaus in 2019. What will people in the year 2119 say about today's architecture, about your architecture?**

Zaha was a trailblazer. Like the Bauhaus architecture, she succeeded in sustainably influencing the language of architecture and design worldwide in a very short time.

It was certainly no coincidence that Zaha's influence, and therefore the success of our architecture, coincided with the onset of the digital revolution and was accelerated and disseminated by that development. Good architecture is always contemporary in spirit and occasionally a little ahead of its time. I'm confident that our architecture will be considered as such in retrospect.

**We speak of the radiant power a building has on its surroundings and on an entire city. In your opinion, what is the power of Hall 3C?**

Most exhibition halls are self-contained, inward-facing buildings: They completely isolate exhibitors and visitors from the surrounding world. Outwardly, in the urban space, they seem rather industrial and container-like. We wanted to create just the opposite effect. With their fully glazed southern elevations, both Hall 3A and 3C are open to the city and therefore to the public. The result is a space flooded with light that relates to the outside world. The building presents itself as an open, communicative, intermodal space that embraces the urban environment. The exterior tree-like elements give the facade spatial depth and plasticity.



**Exhibition halls are stages for innovation and forums for dialogue. How can architecture contribute to presentations and communication?**

Architecture should help facilitate and enrich interactions. It should also provide room for privacy and for chance encounters.

Halls 3C and 3A have clearly organised interiors with an overview, which simplifies orientation and provides intuitive and efficient routing. In addition, the natural lighting, good acoustics, and comfortable climatic conditions provide a pleasant ambience. With its terrace suspended above the exhibition area, Hall 3C also offers space for social gatherings and exchanges that are comfortably apart from the bustle of exhibition activities.

**Nuremberg has applied as a candidate for European Capital of Culture 2025. You designed a museum in Glasgow – which was the Capital of Culture in 1990 – and are working on projects for cultural and sports institutions. How can architecture contribute to a city's cultural life?**

Architecture makes a major contribution to a city's cultural life in terms of both content and function. It makes an enormous contribution to a city's identity and can have an impact on its sense of community and interactivities.

Architecture and design span very large differences in scale – from city planning to interior design and from furniture design to houseware design – so we're almost constantly influenced in our daily lives by design and, above all, by architecture.

Good architecture reflects the ideas and zeitgeist of a given era and place, so probably more than any other artistic discipline it has the potential to capture and convey our contemporary understanding of culture over many decades and centuries.

**How important is sustainable building in modern architecture, and how would you evaluate halls 3C and 3A in this respect?**

For us, sustainability is all about making responsible decisions that will endure for the long term. This mindset is an integral part of our design process and inspires us to find creative and innovative solutions. Being awarded DGNB Platinum Certification for both halls emphasises the fact that a focus on sustainability guided the entire design process. The two halls are extremely space-efficient and have multi-functional areas. Their glass facades are designed to optimally use daylight. And we provide proof of our use of sustainable building materials in a catalogue of the ecological materials we employed – just to name a few examples.



**»Good architecture reflects the ideas and zeitgeist of a given era and place.«**

**Johannes Hoffmann**/Associate Director, Zaha Hadid



The new Hall 3C combines stunning architecture with functionality for exhibition visitors and has been awarded for its sustainability.

### PLATINUM CERTIFICATION →

Achieving a 90.5% degree of criteria fulfilment, Hall 3C was awarded Platinum Certification by the German Sustainable Building Council (DGNB). Strict standards for environmental, social, and economic features were followed in the building's design and construction.

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### DAYLIGHT →

In a building's total lighting, the proportion of daylight is an important quality feature – and it's especially high in the interior of Hall 3C. Thanks to two fully glazed side walls with 3,000 square meters of glass surface, plenty of sunshine floods into the hall's interior. Efficient LED lighting takes over when it gets dark.

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### AIR QUALITY →

Take a deep breath! The quality of air in Hall 3C is extremely high, thanks to a mechanical ventilation system that brings fresh air into the building. The system has an efficient heat-recovery system with a rotary exchanger – that also means an energy savings of around 80%.

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### LOW-EMISSION BUILDING MATERIALS →

Low-emission building materials were used in the construction of Hall 3C. FSC- and PEFC-certified woods as well as very low-emission materials were used exclusively, also contributing to the building's excellent air quality.

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### ACCESSIBILITY →

The Disability Council of the City of Nuremberg was involved in planning Hall 3C to help ensure that the building is barrier-free. Hall 3C has, for example, bathrooms for the handicapped ("Toilets for All" from the Leben pur Foundation) on both levels. High-contrast colours were used for signs and building equipment to help visually impaired people find their way around.

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### BUILDING SHELL LIFECYCLE ASSESSMENT →

The high quality of the building's shell and technology made it possible to undercut Germany's Energy Saving Ordinance for Buildings (EnEV2009) by 59%. The technical systems in Hall 3C control and optimise the building's energy consumption.

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**The new Hall 3C celebrated its grand premiere in November of 2018:** The doors of the hall designed by Zaha Hadid Architects opened for the first time to inventors from around the world at the international trade fair for "Ideas-Inventions-New products" (iENA). Just three weeks later, leading Industry 4.0 companies showcased their offerings in the 3C at SPS, the Smart Production Solutions exhibition. Hall 3C is inspiring continuing growth and supports the ongoing expansion of event concepts.

After a construction period of 18 months, the opening of the new Hall 3C marked the next stage of development on the southern side of the Nuremberg Exhibition Centre. Its 9,600 square meters of gross exhibition space paves the way for continued growth.

The new Hall 3C provides tangible added value for exhibitors and visitors alike. The technical equipment in 3C gives the hall an extraordinary spatial quality. Daylight and good air quality improve the success and well-being of the trade fair participants. Guests enjoy an overview of exhibition activities from the restaurant located on the hall's first floor.



## HALL 3C FACTS AND FIGURES

GROSS EXHIBITION SPACE **9,600 m<sup>2</sup>**

CONSTRUCTED STEEL (approx.)

**2,300** TONNES

ROOF AREA (approx.)

**10,200 m<sup>2</sup>**

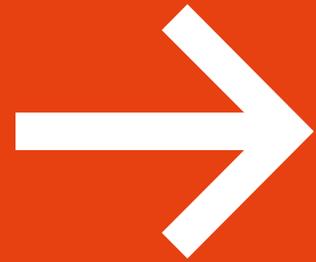
AREA OF THE GLASS FACADE (approx.)

**3,000 m<sup>2</sup>**



In 2018,  
181 even  
more bus  
35,000 e  
visitors a  
of about  
employee  
locations  
events. T  
China, Br  
branch in  
are succe

# EXHIBITIONS IN 2018





A day at a NürnbergMesse trade fair usually begins with music from pianist Christian Jung. For more than eight years, Jung and his music have created a unique atmosphere at the Mitte and Ost entrance areas and provided the first in a whole series of experiences enjoyed by so many trade fair visitors.



VISITING INDUSTRY  
PROFESSIONALS, NATIONAL

**846,579**

EXHIBITORS, NATIONAL

**19,877**

VISITING INDUSTRY  
PROFESSIONALS, INTERNATIONAL

**300,563**

EXHIBITORS, INTERNATIONAL

**15,585**

-12

1-5 →



Vorregistrierte Besucher  
Pre-registered visitors

Tageskasse  
Cashier



# MY EVENT

## EXHIBITORS



**“We have been part of the woodworking shows for ten years now. DELHIWOOD is a very important factor in our growth and that of the Indian furniture industry overall.”**

**Govind Assudani**  
Managing Director Homag India Pvt. Ltd



**“Every other year we look forward to spending three days finding out what’s ‘hot’ in the refrigeration and air-conditioning industry. As exhibitors since Day 1, we believe Chillventa is the right place for DAIKIN to be.”**

**Gunther Gamst**  
Managing Director DAIKIN Airconditioning Germany GmbH



**“An irreplaceable annual experience and opportunity for discussion when Naturland and its partners gather at the BIOFACH pavilion and spread the organic message on #ökofürswir.”**

**Michael Stienen**  
Managing Director Naturland Zeichen GmbH

## PARTNERS



## EMPLOYEES

**“embedded world is the first port of call for a global community that sets the pace and serves as the trend-setter for digitalised work and living.”**

**Kurt Skupin**  
Chairman of the Management Board/CEO,  
WEKA Mediengruppe, Munich



**“One of the purposes of our exhibitions outside Germany is to make industries come alive globally and pave the way into exciting markets with new business partners for our exhibitors.”**

**Mariya Karaman**  
International Exhibitions

**“On its 70th anniversary, Spielwarenmesse is taking this opportunity to thank NürnbergMesse, which has been contributing to the success of this annual industry event since 1973 as a partner we can rely on.”**

**Ernst Kick**  
CEO Spielwarenmesse eG



**“Creating experiences means combining innovations with high-quality customer service. We want to show visitors how special they are.”**

**João Picolo**  
Managing Director NürnbergMesse Brasil

**“BrauBeviale is the meeting place of the brewing industry. International, informative yet informal, and professionally organised.”**

**Georg Rittmayer**  
President, Private Brauereien Bavaria e.V.



**“Turning the organisers’ ideas into reality in a way that enables the Exhibition Centre to shine in every respect – that’s what experiences are made of.”**

**Heike Duttenhöfer**  
Guest Events & Convention Centre

## Nuremberg



10.1.2018

## City of Nuremberg New Year's Reception

## Nuremberg



10. – 11.1.2018

Start of the Year for Hilti Deutschland

## Kick-off for Hilti

Leading tool manufacturer Hilti spent two days getting its sales staff in the right mood for the new year. That meant innovations they could touch and marvel at. One of the highlights: In one of the product presentations, a Hilti exhaust air extractor raised a steel cage ... including the car parked inside it.



Visitors

# 1,200

[www.hilti.de](http://www.hilti.de)

## Nuremberg

13. – 14.1.2018

International Show of Pedigree Dogs

## CACIB

*Next event: 11. – 12.7.2020*
[www.cacib-messe.de](http://www.cacib-messe.de)

## Nuremberg

13. – 14.1.2018

Wedding Show

## Just Married

*Next event: 11. – 12.1.2020*
[www.just-married.de](http://www.just-married.de)

## Nuremberg



16.–18.1.2018

International Trade Fair for Die Casting: Technology, Processes, Products

## EUROGUSS

In 2018, the die casting trade fair EUROGUSS turned three exhibition halls into a mecca for the international die-casting industry. Discussions centred on topics of current interest such as electric mobility, additive manufacturing, and application-specific alloys and structural components. The exhibition halls were booked down to the last square metre. The trade fair proved a winner, not just thanks to the increase in visitor and exhibitor numbers but also because of its global focus: more than half of the 641 exhibitors came from abroad. The popular annual congress was held in parallel with the trade fair: the 18th International German Die Casting Day.



Exhibitors

641



Visitors

15,354



Net exhibition space

18,758 m<sup>2</sup>

Next event: 14.–16.1.2020

[www.euroguss.de/en](http://www.euroguss.de/en)

## Nuremberg



16.–18.1.2018

International Exhibition for Perimeter Protection, Fencing, and Building Security

## Perimeter Protection

The fifth round of Perimeter Protection gave visitors insights into the latest electronic and mechanical solutions for providing security for outdoor areas. Popular ports of call were the new centre of competence for drone detection and defence and the Perimeter Protection Congress.



Exhibitors

135



Visitors

3,639



Net exhibition space

5,440 m<sup>2</sup>

Next event: 14.–16.1.2020

[www.perimeter-protection.de/en](http://www.perimeter-protection.de/en)

## Nuremberg

22.1.2018  
8th Nuremberg Congress for Entrepreneurs

## Nuremberg Entrepreneur Congress with New Year's Reception for SMEs

Next event: 20.1.2020  
[www.unternehmer-kongress.de](http://www.unternehmer-kongress.de)

## Mumbai, India

31.1.–1.2.2018  
Trade Fair for Formulating Cleaning Products and Toiletries

## HPCI India IN COOPERATION WITH The Indian Care Chemical Convention (CCC)

HPCI India in collaboration with the CCC set new records for visitor and exhibitor numbers in 2018, which underscores their relevance as India's key events for raw materials and technology used in the manufacture of cosmetics and cleaning products.



Exhibitors	Visitors	Net exhibition space
<b>258</b>	<b>3,080</b>	<b>2,405 m<sup>2</sup></b>

Next event: 6.–7.2.2020  
[www.hpci-india.com](http://www.hpci-india.com)

## Nuremberg

31.1.–4.2.2018  
Key Meeting Point for the Toy Industry

## Spielwarenmesse®

Energy, creativity, and entrepreneurship were the elements that most impressed trade visitors from 129 countries at the 69th Spielwarenmesse®. The presentation area for technological toys, Tech2Play, and the special exhibition area for products for babies and infants once again proved especially popular. This event saw the launch of the special show Toys meet Books.



Exhibitors	Visitors	Net exhibition space
<b>2,902</b>	<b>70,348</b>	<b>108,793 m<sup>2</sup></b>

Next event: 29.1.–2.2.2020  
[www.spielwarenmesse.de/language/1](http://www.spielwarenmesse.de/language/1)

## Nuremberg



14.–17.2.2018

World's Leading Trade Fair for Organic Food

## BIOFACH

VIVANESS is the international exhibition for natural cosmetics, and BIOFACH is the world's leading fair for organic food products. Together they drew a wealth of organic products from 93 countries. In addition to "Next Generation," the key theme of the Congress, and the two new halls, international visitors were particularly impressed by the newly-launched special show on organic breeding, the meeting place "Organic right from the start." More than 150 individual sessions at the BIOFACH and VIVANESS congress drew interest from 9,000 delegates.



Exhibitors

2,962



Visitors

50,200

including VIVANESS



Net exhibition space

47,576 m<sup>2</sup>

Next event: 12.–15.2.2020

[www.biofach.de/en](http://www.biofach.de/en)

## Nuremberg



14.–17.2.2018

International Trade Fair for Natural and Organic Personal Care

## VIVANESS

With 276 exhibitors representing 40 countries, VIVANESS, international trade fair for natural and organic personal care, had a very international flavour this year. It was the first time that companies from Belarus, Bosnia and Herzegovina, Luxembourg, Senegal, and South Korea attended. The focus was on new products and the latest trends, including anti-pollution care, vegetable hair dyes, and Asian natural cosmetics.



Exhibitors

276



Visitors

50,200

including BIOFACH



Net exhibition space

5,415 m<sup>2</sup>

Next event: 12.–15.2.2020

[www.vivaness.de/en](http://www.vivaness.de/en)

## Nuremberg

15.–16.2.2018

Bio-congress for Decision-makers and Professionals in Authorities, Organisations and Businesses

## STADTLANDBIO

Next event: 13.–14.2.2020

[www.stadtlandbio.de](http://www.stadtlandbio.de)

## Nuremberg

20.–21.2.2018

Conference on Law, Society and Industry in the Digital World

## Net.Law.S

Next event: 5.–6.11.2019

[www.netlaws.de](http://www.netlaws.de)

## Nuremberg

21.–22.2.2018

International Trade Fair with Congress for Preventive Fire Protection

## FeuerTrutz

Now in its eighth year, FeuerTRUTZ continued its course of steady growth. It combines solutions for passive, active, and organisational fire protection in a single trade fair. The in-depth and informative supporting programme featured additional lectures in the Exhibitor Forums, three Compact Seminars, the Training & Career Meeting Point, and live demonstrations at the Fire Protection EXPERIENCE. The highly-regarded Fire Protection Congress, whose theme this year was "Fire protection as a cost driver?", also offered the latest professional knowledge along with a number of surprises.



Exhibitors

287



Visitors

8,354



Net exhibition space

5,856 m<sup>2</sup>

Next event: 24.–25.6.2020

[www.feuertrutz-messe.de/en](http://www.feuertrutz-messe.de/en)

## Bangalore, India



22.-24.2.2018

International Exhibition on Heating, Ventilation, Air-Conditioning, and Refrigeration Technology

## ACREX India

Following the theme "Rising India: Enterprising & Cool," ACREX India gave participants an insight into the latest trends in air-conditioning and building services. Especially innovative or sustainable solutions were recognised with the ACREX Awards of Excellence.



Exhibitors

432



Visitors

30,000



Net exhibition space

17,004 m<sup>2</sup>

Next event: 27.-29.2.2020  
[www.acrex.in](http://www.acrex.in)

## Bangalore, India



22.-24.2.2018

Trade Fair for Security and Fire Prevention

## FIRE &amp; SECURITY INDIA EXPO

India is seeing a steady increase in the awareness of fire prevention. The second FIRE & SECURITY INDIA EXPO met with strong interest, and many industry experts had the opportunity to learn about innovations and solutions covering all aspects of passive and preventive fire protection and security management.



Exhibitors

104



Visitors

7,335



Net exhibition space

2,849 m<sup>2</sup>

Next event: 27.-29.2.2020  
[www.fsie.in](http://www.fsie.in)

## Nuremberg

23.–24.2.2018  
Congress of Surgeons

## National Conference of Surgeons

“Unity is strength” was the motto of the National Conference of Surgeons, which was organised by a collaboration of several surgeon associations in Germany: BNC, BDC, and BAO. In 2018, the scientific focus of the event was on trauma surgery and orthopaedics. Questions of professional policy were also discussed.



Exhibitors

**58**



Visitors

**956**



Net exhibition space

**597 m<sup>2</sup>**

Next event: 7.–8.2.2020  
[www.bundeskongress-chirurgie.de](http://www.bundeskongress-chirurgie.de)

## Moscow, Russia

27.2.–1.3.2018  
Trade Fair for Beverage Production  
Beer | Juice | Water | Wine | Spirits | Dairy

## Beviale Moscow

In its third round, Beviale Moscow once again recorded more exhibitors, visitors, and exhibition space than in the previous year. This year for the first time the most popular platform for the beverage industry in Eastern Europe was expanded to include wine and soft drinks.



Exhibitors

**146**



Visitors

**5,302**



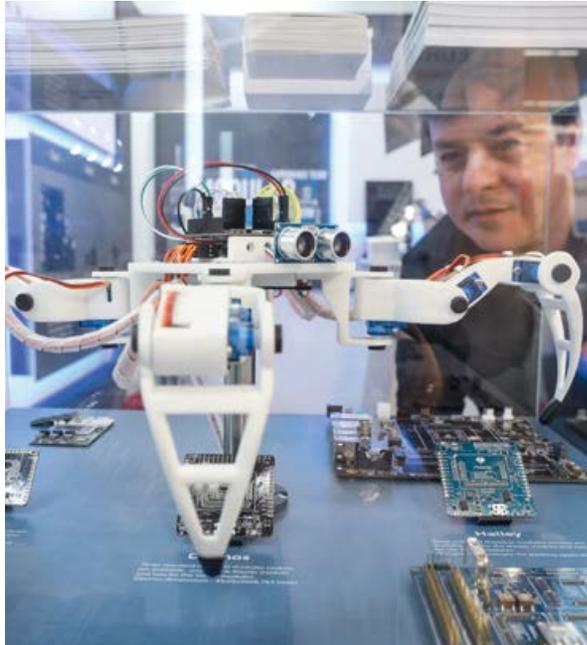
Net exhibition space

**2,012 m<sup>2</sup>**

Next event: March 2020  
[english.beviale-moscow.com](http://english.beviale-moscow.com)



## Nuremberg



27.2.–1.3.2018

World's Leading Trade Fair for Embedded Systems

## embedded world Exhibition & Conference

In its 16th year, embedded world once again impressively demonstrated that it's the leading exhibition for the international embedded community. In six exhibition halls, embedded experts from 78 countries showed where the journey in an increasingly digitalised world is leading. In line with its motto "Embedded Goes Autonomous," the embedded world Conference and electronic displays Conference enjoyed record participation, with 2,176 participants and speakers from 52 countries.



Exhibitors

**1,021**

Visitors

**32,217**

Net exhibition space

**26,799 m<sup>2</sup>**

Next event: 25.–27.2.2020

[www.embedded-world.de/en](http://www.embedded-world.de/en)

## Nuremberg



28.2.–4.3.2018

Freizeit Messe – The Starting Signal for Spring

## Leisure, Tourism and Gardens in Nuremberg

A wide variety of products and services was available for fans of the outdoors, lovers of gardens, and globetrotters. Special exhibitions for whisk(e)y and rum offered a broad selection of fine drinks for connoisseurs, while visitors with a touch of wanderlust were able to pick up advice at the caravan and motorhome salon and from the largest travel agency in northern Bavaria.



Exhibitors

**949**

Visitors

**110,515**

Net exhibition space

**33,420 m<sup>2</sup>**

Next event: 26.2.–1.3.2020

[www.freizeitmesse.de](http://www.freizeitmesse.de)

## Nuremberg

3.3.2018

Company Seminar by Staffing Agency I. K. Hofmann GmbH

## I. K. Hofmann GmbH Company Seminar

Next event: 25.4.2020

[www.hofmann.info](http://www.hofmann.info)

## Nuremberg

7.–8.3.2018

International Exhibition &amp; Conference – Law Enforcement, Security and Tactical Solutions

## Enforce Tac

The seventh round of Enforce Tac once again brought suppliers of equipment for law enforcement and representatives of public agencies from all over the world together in Nuremberg. The top-quality range of products and services offered by the exhibitors was complemented by the European Police Trainer Conference.



Exhibitors

**243**

Visitors

**3,338**

Net exhibition space

**4,226 m<sup>2</sup>**

Next event: 4.–5.3.2020

[www.enforcetac.com/en](http://www.enforcetac.com/en)

## Nuremberg

7.–8.3.2018

Unmanned Technologies &amp; Security – Expo &amp; Conference Nuremberg

## U.T.SEC

Increased visitor numbers at the second round of U.T.SEC underscored its importance as the world's first expo with a focus on security using unmanned technologies and protection from drones. Products and services included solutions and information on all aspects of both using and protection from drones.



Exhibitors

**24**

Visitors

**772**

Net exhibition space

**295 m<sup>2</sup>**

Next event: 4.–5.3.2020

[www.utsec.de/en](http://www.utsec.de/en)

## Mumbai, India



8.– 10.3.2018

India's Event for the Paints, Coatings, Construction Chemicals and Adhesives Industry

## PAINTINDIA

PAINTINDIA 2018 was a huge success in every respect. With the largest exhibition area to date, more exhibitors than ever before presented products and solutions for the paints, coatings, construction chemicals and adhesives industry – to an audience that was also larger than in previous years.



Exhibitors

**495**



Visitors

**16,216**



Net exhibition space

**15,109 m<sup>2</sup>**

Next event: 12.– 14.3.2020  
[www.paintindia.in](http://www.paintindia.in)

## Nuremberg



9.– 12.3.2018

High Performance in Target Sports, Nature Activities, Protecting People

## IWA OutdoorClassics

The leading international exhibition for hunting and shooting sports, outdoor equipment, and equipment for civilian and official security requirements was held for the 45th time in 2018. Eighty per cent of the exhibitors and almost two-thirds of the industry professionals came from outside Germany. Following the theme "Facts, Trends & Coffee", representatives of professional associations, authorities, and the trade press encouraged active participation in lectures and discussions. The new Blogger Lounge became a popular meeting place for digital influencers.



Exhibitors

**1,561**



Visitors

**46,562**



Net exhibition space

**58,479 m<sup>2</sup>**

Next event: 6.– 9.3.2020  
[www.iwa.info/en](http://www.iwa.info/en)

## Nuremberg



21.–24.3.2018

The Trade Show. Window. Door. Façade.

## FENSTERBAU FRONTALE

The world's leading trade show for window, door, and façade construction was larger and more international than ever in 2018. The show had a special focus on automation, Smart Home, security, sustainability, and energy efficiency. Design and aesthetics also played a major role. The FENSTERBAU FRONTALE FORUM was held for the first time and covered topics like "Practical implementation of digitalisation."



Exhibitors

814



Visitors

111,021

including HOLZ-  
HANDWERK

Net exhibition space

64,463 m<sup>2</sup>

Next event: 18.–21.3.2020

[www.frontale.de/en](http://www.frontale.de/en)

## Nuremberg



21.–24.3.2018

European Trade Fair for Machine Technology  
and Manufacturing Needs

## HOLZ-HANDWERK

HOLZ-HANDWERK, the European trade fair for machine technology and manufacturing needs, and the trade fair FENSTERBAU FRONTALE 2018 together set new records for exhibitor numbers and international flavour, with visitors from 123 countries. Once again this year, HOLZ-HANDWERK informed visitors about innovations in the fields of woodworking and wood processing. The supporting programme provided a wealth of information on current topics of interest to the industry, from promoting new talents at the HOLZ-HANDWERK Campus to subject-specific special shows: for example, on the Smart Home.



Exhibitors

515



Visitors

111,021

including FENSTERBAU  
FRONTALE

Net exhibition space

33,080 m<sup>2</sup>

Next event: 18.–21.3.2020

[www.holz-handwerk.de/en](http://www.holz-handwerk.de/en)

## Nuremberg



10. – 13.4.2018

Trade Fair for Sanitation, Heating, Air-Conditioning, Renewable Energies

## IFH/Intherm

IFH/Intherm – the trade fair for sanitation, heating, air-conditioning, and renewable energies – offered the industry a profitable market overview in 2018. Despite the order books being full, it was still important for Germany's sanitation, heating, and air-conditioning industry to get an impression of the promising future prospects available to it. In line with the theme of the fair, DIGITALLY NETWORKED, digitalisation was a key theme of the event, with a wide range of digital products and services on offer. At the corresponding trade forum, more than 20 digital experts, management consultants, and exhibitors kept visitors informed with lectures on each day of the event.



Exhibitors

610



Visitors

40,351



Net exhibition space

38,378 m<sup>2</sup>

Next event: 21. – 24.4.2020

[www.ifh-intherm.de](http://www.ifh-intherm.de)

## Nuremberg



11. – 12.4.2018

The International Exhibition for the Supply and Manufacturing Sector of Medical Technology

## MT-CONNECT

MT-CONNECT, the international exhibition for the supply and manufacturing sector of medical technology, and MedTech Summit, the international congress for medical technology, gave visitors the opportunity to learn about innovations in the industry. The new trade exhibition MedtecLIVE will continue this theme at the Nuremberg exhibition venue in 2019.



Exhibitors

148



Visitors

1,580



Net exhibition space

2,200 m<sup>2</sup>

Next event: 31.3. – 2.4.2020

[www.medteclive.com/en](http://www.medteclive.com/en)

## Nuremberg



18. – 21.4.2018

**Exhibition of Workshops for Persons with Disabilities and Trade Fair for Vocational Participation**

## Werkstätten:Messe

Many stands showing products and services by and for workshops provided an impressive demonstration of what successful inclusion look likes. The presentation area "United by Football. Scoring Points for Inclusivity" appeared for the first time in 2018. This produced visible evidence of how sports can contribute to an improved understanding between people with or without disabilities.



Exhibitors

**165**

Visitors

**12,209**

Net exhibition space

**5,748 m<sup>2</sup>**

Next event: 1. – 4.4.2020

[www.werkstaettenmesse.de](http://www.werkstaettenmesse.de)

## Nuremberg

20. – 21.4.2018

**A Visit to the Trade Fair in Comfort**

## Lekkerland In-house Exhibition

The focus of the Lekkerland In-house Exhibition was to make the visit to the exhibition as comfortable as possible. Visitors had the opportunity to learn about the products offered by the wholesaler and its partners, order goods directly, and then relax with a massage or a visit to the bistro area.



Exhibitors

**120**

Visitors

**1,920**

Net exhibition space

**2,486 m<sup>2</sup>**

## Nuremberg



22.4.2018

Great music moments at Frankenhalle!

### Bob Dylan Concert

105 minutes of musical pleasure: Rock star and winner of the Nobel Prize for Literature Bob Dylan played to a sold-out crowd in the Frankenhalle. In addition to songs from Dylan's earlier and later periods, the programme also included covers of other works. The concert follows the tradition of Dylan's 1978 concert held on Nuremberg's Zeppelin Field.

[www.bobdylan.com](http://www.bobdylan.com)

## Nuremberg

25. – 27.4.2018

Congress of the German Society of Anaesthesiology and Intensive Care Medicine (DGAI)

### German Anaesthesia Congress

True to its theme "Living Knowledge," the German Anaesthesia Congress continues to serve as the forum for training and professional development as well as scientific discussion in the field of anaesthesiology, intensive care medicine, emergency medicine, pain medicine, and palliative care medicine.



Exhibitors

**108**



Visitors

**3,331**



Net exhibition space

**1,938 m<sup>2</sup>**

[www.dac2018.de](http://www.dac2018.de)

## Nuremberg

8.–9.5.2018  
The Job Fair

## akademika

Next event: 26.–27.5.2020  
[www.akademika.de](http://www.akademika.de)

## Nuremberg

8.–11.5.2018  
World's Largest Trade Fair for Pet Supplies

## Interzoo

The market for pet supplies continues to expand: Interzoo, the world's leading international trade fair organized by Wirtschaftsgemeinschaft Zoologischer Fachbetriebe (WZFG), was therefore more popular than ever and proved itself a winner with improved quality, more space, and a greater international flavour. Exhibitors presented a broad range of products for dogs and cats, birds, small mammals, aquarium and terrarium species, and for equestrian sports. Identifiable trends included locally-sourced raw materials and natural animal feeds made without flavour enhancers, preservatives, or artificial colours.



Exhibitors

1,990



Visitors

38,656



Gross exhibition area

120,000 m<sup>2</sup>Next event: 19.–22.5.2020  
[www.interzoo.com/en](http://www.interzoo.com/en)

## São Paulo, Brazil

9.–12.5.2018  
International Exhibition of Design and Technology  
for the Glass Industry

## Glass South America

The 13th edition of Glass South America again attracted many industry experts, highlighting its role as the most important glass exhibition in South America. A total of 7,115 companies were represented at the event in São Paulo.



Exhibitors

138



Visitors

14,033



Net exhibition space

8,474 m<sup>2</sup>Next event: 3.–6.6.2020  
[www.glassexpo.com.br/en](http://www.glassexpo.com.br/en)

## São Paulo, Brazil



9.– 12.5.2018

**International Trade Fair for Roller Shutters, Doors/Gates and Sun Protection Systems**

## R+T South America

Following its successful launch in 2016, R+T South America has already developed into a leading trade fair for roller shutters, automatic doors/gates, and sun protection systems in the Mercosur market. In 2018, it once again provided a venue for demonstrating the latest technologies and innovations in the sector.



Exhibitors

**44**



Visitors

**986**



Net exhibition space

**1,453 m<sup>2</sup>**

*Next event: 3.– 6.6.2020*

[www.rt-southamerica.com/en](http://www.rt-southamerica.com/en)

## Shanghai, China



16.– 18.5.2018

**Conference and Exhibition for the Craft Beer Industry**

## CRAFT BEER CHINA

CRAFT BEER CHINA 2018 was a complete success: about 170 exhibitors from 12 countries, some 10,000 industry professionals, and more than 40 top-level international speakers at this two-day conference confirmed the position of CRAFT BEER CHINA as the central meeting place for China's craft beer community.



Exhibitors

**169**



Visitors

**8,321**



Net exhibition space

**3,151 m<sup>2</sup>**

*Next event: May 2020*

[www.cbcechina.com/en](http://www.cbcechina.com/en)

## Nuremberg



16. – 18.5.2018

Digitalisation and Europe's Largest Foundations Congress

## German Foundations Day

The theme for the approximately 130 events making up German Foundations Day was "Update! Foundations and Digitalisation." Organised by the Association of German Foundations (Bundesverband Deutscher Stiftungen), this event was supported by 16 foundations and organisations from throughout Germany. The German Female Founder's Prize was awarded to philanthropist Ise Bosch at the award ceremony on the Wednesday of the event. Actor Gudrun Landgrebe gave a tribute in her honour.



Exhibitors

40



Visitors

1,960



Net exhibition space

370 m<sup>2</sup>
[www.stiftungen.org/startseite/en/home.html](http://www.stiftungen.org/startseite/en/home.html)

## São Paulo, Brazil



22. – 24.5.2018

International Exhibition of the Cosmetic Industry

## FCE Cosmetique

Covering an even larger area this year and accompanied by an exclusive programme, the 23rd FCE Cosmetique upheld its rank as the most important exhibition for the cosmetic industry in Latin America. Visitors enjoyed presentations by international exhibitors covering the entire cosmetics production chain.



Exhibitors

154



Visitors

11,166



Net exhibition space

6,286 m<sup>2</sup>

Next event: 2. – 4.6.2020

[www.fcecosmetique.com.br/en](http://www.fcecosmetique.com.br/en)

## São Paulo, Brazil



22. – 24.5.2018

International Exhibition of Technology for the  
Pharmaceutical Industry

## FCE Pharma

In 2018, the FCE Pharma exhibition again presented innovations from all parts of the value chain in the pharmaceutical industry. Visitors and exhibitors benefited from synergies with FCE Cosmetique, which was held in parallel.



Exhibitors

228



Visitors

7,774



Net exhibition space

9,027 m<sup>2</sup>

Next event: 2. – 4.6.2020  
[www.fcepharma.com.br/en/](http://www.fcepharma.com.br/en/)

## Mumbai, India



24. – 25.5.2018

India's IT Security Expo and Conference

## it-sa India

The IT security expo it-sa India enjoyed a successful launch in Mumbai. As a meeting place for experts from throughout South Asia, it parallels it-sa in Nuremberg in offering a broad spectrum of products and services for information security.



Exhibitors

37



Visitors

801



Net exhibition space

632 m<sup>2</sup>

Next event: May 2020  
[www.itsa-india.com](http://www.itsa-india.com)

## Shanghai, China



24. – 26.5.2018

International Organic Trade Fair and Conference

## BIOFACH CHINA

BIOFACH CHINA drew a broad range of industry professionals once more in 2018. The accompanying Conference was equally well attended. The “Country of the Year” this time was New Zealand, which provided a number of impressive Māori-themed presentations and a varied range of organic products at its national pavilion.



Exhibitors

**262**

Visitors

**16,787**

Net exhibition space

**3,642 m<sup>2</sup>**

Next event: 13. – 15.5.2020

[www.biofachchina.com/en](http://www.biofachchina.com/en)

## Shanghai, China



29. – 31.5.2018

International Trade Fair for Urban Green and Public Spaces

## Greenery &amp; Landscaping China

Following its successful launch in 2017, the second round of GLC also offered many highlights: In addition to a top-quality Congress, it was also the venue for the “Green Master Awards” for the first time. Greenery & Landscaping China is the largest and most important trade fair for urban green and public spaces in China.



Exhibitors

**140**

Visitors

**9,500**

Net exhibition space

**3,756 m<sup>2</sup>**

Next event: May 2020

[www.glcexpo.com](http://www.glcexpo.com)

Nuremberg



5.–7.6.2018  
Power Electronics | Intelligent Motion | Renewable Energy | Energy Management

PCIM Europe

Covering the entire value chain, exhibitors presented the latest developments and trends in the area of power electronics to over 11,000 trade visitors. More than 300 lectures and presentations at the Conference held in parallel were also very popular.

		
Exhibitors	Visitors	Net exhibition space
<b>506</b>	<b>11,602</b>	<b>14,265 m<sup>2</sup></b>

Next event: 5.–7.5.2020  
[pcim.mesago.com/events/en.html](http://pcim.mesago.com/events/en.html)

Nuremberg



5.–7.6.2018  
System Integration in Micro Electronics – International Expo and Congress

SMT Hybrid Packaging

This event focused on providing a comprehensive presentation of technical processes involved in the manufacturing of electronic assemblies. The parallel Congress on System Integration in Micro-Electronics offered opportunities for professional development. Beginning in 2019, the expo will be rebranded as SMTconnect.

		
Exhibitors	Visitors	Net exhibition space
<b>434</b>	<b>11,879</b>	<b>13,206 m<sup>2</sup></b>

Next event: 5.–7.5.2020  
[smt.mesago.com/events/en.html](http://smt.mesago.com/events/en.html)

## São Paulo, Brazil



6.–9.6.2018

International Trade Fair of Organic Products and Agroecology

## BIOFACH AMERICA LATINA – BIO BRAZIL FAIR

The location premiere for the 14th BIOFACH AMERICA LATINA – BIO BRAZIL FAIR, held in parallel with NATURALTECH, broke a record with more than 30,000 visitors. 174 exhibitors of pure organic products were on hand with information on the latest trends for the crowds of visitors.



Exhibitors

**174**



Visitors

**30,816**



Net exhibition space

**2,265 m<sup>2</sup>**

Next event: June 2020

[www.biobrazilfair.com.br/en-us/](http://www.biobrazilfair.com.br/en-us/)

## Nuremberg



13.–16.6.2018

International Trade Fair for Natural Stone and Stone-processing Technology

## Stone+tec Nuremberg

For the 20th gathering of the stone industry in Nuremberg, Stone+tec 2018 impressed exhibitors and trade visitors alike with its fresh design. In addition to innovations in the areas of technology, materials, and accessories, highlights included the new exhibition forum with lectures on real-world issues and the special show "Our natural stone."



Exhibitors

**333**



Visitors

**11,819**



Net exhibition space

**13,027 m<sup>2</sup>**

Next event: 17.–20.6.2020

[www.stone-tec.com/en](http://www.stone-tec.com/en)

## Nuremberg



14. – 16.6.2018

International Congress of German Ophthalmic Surgeons

## International Congress of German Ophthalmic Surgeons

The 31st Congress in the series was dedicated to professional development and discussion between doctors in the fields of ophthalmology and ophthalmic surgery. The programme included courses, symposia, and wet labs. A video live surgery also offered a presentation of innovative surgery methods.



Exhibitors

**128**

Visitors

**5,776**

Net exhibition space

**4,460 m<sup>2</sup>**

Next event: 18. – 20.6.2020

[www.doc-nuernberg.de](http://www.doc-nuernberg.de)

## Nuremberg



19. – 20.6.2018

SCHEMA System Provider Conference

## SCHEMA Conference

The SCHEMA Conference gave editors the opportunity to get to know the system provider for component content management solutions. The Conference's themes were the SCHEMA ST4 XML editing system, the content delivery solution SCHEMA CDS, and the latest technical documentation topics.



Exhibitors

**18**

Visitors

**520**

Net exhibition space

**108 m<sup>2</sup>**

Next event: 12. – 13.5.2020

[conference.schema.de/en](http://conference.schema.de/en)

## Nuremberg



23.6.2018

Bavarian State Police Information Event

## Bavarian State Police Day

The Bavarian State Police Day provided a wide-ranging programme devoted to the men and women in blue for visitors of all ages. A concert by the police orchestra, a helicopter simulator, and appearances by the mounted police team and the canine unit were just a few of the high points.



Exhibitors

27



Visitors

8,100



Net exhibition space

1,482 m<sup>2</sup>
[www.polizei.bayern.de](http://www.polizei.bayern.de)

## Nuremberg



25. – 28.6.2018

THE Conference for Software Developers

## Developer Week

As one of the most visited European meeting places for software developers, Developer Week offered more than 150 sessions on leading software technologies and systems, including .NET and Java, web and mobile technology, cloud development, software architecture, security and usability.



Exhibitors

37



Visitors

2,350



Net exhibition space

256 m<sup>2</sup>
*Next event: June 2020*
[www.developer-week.de/en](http://www.developer-week.de/en)

Nuremberg



**26. – 28.6.2018**  
**International Trade Fair for Sensorics, Measuring and Testing Technologies with Concurrent Conferences**

**SENSOR+TEST – THE MEASUREMENT FAIR**

Full exhibition halls and many lecture forums ensured that this year’s trade fair offered a wealth of new developments in the fields of sensor technology and measuring and testing technologies. The number of exhibitors was the highest it’s been in the last ten years, and the proportion of international companies rose to more than 40 per cent.

		
Exhibitors	Visitors	Net exhibition space
<b>591</b>	<b>7,879</b>	<b>12,018m<sup>2</sup></b>

*Next event: 23. – 25.6.2020*  
[www.sensor-test.de/home-en-us](http://www.sensor-test.de/home-en-us)

Nuremberg



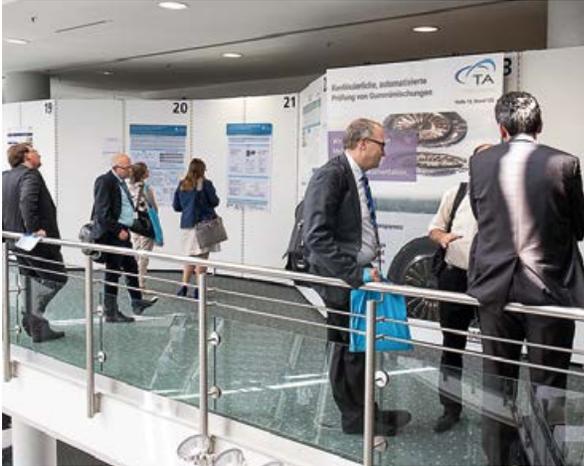
**27.–28.6.2018**  
**International Conference on Material Innovation**

**MatX 2018**

The meeting place for material innovations organised by the Bavarian Cluster New Materials and Bayern Innovativ GmbH brought experts, drivers of innovation, visionaries, heads of R&D, and scientists from Germany and abroad together in Nuremberg. In addition to the exhibition with 25 exhibitors, the programme comprised a mixture of lectures, workshops, and presentations on additive manufacturing and other new manufacturing procedures, multi-material design and lightweight design, and the bio-based economy and sustainability. Interactive formats like B2B partnering, short “Tech2You” presentations, and a scientific poster session rounded out this new event.

		
Exhibitors	Visitors	Net exhibition space
<b>25</b>	<b>300</b>	<b>225 m<sup>2</sup></b>

## Nuremberg



2.–5.7.2018

German Rubber Conference 2018

## DKT 2018

International rubber experts gathered in Nuremberg to bring their knowledge on all aspects of the subject up to the state of the art. The German Rubber Conference offered a wide variety of formats, including workshops, parallel presentations, posters, and an exhibition.



Exhibitors

212



Visitors

5,640



Net exhibition space

7,457 m<sup>2</sup>

Next event: 28.6.–1.7.2021

[www.dkg-rubber.de/en/index.html](http://www.dkg-rubber.de/en/index.html)

## Nuremberg



3.–4.7.2018

Industry Gathering for Local and Regional Broadcasters

## Lokalrundfunktag

The 26th industry meeting for local and regional broadcasting provided information to industry professionals on technologies and trends in the industry: for example, virtual assistants and podcasts. A special highlight was the awarding of the BLM Radio and Local Television Prize.



Exhibitors

28



Visitors

1,047



Net exhibition space

303 m<sup>2</sup>

Next event: 7.–8.7.2020

[www.lokalrundfunktag.de](http://www.lokalrundfunktag.de)

## Bangalore, India



4.– 5.7.2018

Trade Fair and Conference for the Manufacture of Beer, Wine and Spirits

## CRAFT DRINKS INDIA

Building on the success of comparable fairs in Italy and China, the first CRAFT DRINKS INDIA was held in Bangalore in response to the rapidly-growing drinks market in India. The accompanying Congress was organised by NürnbergMesse in collaboration with VLB (Versuchs- und Lehranstalt für Brauerei), the Berlin-based brewing teaching and training institute.



Exhibitors

32



Visitors

1,043



Net exhibition space

864 m<sup>2</sup>

Next event: July 2020

[www.craftdrinksindia.com](http://www.craftdrinksindia.com)

## Nuremberg

5.7.2018

Annual Meeting of Market Research Institute GfK

## GfK Conference

[www.gfk-verein.org/en](http://www.gfk-verein.org/en)

## Nuremberg



12.7.2018

Conference of Sparkassenverband Bayern

## UnternehmerKonferenz und Bayerischer Gründerpreis

In 2018 the UnternehmerKonferenz – the knowledge-sharing and networking forum for decision-makers in municipal authorities, business, and agribusiness – presented the theme “Companies of the Future – Networked. Digital. Innovative.” The award ceremony for the Bayerischer Gründerpreis, with 350 participants, was again the crowning conclusion of the conference event.



Exhibitors

18



Visitors

1,200



Net exhibition space

150 m<sup>2</sup><http://unternehmerkonferenz.bayern>

## Bangkok, Thailand



12. – 15.7.2018

International Organic Trade Fair and Conference

**BIOFACH SOUTH EAST ASIA**

Successful launch in Bangkok: The first BIOFACH SOUTH EAST ASIA attracted more than 21,000 visitors and provided an outstanding start for South East Asia's new central meeting place for all things organic.



Exhibitors

**181**

Visitors

**21,209**including NATURAL EXPO  
SOUTH EAST ASIA

Net exhibition space

**2,531 m<sup>2</sup>**

Next event: July 2020

[www.biofach-southeastasia.com](http://www.biofach-southeastasia.com)

## Bangkok, Thailand



12. – 15.7.2018

International Trade Fair and Conference for Natural Products

**NATURAL EXPO SOUTH EAST ASIA**

The organic sector in South East Asia is booming, which ensured a successful launch for NATURAL EXPO SOUTH EAST ASIA. Along with BIOFACH SOUTH EAST ASIA, which was held in parallel, it provided a top-quality information and communication platform for the South-East Asian region.



Exhibitors

**218**

Visitors

**21,209**including BIOFACH  
SOUTH EAST ASIA

Net exhibition space

**2,227 m<sup>2</sup>**

Next event: July 2020

[www.naturalexpo-southeastasia.com](http://www.naturalexpo-southeastasia.com)

## Nuremberg

17. – 18.7.2018

Integration of Sustainable Energy Expo &amp; Conference

**iSEnEC**

## Shanghai, China



18. – 20.7.2018

International Die-Casting Trade Show

## CHINA DIECASTING

CHINA DIECASTING, the most important trade fair for the Chinese die-casting market, continued its successful course in 2018, expanding into a third hall for the first time. The trade fair and accompanying conference provided experts with an opportunity to discuss topics of current interest, such as electric mobility, environmental technologies, and digitalisation.



Exhibitors

**409**



Visitors

**16,236**



Net exhibition space

**15,987 m<sup>2</sup>**

Next event: 17. – 19.7.2019

[www.diecastexpo.cn/en](http://www.diecastexpo.cn/en)

## Nuremberg



25.7.2018

Belt and Road Initiative for German Companies

## Belt and Road Congress 2018 – Trading on New Routes

The Chinese government's Belt and Road Initiative is a "project of the century." At this new congress, some 250 participants talked with Asia experts about opportunities and challenges for German companies. The Foyer Expo gave participating companies a chance to introduce themselves.



Visitors

**250**

Next event: 2.10.2019

[www.seidenstrasse.bayern](http://www.seidenstrasse.bayern)

## São Paulo, Brazil



21.–23.8.2018

International Trade Show for Pet Supplies

## PET South America

PET South America was extremely successful this year, with an increase of almost 30 per cent in exhibitor numbers and many more visitors compared to the previous year. A new component was the PET VET area, which explicitly targets veterinarians.



Exhibitors

257



Visitors

21,963



Net exhibition space

5,990 m<sup>2</sup>

Next event: 21.–23.8.2019

[www.petsa.com.br/en](http://www.petsa.com.br/en)

## São Paulo, Brazil



24.–26.8.2018

Leading Trade Fair for the Cycling Industry in Latin America

## Festival Bike Brasil

Comprising the Bike Brasil Expo (B2B) and the Bike Brasil Show (B2C), this event was the largest gathering of the bicycle industry and fans of cycle sports in Latin America. Exhibitors and visitors all enjoyed the mix of business and hands-on experiences.



Exhibitors

85



Visitors

9,945



Net exhibition space

2,732 m<sup>2</sup>

Next event: 22.–24.8.2019

[www.festivalbikebrasil.com.br/en/](http://www.festivalbikebrasil.com.br/en/)

## Nuremberg



**12. – 15.9.2018**  
gardening. landscaping. greendesign.

## GaLaBau

The 23rd green family gathering in Nuremberg: The leading international trade fair for urban green and open spaces covered the entire range of products and services for the design, construction, and care of green spaces. With exhibitors from 37 countries, the focus was on innovations and developments in garden design and landscaping as well as sport field and playground design. With a significant increase in trade visitor numbers to over 70,000, the response on all four days of the event was totally positive, with the greatest praise going to the special area Garten[T]Räume (Garden of Dreams) and the GaLaBau Landscape Talks.



Exhibitors

**1,253**

Visitors

**72,005**

Net exhibition space

**69,475 m<sup>2</sup>**

Next event: 16. – 19.9.2020  
[www.galabau-messe.com/en](http://www.galabau-messe.com/en)

## Baltimore, USA



**13. – 15.9.2018**  
International Trade Fair for Organic Products

## BIOFACH AMERICA – ALL THINGS ORGANIC

Visitors from more than 120 countries and exhibitors representing 24 nations lent the Trade Fair for Organic Products a highly-international flavour. Items of particular interest, in addition to the trade fair itself, were the accompanying conference programme and the many networking events.



Exhibitors

**201**

Visitors

**27,000**

Net exhibition space

**2,046 m<sup>2</sup>**

Next event: 12. – 14.9.2019  
[www.biofach-america.com](http://www.biofach-america.com)

## São Paulo, Brazil



17. – 19.9.2018

Electric Mobility Congress and Trade Fair

## VE Latino Americano

Electric mobility on the move: VE Latino Americano, the largest platform for the promotion and development of electric mobility in Latin America, was organised by NürnbergMesse Brasil for the first time and offered information about products and solutions from more than 50 exhibiting brands.



Exhibitors

42



Visitors

2,889



Net exhibition space

1,291 m<sup>2</sup>

Next event: 17. – 19.9.2019

[www.velatinoamericano.com.br/en](http://www.velatinoamericano.com.br/en)

## Bangkok, Thailand

19. – 21.9.2018

Pavilion at Metal AP 2018

## EUROGUSS ASIA PACIFIC

Next event: 12. – 14.12.2019

[www.euroguss.de/en/international#Thailand](http://www.euroguss.de/en/international#Thailand)

## Nuremberg

19. – 23.9.2018

Digitalisation in Humanitarian Service

## Rotary Institute Nuremberg

[rotaryinstitute-nuernberg.rotary.de/en](http://rotaryinstitute-nuernberg.rotary.de/en)

## Nuremberg

20.–21.9.2018

Trade Show for the Specialist Convenience and Beverage Trade

**PRO FachHANDEL**

Next event: 26.–27.9.2019

[www.profachhandel.de/en](http://www.profachhandel.de/en)

## Nuremberg

25.–27.9.2018

European Trade Fair for Packaging, Processes and Technology

**FachPack**

Once again, FachPack provided in-depth creative insights into packaging solutions for consumer and industrial goods. Digitalisation, e-commerce, packaging design, and sustainability in particular provided the key subjects for discussion at the stands, in the forums, and during the special shows. Almost half the exhibitors displayed packaging materials and accessories. 20 per cent of the exhibitors were manufacturers of packaging machinery, followed by providers of packaging printing and finishing, logistics, and services. Visitor numbers were up 7 per cent compared with the previous year, and international exhibitors made up 38 per cent of the total.



Exhibitors

**1,644**

Visitors

**44,019**

Net exhibition space

**63,641 m<sup>2</sup>**

Next event: 24.–26.9.2019

[www.fachpack.de/en](http://www.fachpack.de/en)

## Nuremberg



4.–6.10.2018

The Trade Fair for Paper, Office Supplies and Stationery

## Insights-X

Insights-X has been enjoying growing popularity amongst leading brands and new manufacturers in the international paper, office supplies and stationery sector. As a result, Insights-X has grown from a discovery fair to a genuine brand fair that's synonymous with quality.



Exhibitors

311



Visitors

5,512



Net exhibition space

11,822 m<sup>2</sup>

Next event: 9.–12.10.2019

[www.insights-x.com/en](http://www.insights-x.com/en)

## Nuremberg

5.–7.10.2018

Paddlesports Trade Show

## PADDLEexpo

Next event: 4.–6.10.2019

[www.paddleexpo.com](http://www.paddleexpo.com)

## Nuremberg



8.–11.10.2018

The IT Security Expo and Congress

## Congress@it-sa

The day before the official beginning of it-sa saw the start of the 20-lecture series – some spanning several days – that make up Congress@it-sa. National and international participants from large, small, and medium-sized enterprises, administrative entities, and authorities gathered to learn about the latest IT security topics. The IT Baseline Protection Day (IT-Grundschutz-Tag) organised by the Federal Office for Information Security and the annual conference of state and municipal IT security officers were both part of this year's Congress. This was the first time that the international symposium "VisIt" (Verwaltung integriert sichere Informationstechnologie, Management Integrates Secure Information Technology) was held in Nuremberg.



Visitors

2,000

Next event: 7.–10.10.2019

[www.it-sa.de/en](http://www.it-sa.de/en)

## Munich

8.–10.10.2018

Europe's Largest B2B Trade Fair for Property and Investment

## Expo Real

Next event: 7.–9.10.2019

[www.exporeal.net/index-2.html](http://www.exporeal.net/index-2.html)

## Nuremberg



9.–11.10.2018

The IT Security Expo and Congress

## it-sa

it-sa set a number of records for its tenth anniversary, bringing to Nuremberg more exhibitors and more visitors from more countries than ever before. The exhibition area this year was 20 per cent larger. In all these ways, the expo again confirmed its rank as the world's leading IT security expo. Highlights this year included the new start-up competition UP18@it-sa and the Special Keynote by Polish IT security expert Paula Januszkiewicz. The event also offered five open forums for the first time, allowing visitors to choose from more than 350 contributions covering all aspects of IT security.



Exhibitors

698



Visitors

14,290



Net exhibition space

12,588 m<sup>2</sup>

Next event: 8.–10.10.2019

[www.it-sa.de/en](http://www.it-sa.de/en)

## Mumbai, India



11.–13.10.2018

India's Leading Technology Expo for Processing, Analysis and Handling of Powder and Bulk Solids

## POWTECH India

Appearing under the name POWTECH India for the first time, the trade fair formerly known as PBSI presented the latest in mechanical process engineering from Germany, China, the UK, India, and many other countries. An extensive parallel conference programme of lectures and workshops was held on all three days of the trade fair.



Exhibitors

54



Visitors

1,246



Net exhibition space

1,114 m<sup>2</sup>

Next event: 28.–29.10.2019

[www.powtechindia.com](http://www.powtechindia.com)

## Nuremberg

13. – 14.10.2018

Your Innovative Exhibition for Butchery and Gastronomy

## evenord

Next event: 12. – 13.10.2019

[www.evenord-messe.de](http://www.evenord-messe.de)

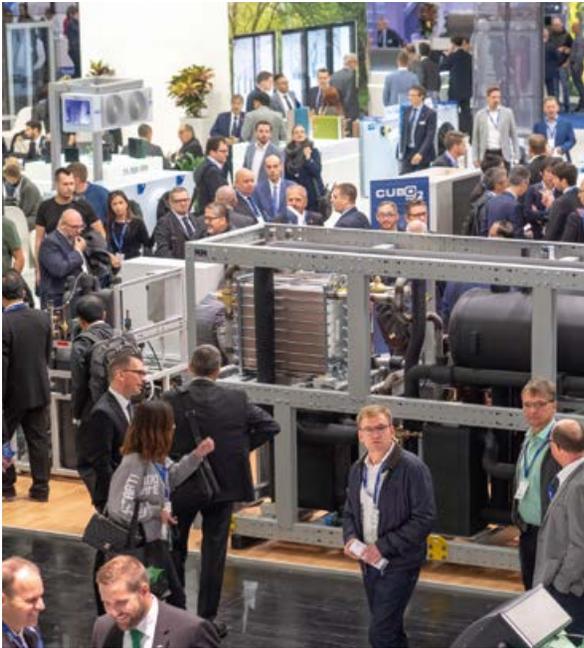
## Nuremberg

16. – 18.10.2018

International Trade Fair for Refrigeration, AC, Ventilation and Heat Pump Technology

## Chillventa

Chillventa achieved record figures to mark its tenth anniversary, once more highlighting its position as the leading trade fair for the international refrigeration industry. The event also recorded a 10 per cent growth in trade visitor numbers and a 4 per cent increase in exhibitors. Other equally high-quality events accompanied the trade fair: the Chillventa CONGRESS and the trade forums that offered more than 200 lectures on topics of current interest to the industry on all aspects of refrigeration, AC, ventilation and heat pump technology. The Chillventa AWARD was granted to outstanding projects for the second time.



Exhibitors

1,019



Visitors

35,490



Net exhibition space

44,370 m<sup>2</sup>

Next event: 13. – 15.10.2020

[www.chillventa.de/en](http://www.chillventa.de/en)

## Shanghai, China

17. – 19.10.2018

China's Leading Trade Fair for Powder and Bulk Solids Processing

## International Powder &amp; Bulk Solids Processing Conference &amp; Exhibition

The 16th round of IPB China demonstrated the professionalism of the POWTECH World family of events in the area of powder and bulk solids, with substantial growth in visitor numbers and exhibitor participation levels. The supporting programme with five series of seminars proved to be popular with participants.



Exhibitors

163



Visitors

8,596



Net exhibition space

2,686 m<sup>2</sup>

Next event: 16. – 18.10.2019

[www.ipbexpo.com/en](http://www.ipbexpo.com/en)

## Nuremberg



19. – 21.10.2018

Trade Show for Members of the RINGFOTO and Europafoto Groups

## DIE Fotomesse

Organised by Europe's largest photographic association, RINGFOTO, and the europafoto association, DIE Fotomesse was held for the first time in the Nuremberg Exhibition Centre. In addition to the latest products from the specialist photo industry, trade visitors could look forward to a wide range of workshops and lectures.



Exhibitors

**104**



Visitors

**1,864**



Net exhibition space

**4,188 m<sup>2</sup>**

Next event: 27. – 29.9.2019

[www.ringfoto.de](http://www.ringfoto.de)

## Shanghai, China



22. – 23.10.2018

International Conference for Electric Vehicle Technologies

## Electric Vehicle Technologies Conference

The technology conference for electric vehicles, EVtec, has concentrated on electric mobility in a Chinese context for the past five years. Automakers and suppliers, experts, and government officials had the opportunity to discuss research into state-of-the-art technologies and product innovations.



Visitors

**482**

Next event: 28. – 29.10.2019

[www.evtec-china.com/en](http://www.evtec-china.com/en)

## Nuremberg

22. – 24.10.2018

International Project Management Forum

## „PM Forum“ and „PMO Tag (project management office day)“

Next event: 21. – 23.10.2019

[www.pm-forum.de](http://www.pm-forum.de)

## Shanghai, China



22. – 24.10.2018

Shanghai International Trade Fair for Automotive Engineering &amp; Future Mobility Technology

## FUMOTec

In 2018 FUMOTec concentrated on the three core themes of energy technology, material innovations, and intelligent connection technologies. The trade fair was complemented by EVTec, the Electric Vehicle Technologies Conference, which was held in parallel.



Exhibitors

52



Visitors

1,987



Net exhibition space

1,364 m<sup>2</sup>

Next event EVTec: 28. – 29.10.2019  
[www.fumotec-china.com/en](http://www.fumotec-china.com/en)

## Guadalajara, Mexico

24. – 26.10.2018

Pavilion at FUNDIEXPO 2018

## EUROGUSS Mexico

Next event: Fall 2020

[www.euroguss.de/en/international#Mexico](http://www.euroguss.de/en/international#Mexico)

## Nuremberg

25. – 26.10.2018

The Richter-Frenzel Fair

## RIFA

Next event: 1. – 2.10.2020

[www.rifa-messe.de](http://www.rifa-messe.de)

## New Delhi, India



25. – 27.10.2018

International Organic Trade Fair and Conference

## BIOFACH INDIA

The tenth round of BIOFACH INDIA offered a wealth of highlights, including the German Pavilion sponsored by the German Federal Ministry of Food and Agriculture. NATURAL EXPO INDIA for natural products and articles was held in parallel for the first time.



Exhibitors

**185**



Visitors

**6,067**



Net exhibition space

**2,612 m<sup>2</sup>**

Next event: 7. – 9.11.2019

[www.biofach-india.com](http://www.biofach-india.com)

## Mumbai, India



25. – 27.10.2018

Trade Fair for India's Film and TV Industry

## BROADCAST INDIA

BROADCAST INDIA underscored its importance as India's largest infotainment fair, with significant growth in visitor numbers and sold-out exhibition space. More than 180 exhibitors attended and 500 companies and brands were represented, giving visitors the opportunity to discover trends and innovations in the broadcasting, film and TV industries.



Exhibitors

**181**



Visitors

**10,764**



Net exhibition space

**4,771 m<sup>2</sup>**

Next event: 17. – 19.10.2019

[www.broadcastindiashow.com](http://www.broadcastindiashow.com)

## Nuremberg



27.10. – 4.11.2018

Experience Fair for the Metropolitan Region of Nuremberg

## Consumenta

Following extensive upgrade work, the many thematic areas offered at Consumenta 2018 shone with a new glow. The focus of the fair was on quality and ensuring a congenial atmosphere. The improvements paid off, with the popular public exhibition easily exceeding the expected total of 170,000 visitors.



Exhibitors

**1,145**

Visitors

**173,242**

Net exhibition space

**44,105 m<sup>2</sup>**

Next event: 26.10. – 3.11.2019

[www.consumenta.de](http://www.consumenta.de)

## Nuremberg



1. – 4.11.2018

International Trade Fair "Ideas · Inventions · New Products"

## iENA

Inventors from more than 30 countries gathered in Nuremberg for the international inventors' fair, held for the first time in hall 3C this year. Almost 11,000 visitors marvelled at the more than 800 inventions on display. The technology festival Hack & Make was held in parallel for the first time.



Exhibitors

**239**

Visitors

**10,863**

Net exhibition space

**2,981 m<sup>2</sup>**

Next event: 31.10. – 3.11.2019

[www.iena.de/en](http://www.iena.de/en)

## Nuremberg



7.–8.11.2018

Germany's Largest Congress and Trade Fair for the Social Welfare Market

## ConSozial

In 2018, ConSozial marked its 20th anniversary with the theme "Shaping socially responsible digitalization." The event presented potential paths forward to a digital and socially equitable future. Highlights included the presentation of the ConSozial Science Prize and the newly introduced Innovation Park. Start-ups in the social sector presented their innovative ideas, from Smartglass applications for wheelchair users to social networks for day-care centres ("KITA") and emergency calls from Smart Homes. The KITA Congress was held in parallel with the trade fair and congress on both days for the first time.



Exhibitors

254



Visitors

6,281



Net exhibition space

5,437 m<sup>2</sup>

Next event: 6.–7.11.2019

[www.consozial.de](http://www.consozial.de)

## Nuremberg



13.–15.11.2018

Capital Goods Exhibition for the Beverage Industry

## BrauBevale

BrauBevale 2018 ended on a high note, after exhibitors and trade visitors from all over the world discussed products and solutions covering every stage of the beverage manufacture process chain. The main theme was the future viability of the beverage industry. The event highlighted its own potential with an innovative supporting programme consisting of three symposia, an extensive series of tasting sessions, and the BrauBevale forum with many lectures to choose from. An additional popular highlight was the presentation of the European Beer Star 2018 – one of the most important international beer competitions, which attracted entries from 51 countries this year.



Exhibitors

1,094



Visitors

40,882



Net exhibition space

47,083 m<sup>2</sup>

Next event: 12.–14.11.2019

[www.braubevale.de/en](http://www.braubevale.de/en)

## Suzhou, China



15. – 17.11.2018

Congress and Trade Fair for Die-Casting Technology in China

## CHINACAST

As a key platform for industrial management, technological innovation, and market development, CHINACAST recorded a clear increase in visitor and exhibitor numbers this year. Themes for the event included smart production, energy efficiency, and emission reduction.



Exhibitors

**65**



Visitors

**3,017**



Net exhibition space

**1,535 m<sup>2</sup>**

[www.chinacastexpo.com/en](http://www.chinacastexpo.com/en)

## Nuremberg



20. – 23.11.2018

Annual Conference of the German ORACLE Users' Group (DOAG)

## DOAG 2018 Conference + Exhibition

With its focus on future-oriented technologies, the DOAG 2018 Conference + Exhibition brought together about 2,000 participants. With its deep connection to practical applications, the event has been the highlight for Oracle IT specialists in the German-speaking countries for more than 30 years.



Exhibitors

**60**



Visitors

**2,000**



Net exhibition space

**511 m<sup>2</sup>**

Next event: 19. – 22.11.2019

[2019.doag.org/en/home/](http://2019.doag.org/en/home/)

## Ahmedabad, Gujarat, India



22.–24.11.2018

Trade Fair for the Cold Chain and Refrigeration Industry in India

## REFCOLD INDIA

This new trade fair for the cold chain and refrigeration industry premiered in 2018. This highly specialised event concentrated mainly on the targeted promotion of the refrigeration and cold chain industries in India and covered all aspects of these sectors.



Exhibitors

**153**



Visitors

**5,368**



Net exhibition space

**4,304 m<sup>2</sup>**

Next event: 21.–23.11.2019

[www.refcoldindia.com/home](http://www.refcoldindia.com/home)

## Nuremberg

23.–24.11.2018

Climbing Hall Meeting

## Halls & Walls

Next event: 22.–23.11.2019

[www.alpenverein.de/hallsandwalls](http://www.alpenverein.de/hallsandwalls)

## Nuremberg



27.–29.11.2018

Smart and Digital Automation

## SPS IPC Drives

Once more in 2018, SPS IPC Drives presented the entire spectrum of smart and digital automation, a unique concept that already reflects future visions of a comprehensively digitalised world of industry. There were many highlights: The first Automation Hackathon was held two days before the event began, and awards were presented to the winners on the first day of the trade fair. On Day 2, a live hacking session illustrated the risks posed by cyber-attacks and the opportunities available to companies to protect themselves. From 2019, the event will be known simply as SPS.



Exhibitors

**1,631**



Visitors

**65,700**



Net exhibition space

**81,540 m<sup>2</sup>**

Next event: 26.–28.11.2019

[sps.mesago.com/events/en.html](http://sps.mesago.com/events/en.html)

## Nuremberg



3.–4.12.2018

Central Platform for Shaping the Digital Transformation

## Digital Summit

The 12th Digital Summit held by the German government brought players from the worlds of policymaking, business, science, and society together in Nuremberg for the first time. The thematic focus for the Summit was artificial intelligence. This was the first time the Summit was accompanied by the Bitkom reception, held the previous evening, and the Bitkom Blockchain Business Summit.



Visitors

1,100

[www.de.digital/DIGITAL/Navigation/EN](http://www.de.digital/DIGITAL/Navigation/EN)

## Greater Noida, Delhi NCR, India



6.–8.12.2018

Exhibition for the Die-casting and Aluminium Industry

## ALUCAST

Experts from India and around the world gathered at ALUCAST, India's most important exhibition for the die-casting and aluminium industry. The largest event in the series so far, the 2018 exhibition's theme was "Emerging Trends in Die-Casting Technology." The "Best Foundry Award" and "Best Casting Award" were presented in conjunction with the exhibition and conference.



Exhibitors

164



Visitors

3,652



Net exhibition space

4,077 m<sup>2</sup>

Next event: December 2020

[www.alucastexpo.com](http://www.alucastexpo.com)

## Nuremberg

6.–8.12.2018

Conference on Wound Management

## Nuremberg Wound Conference

Next event: 5.–7.12.2019

[www.nuernberger-wundkongress.de](http://www.nuernberger-wundkongress.de)

## New Delhi, India

6.–9.12.2018  
German Pavilion

## ZAK Doors & Windows

Next event: 12.–15.12.2019  
[www.zakdoorsandwindows.com](http://www.zakdoorsandwindows.com)

## Nuremberg



7.–9.12.2018  
End-of-Season Show for Classic Vehicles

## RETRO CLASSICS BAVARIA

It was full speed ahead once again at RETRO CLASSICS BAVARIA at the third event in the series: With 23 per cent more visitors compared with 2017 and an average visitor rating of 1.9 (on a descending scale of 1 to 5), the end-of-season fair for classic vehicles found a place for itself as the hotspot for historical and classic vehicle enthusiasts in the region. Highlights included the regional special shows “BMW at the International Automotive and Motorcycle Exhibition (IAMA) 1936-1938” and “Two-wheelers in Nuremberg.” The “NEO CLASSICS” – factory vehicles, one-offs, and automobiles up to 20 years old – again proved to be a draw for the public.



Exhibitors

**238**



Visitors

**22,500**



Net exhibition space

**19,023 m<sup>2</sup>**

Next event: 6.–8.12.2019  
[www.retro-classics-bavaria.de](http://www.retro-classics-bavaria.de)

## Nuremberg



10. – 13.12.2018

Professional Development Exhibition and 14th Bavarian Professional Development Congress

**BERUFSBILDUNG**

With more than 300 exhibitors, the exhibition was at its best and impressively demonstrated its significance as the largest event for professional guidance in the German-speaking countries. The theme of the accompanying congress was "The future of skilled workers – skilled workers of the future."



Exhibitors

**305**

Visitors

**60,023**

Net exhibition space

**10,267 m<sup>2</sup>**

[www.berufsbildung.nuernbergmesse.de](http://www.berufsbildung.nuernbergmesse.de)

## Nuremberg



14.12.2018

Benefit-Show of Bayerischer Rundfunk

**Sternstunden-Gala**

A glittering conclusion to the Sternstunden Day fundraiser for broadcaster Bayerischer Rundfunk: the Sternstunden-Gala. For its 25th anniversary, the fundraising campaign achieved yet another record, with viewers and listeners contributing about EUR 9.28 million for children in need.



Visitors

**1,414**

Next event: 13.12.2019

[www.br.de/sternstunden](http://www.br.de/sternstunden)

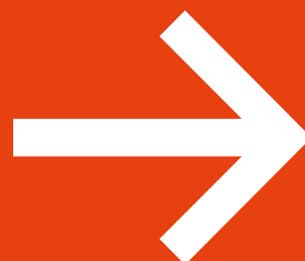


You can find information about all of our events at [www.nuernbergmesse.de/en](http://www.nuernbergmesse.de/en)





**FISCAL YEAR  
2018**





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**2018 the best sales and earnings year in Company history**

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**Hall 3C: Company's largest single investment opens**

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**Internationalisation strategy an on-going success: Nine premieres abroad**

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## KEY FIGURES

## Exhibition business figures

NürnbergMesse Group

	2014	2015	2016	2017	2018
Exhibitors	29,171	27,147	32,317	27,829	35,462
› national	17,075	16,615	18,519	16,419	19,877
› international	12,096	10,532	13,798	11,410	15,585
Visitors	1,317,783	1,227,541	1,421,217	1,191,907	1,547,212
› including industry professionals	1,006,233	820,633	1,055,439	807,424	1,147,142
› national	767,606	631,935	780,958	618,504	846,579
› international	238,627	188,698	274,481	188,920	300,563
Net exhibition space (m <sup>2</sup> )	993,575	875,319	1,126,233	826,579	1,210,564
Hall turnover rate in Exhibition Centre	13	12	14	11	13
Hall capacity in Exhibition Centre (m <sup>2</sup> )	170,000	170,000	170,000	170,000	180,000
Seating capacity in NürnbergConvention Centre <sup>1)</sup>	12,800	12,800	12,800	12,800	12,800
Employees <sup>2)</sup>	587	602	920	931	1039
› apprentices and trainees <sup>3)</sup>	64	62	68	60	57

<sup>1)</sup> Including grandstand seats in Frankenhalle.<sup>2)</sup> Starting 2016, including average number of temporary staff.<sup>3)</sup> Including students at Baden-Württemberg Cooperative State University (DHBW).

## Financial figures

in EUR million

	2014	2015	2016	2017	2018
<b>NürnbergMesse Group</b>					
Sales	228.7	203.7	288.0	205.5	315.1
Depreciation	23.1	22.2	23.2	22.5	24.1
Cash flow <sup>1)</sup>	31.3	22.1	38.6	15.1	52.1
Consolidated profit/loss of NürnbergMesse	8.2	-0.1	15.4	-7.4	28.0
EBITDA	39.9	27.8	56.2	18.6	67.9
Investments	17.6	16.4	24.6	42.1	40.9
Fixed assets	329.0	323.2	326.9	346.4	362.9
Liabilities	188.1	197.5	150.7	206.7	188.2
Equity	150.8	156.8	174.9	166.4	213.9
Total assets	362.2	373.7	359.1	399.5	436.6
	2014	2015	2016	2017	2018
<b>NürnbergMesse GmbH</b>					
Sales	191.6	168.1	240.8	168.0	270.3
Depreciation	20.8	20.0	22.3	19.4	21.7
Reversals	0.0	0.0	0.0	0.4	0.0
Cash flow <sup>2)</sup>	29.0	21.8	35.8	12.4	49.9
Net income/loss for the fiscal year	8.2	1.8	13.5	-6.6	28.2
EBITDA	37.3	28.3	52.3	16.2	65.5
Investments	17.6	15.2	24.3	39.9	39.1
Fixed assets	343.4	338.5	340.5	361.4	378.7
Liabilities	184.8	195.4	144.5	204.9	180.9
Equity	158.8	167.5	180.9	174.3	222.6
Total assets	365.7	380.2	355.2	402.4	434.7

<sup>1)</sup> Simplified: Consolidated profit/loss of NürnbergMesse + depreciation.<sup>2)</sup> Simplified: Net income/loss for the fiscal year + depreciation + reversals.



# CONSOLIDATED MANAGEMENT REPORT AND MANAGEMENT REPORT 2018

of NürnbergMesse GmbH, Nuremberg

## Group basis

The **core business** of NürnbergMesse is producing international trade fairs and exhibitions in the areas of Consumer Goods, Processing + Packaging, Building + Construction, IT + Electronics, and Health + Public Sector. NürnbergConvention Centre (NCC) hosts conferences and related events. With the addition of international subsidiaries NürnbergMesse China Co. Ltd., NürnbergMesse North America Inc., NürnbergMesse Brasil Ltda., NürnbergMesse Italia S.r.l., NürnbergMesse India Pvt. Ltd. and the branch office NürnbergMesse Austria GmbH, along with other affiliated companies, NürnbergMesse GmbH forms the NürnbergMesse Group, which operates in Germany and in key international trade fair markets. LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG also offers catering services for exhibitors, visitors, and event organisers at the Nuremberg fair site. Holtmann GmbH & Co. KG, the Group's exhibition construction services provider, rounds out NürnbergMesse's portfolio in the strategic MesseService field.

NürnbergMesse Group's event portfolio is characterised by a diverse range of topics clearly tailored to the market needs of each industry concerned. Some 60 trade fairs, mostly international, are held each year in Nuremberg and around the world, along with some four dozen conferences – typically accompanied by exhibitions – as well as around 60 corporate and other events. Offering a large number of events limits the economic risk and relativises it in the context of the overall portfolio. The high level of international attendance at the exhibitions, which on occasion can reach 82% on the exhibitor side and 70% on the visitor side, additionally distributes risk among industries and thereby minimises dependence on individual sectors and economic cycles.

## “We made the largest acquisition in Company history in India in 2018.”

In 2018, the NürnbergMesse Group's events saw sharp growth in three key areas: number of exhibitors (+10%), visitors (+9%), and exhibitor booth space (+7%). The portfolio's centrepiece, the international and domestic trade fairs organised by the Company at the Nuremberg Exhibition Centre, grew considerably faster than the figures for exhibitions in Germany as a whole for the fifth consecutive year.<sup>1)</sup> This underscores the significance of the individual trade fairs for exhibitors, visitors, partners, associations, and the media and represents a significant overall indicator of the Company's performance.

The internationalisation of the exhibition business is becoming increasingly important. In order to reach industries with an international base, NürnbergMesse develops exhibition formats worldwide, adapts trade fair events successful in Nuremberg to other countries, and expands the portfolio through strategic acquisitions. NürnbergMesse's largest acquisition in company history was made in India in 2018 with the purchase of the key trade fairs for the wood processing industry in Asia: INDIAWOOD, MUMBAIWOOD and DELHIWOOD.

Partnerships are an important factor for lasting success in organising trade fair events that their industries will find relevant. SPS (“SPS IPC drives” until 2018), the leading trade fair for smart and digital automation (“Industry 4.0”), has been held at the Nuremberg Exhibition Centre since 1997. The owner Mesago Messe Frankfurt and NürnbergMesse extended their partnership in 2018, ensuring that the event will remain in Nuremberg for the long term.

<sup>1)</sup> AUMA: German trade fairs remain on course: Further increase in exhibitor numbers. <https://www.auma.de/en/media/reports/press-2019-01> (January 9, 2019).

## Economic report

### GENERAL ECONOMIC CONDITIONS

In 2018, the German economy grew for the ninth consecutive year. According to Germany's Federal Statistical Office, the price-adjusted gross domestic product (GDP) was up 1.5% over the previous year.<sup>2)</sup> Compared with 2017, growth is therefore slowing considerably, but nonetheless remains slightly over the average for the last ten years (1.2%). Positive impetus for growth in 2018 came primarily from domestic business: Consumer spending and government consumption were up 1.0% and 1.1%, respectively, from the previous year, although this was well under the pace of the last three years.

Price-adjusted gross investment rose by 4.8% year-over-year. Capital expenditure was earmarked for equipment (4.5%) and construction (3.0%), particularly public-sector civil engineering projects. German exports of goods and services, which grew at a rate of 2.4%, point to a possible weakening of the economy, expanding at a slower pace than in prior years. The reasons for this may lie mainly in the global increase in trade barriers that could have adverse consequences for the heavily export-oriented German economy.

On the whole, adjusted gross value added in 2018 grew 1.5% from the previous year. Nearly all segments of the economy on the production side of GDP contributed positively to economic performance. The service sector outperformed manufacturing in terms of economic growth for the first time in five years. At 44.8 million, an increase of 1.3%, 2018 saw a new record high in the number of persons employed. The federal government, states, municipalities, and social security administration generated a record surplus of EUR 59.2 billion in 2018 thanks to the strong economy.

Economic expansion has been strong in recent years in Europe as well, with performance that was positive overall in 2018, although slower than expected. On the whole, economic conditions deteriorated on the back of weaker global demand, escalating trade disputes, and rising fuel prices. Special effects, such as image and sales problems in the auto industry, also adversely affected the situation. All in all, the International Monetary Fund (IMF) projects growth of 2.3% for Europe in 2018.<sup>3)</sup>

Global economic growth in 2018 was also less robust than initially expected. In particular, the introduction or increase of tariffs on the part of the United States and the corresponding retaliation by China caused the world economy to slow. The global economy also suffered adverse effects from uncertainties about the upcoming Brexit. The IMF anticipates overall global growth of 3.7% in 2018.<sup>4)</sup>

### THE TRADE FAIR BUSINESS

"German trade fairs remain on course,"<sup>5)</sup> is how 2018 was summed up by the Ausstellungs- und Messeausschuss der Deutschen Wirtschaft e.V. (AUMA), Germany's exhibition and trade fair business association. The reasons cited by AUMA were growth in exhibitor numbers (1.5%) and booth space (1%) at the 178 international and domestic events in 2018. In contrast, there was another slight decline of 0.5% in visitor numbers.

The more modest results in exhibitor and visitor numbers compared with the previous year (2017: +3.5%, +3%) are attributed by AUMA to uncertainties about the performance of the domestic economy and foreign trade. The cancellation of CEBIT in Hanover, which is significant for the trade fair business in Germany, garnered intense media attention. But AUMA also highlights the international appeal of German trade fairs as a positive factor. The increase in international participation of 3% each among exhibitors and visitors represented above-average growth in 2018.

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**+ 3%**  
PARTICIPATION BY INTERNATIONAL EXHIBITORS AND VISITORS AT GERMAN TRADE FAIRS

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<sup>2)</sup> Destatis: German Economy Grew 1.5% in 2018. [https://www.destatis.de/EN/Press/2019/01/PE19\\_018\\_811.html](https://www.destatis.de/EN/Press/2019/01/PE19_018_811.html).

<sup>3)</sup> IMF: Regional Economic Outlook: Domestic Expansion Running into External Turbulence. November 2018.

<sup>4)</sup> IMF: World Economic Outlook: A Weakening Global Expansion. January 2019.

<sup>5)</sup> AUMA: German trade fairs remain on course: Further increase in exhibitor numbers. <https://www.auma.de/en/media/reports/press-2019-01> (January 9, 2019).

## EVENT FIGURES

NürnbergMesse set new records in 2018, again beating the highest figures achieved to date in exhibitor numbers and rented space in 2016. The Company benefitted from a year of events featuring many major international fairs that generated strong sales. For the fifth consecutive year, all relevant event figures at NürnbergMesse grew at a much faster pace than the average for German trade fairs in general. Due to a difference in trade fair cycles, the event figures for 2018 are compared with the figures for 2016 for purposes of better comparability.

## “New record in 2018: exhibitor numbers and rented space surpass once again.”

EVENTS IN 2018:

# 181

During the year, 181 NürnbergMesse Group events (2016: 172) were held in Nuremberg and around the world. The NürnbergMesse Group reached new highs with 35,462 exhibitors (2016: 32,317) and a net total of 1,210,564 m<sup>2</sup> of exhibition space (2016: 1,126,233 m<sup>2</sup>). The number of visitors rose sharply to 1,547,212 (2016: 1,421,217). Only in 1999 were more visitors counted, but that was thanks to exceptional factors at the time, including the “Sudetendeutscher Tag” and “Schlesier-treffen” events for Sudeten and Silesian Germans.

International participation at NürnbergMesse Group events has been steadily increasing for years. In 2018, the share of international exhibitors rose to 44% (2016: 43%). Industry professionals from around the world increased their presence to 26%, a repeat of the 2016 level.

At the same time, the international business is gaining considerably more significance for NürnbergMesse. Events held by the Group’s subsidiaries in Brazil, China, India, and Italy in 2018 welcomed 4,196 exhibitors (2016: 3,565) and 209,754 visitors (2016: 164,717) to a cumulative 118,773 m<sup>2</sup> of net exhibition space (2016: 105,545 m<sup>2</sup>). The success of NürnbergMesse’s internationalisation strategy is also evidenced by the number of event premieres in 2018: Nine of the ten new trade fair formats in NürnbergMesse’s portfolio were held abroad.

In 2018, the Group’s own exhibition facility in Nuremberg held a successful new event entitled “Seidenstrasse – Handeln auf neuen Wegen” (Silk Road – Trading on New Routes). Moreover, the German federal government’s digital summit was held in Nuremberg for the first time. In total, 103 events (2016: 114) were held in the Exhibition Centre, including 31 trade fairs (2016: 31) 43 conferences (2016: 45), and 29 other events (2016: 38). They attracted 29,817 exhibitors (2016: 28,062) and 1,283,947 visitors (2016: 1,228,354). The Nuremberg Exhibition Centre rented out 1,070,095 m<sup>2</sup> of space (2016: 1,008,592 m<sup>2</sup>). International participation grew again with exhibitors numbering 14,023 (2016: 12,464), or 47% (2016: 44%), and visitors totalling 289,004 (2016: 261,517), or 23% (2016: 21%).

## DEVELOPMENT OF THE EXHIBITION CENTRE

The opening of the new Hall 3C in November 2018 marked another milestone for NürnbergMesse in the development of the exhibition centre in Nuremberg. The exhibition hall designed by Zaha Hadid Architects, of London, sets new standards in architecture and energy efficiency, and adds a new dimension to the Company’s image. In terms of functionality and quality of experience, it adds significant value for exhibitors and visitors. Hall 3C’s gross exhibition space measuring approximately 9,600 m<sup>2</sup> provides room for trade fairs and conferences to keep growing. The new hall was used for the first time for the iENA invention trade fair and SPS, the leading trade fair for automation, in November 2018. Thanks to a new parking deck across from Hall 3C that had opened in 2017 and a redesigned ground-level car park in front of Hall 3A, NürnbergMesse was able to more than compensate for the parking spots lost to the construction of the new Hall 3C. Moreover, NürnbergMesse invested in upgrading its IT and telecommunications infrastructure in 2018. Among other things, the Company tripled the number of Wi-Fi access points in the Exhibition Centre to around 1,500, significantly improving the quality of Internet connections on the trade fair grounds.

## PERSONNEL

NürnbergMesse GmbH had an average of 529 employees in 2018 (27 more than in 2017). The average at NürnbergMesse Group for the same period was 1,039 (2017: 931). Because forecasts indicate that the number of personnel at NürnbergMesse GmbH will permanently exceed 500 employees, six employee representatives were newly elected to the Supervisory Board in fall 2018. In 2018, the NürnbergMesse Group had 39 apprentices (23 of them at NürnbergMesse GmbH) and 18 students from Baden-Württemberg Cooperative State University (DHBW) (GmbH: 14). The previous year's figures were 40 apprentices at the NürnbergMesse Group (GmbH: 25), 3 trainees (GmbH: 2) and 17 DHBW students (GmbH: 14).

**“In 2018, many initiatives were launched to further boost our appeal as an employer.”**

Many initiatives were launched in 2018 to further boost our appeal as an employer: Two options for flexibly structuring work time beyond the existing flexitime model were added with the new “Home Office” and “Mobile Working” works agreements. These programmes allow employees to work from home or on the road using their mobile devices. The “Employee PC Programme” was also introduced as an additional benefit to promote employee loyalty. Other attractive benefits for staff round out this package of initiatives.

## OUR THANKS TO OUR STAFF

The most successful year in NürnbergMesse's history is the result of substantial growth in all key trade fair figures, a very well filled event calendar with numerous major international trade fairs and, not least, the commitment of all of the Company's employees. Their contributions have made 2018 the strongest year in the Company's history to date in terms of both sales and results. Management would once again like to express its warm thanks for that here.

## Corporate responsibility

As an organiser of international trade fairs and conferences in Nuremberg and around the world and as one of the largest employers in the metropolitan area, NürnbergMesse bears a responsibility for its staff, exhibitors, and visitors as well as for the environment. NürnbergMesse undertakes various activities and projects that express its commitment to doing business as an honourable corporate citizen in line with the UN Global Compact. The Group is also committed to social responsibility and promoting the conservation of resources such as energy and raw materials.

## SOCIAL RESPONSIBILITY

NürnbergMesse's extensive macroeconomic effects make it an important economic engine. NürnbergMesse's own investments and the expenditures by exhibitors and visitors – for booth construction, transportation, hotel stays, and restaurant visits, for example – have purchasing power effects across Germany totalling EUR 1.65 billion, create some 15,000 jobs, and generate tax revenue of over EUR 300 million.<sup>6)</sup>

## EQUAL OPPORTUNITY

NürnbergMesse advocates for the elimination of discrimination in hiring and employment. The Company promotes work-life balance through flexible working models for employees, including flexitime, home offices, and mobile work. Childcare is provided on specified dates each year, for instance on holidays such as the Day of Prayer and Repentance. In the interest of permanently increasing the share of female executives, NürnbergMesse successfully ran the JUMP mentorship programme for the second time. In accordance with the Entgelttransparenzgesetz (German Pay Transparency Act), employees have access to a comparison showing compensation by gender.

NÜRNBERGMESSE GROUP:

**1,039**

EMPLOYEES

<sup>6)</sup> Ifo study: [www.nuernbergmesse.de/de/unternehmen/nuernbergmesse-group/wirtschaftsmotor](http://www.nuernbergmesse.de/de/unternehmen/nuernbergmesse-group/wirtschaftsmotor) (in German).

### TRAINING AND CONTINUING EDUCATION

NürnbergMesse actively promotes the continuing education of its staff through a wide-ranging in-house training programme (2018: 43 seminars). In addition, employees can participate in an extensive selection of external seminars and continuing education courses tailored to their specific professional requirements. As a company committed to career training, NürnbergMesse supports the educational aims of young people each year in six different professions, including event managers.

### LEGALLY COMPLIANT CONDUCT

NürnbergMesse actively promotes legally compliant conduct (LCC) by its employees and opposes all forms of corruption. Its code of ethics for all personnel is outlined in a legal compliance code. Regular anti-corruption trainings are held as part of the LCC system.

**“NürnbergMesse promotes the conservation of resources such as energy and raw materials.”**

### RESPONSIBILITY FOR THE ENVIRONMENT

NürnbergMesse promotes the conservation of resources such as energy and raw materials. Its “Energy Initiative” aims to cut electrical and heating output, reduce the electricity used for hall lighting and energy for heating and cooling, decrease the energy consumption of certain events, and expand electric mobility. Energy-efficiency is a high priority in procurement, as well as in maintenance and construction. As part of an energy management system (DIN EN ISO 50001), an energy-efficiency team regularly conducts audits to review compliance with energy goals.

### SUSTAINABLE DEVELOPMENT OF THE EXHIBITION CENTRE

NürnbergMesse received another “Platinum” rating by the German Sustainable Building Council (DGNB) for the new Hall 3C, following the same certification for Hall 3A. Achieving this goal meant complying with strict environmental, social and economic requirements during the design and construction of the exhibition hall. Examples of steps taken in this regard include paying close attention to the ecological aspects of building the structure, using relatively non-toxic construction materials, and ensuring an excellent environmental footprint for the building’s shell.

In addition, the lighting in five exhibition halls (Hall 4A, parts of 7, 7A, 11, 12) and around 80% of the external lighting at Nuremberg Exhibition Centre were switched to LED lamps in 2018. These steps allowed NürnbergMesse to cut its usage to date by up to around 70%, conserving nearly 500,000 kWh of electrical energy.

### TRANSPORTATION

The dynamic traffic management system enables exhibitors and visitors to use the most efficient route to the Exhibition Centre and reduce congestion. Moreover, the U1 subway line connects the Exhibition Centre directly with the main train station. NürnbergMesse employees can use local public transportation at a discount with the “FirmenAbo” ticket. NürnbergMesse makes several charging stations available for recharging electrical vehicles.

### POPULARISATION OF ENVIRONMENTALLY FRIENDLY TECHNOLOGIES

NürnbergMesse’s international trade fairs and conferences are innovation drivers in their industries and expressly focus on sustainability issues. These include the BIOFACH product family, the world’s leading trade fair for organic food, held in Nuremberg, Shanghai, Tokyo, New Delhi, Baltimore, São Paulo, and Bangkok. Resource-saving, zero waste packaging is a core theme at FachPack, and Veículo Elétrico Latino-Americano in São Paulo and EVTec in Shanghai deal with emission-free electric mobility.

UP TO

**70%**DECREASE IN ELECTRICITY  
CONSUMPTION THROUGH  
THE USE OF LED LIGHTS

## Business conditions

### SALES TREND AND RESULT SITUATION

#### NÜRNBERGMESSE GROUP

The year 2018 is the most successful to date in the history of the NürnbergMesse Group – both in terms of the sales and results. This pinnacle was reached thanks to the Company’s broad-based event portfolio in Nuremberg and worldwide, and to NürnbergMesse Group’s own events, partner events as well as guest events, conventions, and services. At EUR 315.1 million (previous year: EUR 205.5 million), a new record was set in 2018. Sales totalled EUR 109.6 million, an increase of 53.3% over the previous year. Relative to fiscal year 2016, which is comparable in terms of event cycles, this represents a sales increase of 9.4%.

**“2018 is the most successful year to date in the NürnbergMesse Group’s history.”**

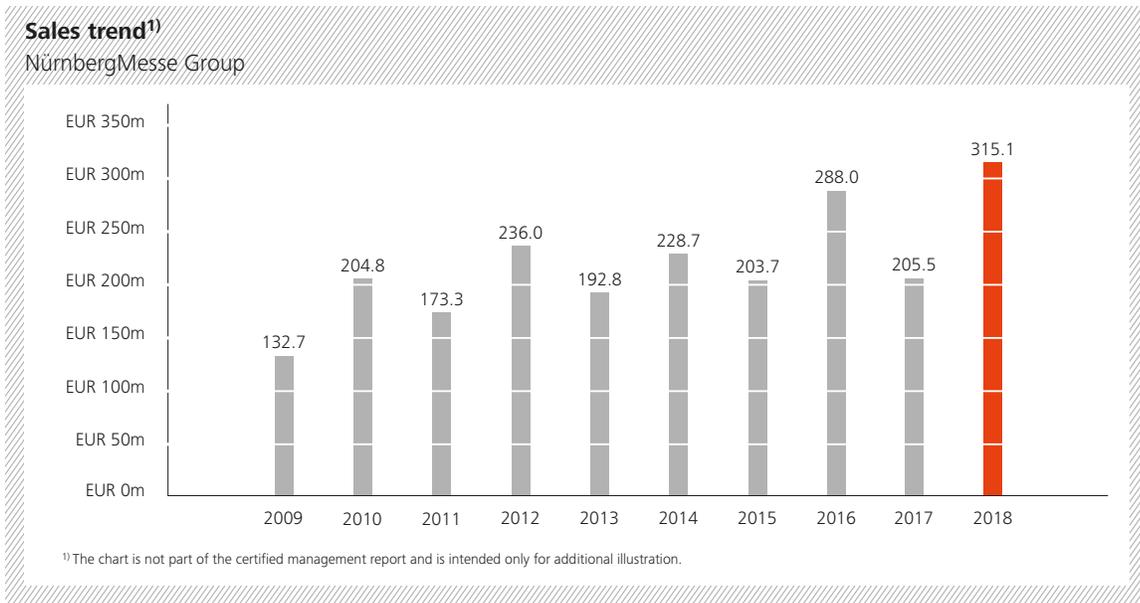
Own and partner events in Germany generated sales of EUR 129.3 million, guest events EUR 54.3 million, and the NürnbergConvention Centre EUR 15.7 million.

MesseService sales (including Holtmann GmbH & Co. KG and Lehrieder GmbH & Co. KG) came to EUR 85.7 million, and sales in the International division were EUR 30.1 million.

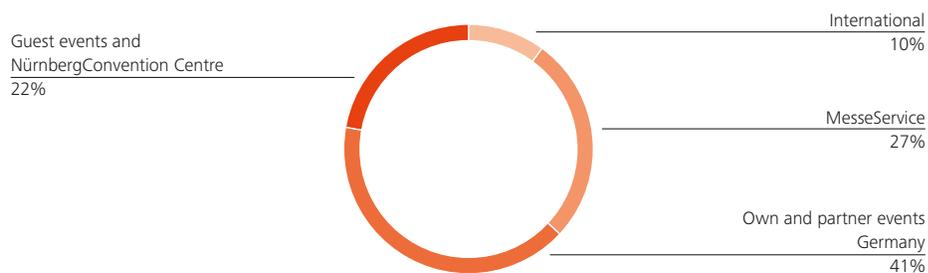
After deducting event expenses, personnel expenses, depreciation, amortisation, other operating expenses, and changes in stock of inventories, and with the addition of other operating income and the result from equity investment, the NürnbergMesse Group achieved a total operating result of EUR 43.7 million (2017: EUR –4.2 million; 2016: EUR 32.8 million), and earnings before taxes of EUR 39.4 million (2017: EUR –5.6 million; 2016: EUR 26.5 million). The other operating income essentially includes income from the reversal of provisions. The increase in personnel expenses results from the larger number of employees. The other operating expenses, particularly for marketing, increased for cyclical reasons. Interest expense was influenced more heavily by the early redemption of swaps in the course of refinancing.

Sales, the operating result, and earnings before taxes rose to new highs and thus outperformed expectations. This was mainly due to robust growth in own and partner events, guest events/NürnbergConvention Centre (NCC), and MesseService in Nuremberg.

SALES OF  
NÜRNBERGMESSE GROUP:  
EUR  
**315.1**  
MILLION



### Shares of consolidated sales<sup>1)</sup>



<sup>1)</sup> The chart is not part of the certified management report and is intended only for additional illustration.

SALES OF  
NÜRNBERGMESSE GMBH:

EUR  
**270.3**  
MILLION

### SINGLE-ENTITY FINANCIAL STATEMENTS OF NÜRNBERGMESSE GMBH

Sales of NürnbergMesse GmbH came to roughly EUR 270.3 million in 2018 (2017: EUR 168.0 million; 2016: EUR 240.8 million). After deducting event expenses, personnel expenses, depreciation, amortisation, and write-downs, other operating expenses, and changes in stock of inventories, and with the addition of other operating income and the result from equity investment and profit transfers, the Company achieved a total operating result of EUR 44.5 million (2017: EUR –3.2 million; 2016: EUR 32.1 million). The increase in income from equity investments and from profit-and-loss transfer agreements was primarily the consequence of cyclically-induced higher distributions of profits and transfers of earnings from German subsidiaries. Where the establishment of new events suggested that increased start-up costs may exceed earnings, the risk was recognised with provisions in the balance sheet. Income from the reversal of provisions yielded a positive effect. The write-down recognised in the financial result in accordance with Section 253 (3) of the German Commercial Code (HGB) relates to the book value of the equity investment in MedtecLIVE GmbH. Additional liabilities resulting from a new event competing with the “MedtecLIVE” event to be held in fiscal year 2019 are the main reason for the presumably temporary impairment in value.

Earnings before taxes came to EUR 38.8 million in 2018 (2017: EUR –5.1 million; 2016: EUR 22.8 million). EBITDA was EUR 65.5 million (2017: EUR 16.2 million; 2016: EUR 52.3 million).

### SUBSIDIARIES, EQUITY INVESTMENTS, AND BRANCH OFFICES

#### INTERNATIONAL

NürnbergMesse China has operated in China for more than ten years now and has gained a firm foothold in the market with an extensive event portfolio: Eight events were organised by the staff in Shanghai in 2018. These included an inaugural conference on future mobility, FUMOTec; the third run of the dynamically growing CRAFT BEER CHINA exhibition; and established trade fairs BIOFACH China and CHINA DIECASTING, the leading conference for the Asian die-casting industry. NürnbergMesse China’s recruitment of exhibitors and visitors for the NürnbergMesse Group’s worldwide events again reflected the rapid internationalisation of the Chinese economy. In fiscal year 2018, the Chinese subsidiary’s sales amounted to EUR 5.4 million (2017: EUR 3.8 million).

NürnbergMesse Brasil was acquired from the North American Nielsen Group in 2009 under the name Nielsen Business Media Brasil and in 2019 is celebrating its tenth anniversary. Eight events from the NürnbergMesse Brasil portfolio were held in 2018, including the VE Latino Americano electromobility trade fair, which was organised under the leadership of NürnbergMesse Brasil for the first time. In 2018, the Brasil Cycle Fair was acquired from its previous owner, the Aliança Bike association. NürnbergMesse Brasil itself organised the bicycle trade fair for the first time in the previous year. Under the name NürnbergMesse Brasil Services, the Brazilian subsidiary began offering exhibitor services such as booth construction in 2018. The São Paulo-based company also recruits exhibitors and visitors for selected events in Nuremberg and worldwide. Its sales in fiscal year 2018 came to EUR 8.1 million (2017: EUR 6.7 million).

Based in the home country of the largest number of exhibitors and visitors to Nuremberg Exhibition Centre, NürnbergMesse Italia, which was founded in 2009, plays a special role in recruiting and supporting exhibitors and visitors, and in marketing NürnbergMesse’s events worldwide. Its sales for fiscal year 2018 amounted to EUR 1.3 million for cyclical reasons (2017: EUR 635 thousand).

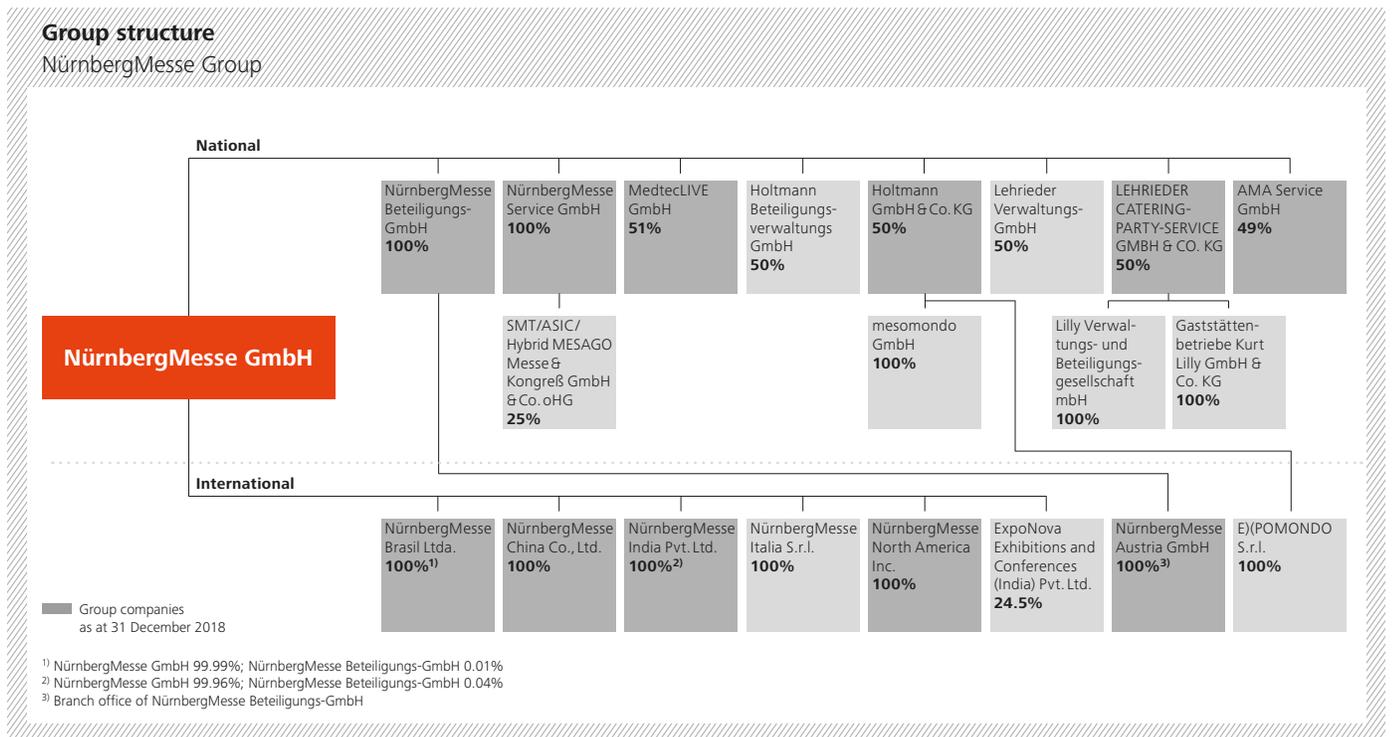
NürnbergMesse North America recruits and supports exhibitors and visitors from North America for NürnbergMesse’s worldwide events, and also organises Group equity investments in the USA, such as at BIOFACH and Chillventa. Its sales in fiscal year 2018 totalled EUR 524 thousand (2017: EUR 409 thousand).

NürnbergMesse India celebrated five years in business in 2018 with a gala event in Mumbai. Nine events from its portfolio were held during its fiscal year from April 2018 to March 2019, including three premieres: it-sa India, the Indian offshoot of the world’s largest cybersecurity trade fair by number of exhibitors; CRAFT DRINKS INDIA, a new member of the international Beviale Family; and REFCOLD INDIA for the refrigeration technology and cold chain industry. In the first quarter of 2018, the INDIAWOOD, DELHIWOOD, and MUMBAIWOOD wood processing and furniture production trade fairs were

acquired by NürnbergMesse GmbH from the previous owner and organiser, PDA Trade Fairs, and licensed to NürnbergMesse India. The subsidiary in India also recruits exhibitors and visitors for events in Nuremberg and worldwide. For the Indian fiscal year from April 2017 to March 2018, sales stood at EUR 2.0 million (April 2016 to March 2017: EUR 1.3 million).

Furthermore, since 2013 NürnbergMesse GmbH has held a 24.5% interest in ExpoNova Exhibitions and Conferences (India) Pvt. Ltd., which organises the PAINTINDIA trade fair every two years and HPCI every year. In fiscal 2018, ExpoNova took over HPCI India from former owner SOFW (Verlag für chemische Industrie H. Ziolkowsky GmbH). ExpoNova generated sales of EUR 3.1 million for the Indian fiscal year from April 2017 to March 2018 (April 2016 to March 2017: EUR 310 thousand).

The great importance of exhibitors and visitors from Austria for the Nuremberg Exhibition Centre has been addressed by NürnbergMesse Austria GmbH, headquartered in Vienna, since 2015. As a branch office of NürnbergMesse Beteiligungs-GmbH, its business activities include recruiting and supporting exhibitors and visitors from Austria.



**GERMANY**

NürnbergMesse Service GmbH, headquartered in Nuremberg, is a wholly owned subsidiary of NürnbergMesse GmbH. It holds a 25% share in SMT/ASIC/Hybrid MESAGO Messe & Kongreß GmbH & Co. oHG, headquartered in Nuremberg, which owns the rights for the SMT Hybrid Packaging trade fair held in Nuremberg each year. NürnbergMesse Service GmbH also organises the special shows for the hunting and sports weapons industry during the "Jagd & Hund" show in Dortmund and "Pferd & Jagd" in Hanover. Its sales for fiscal year 2018 came to EUR 480 thousand (2017: EUR 423 thousand).

NürnbergMesse GmbH receives additional support for its marketing activities from NürnbergMesse Beteiligungs GmbH, with which it has a profit-and-loss transfer agreement. The company owns, among other things, the rights to the FENSTERBAU FRONTALE, BIOFACH and EUROGUSS trade fairs. Its sales for fiscal year 2018 amounted to EUR 9.3 million (2017: EUR 2.4 million).

In 2010, NürnbergMesse GmbH acquired a 50% share in exhibition construction services provider Holtmann GmbH & Co. KG, headquartered in Langenhagen, outside Hanover. Holtmann has also been one of three service partners in the exhibition construction segment at the Nuremberg Exhibition Centre since 2009. Its sales for fiscal year 2018 amounted to EUR 30.8 million (2017: EUR 28.2 million). Also in 2010, NürnbergMesse GmbH acquired an identical 50% share in Holtmann's general partner, the limited company Holtmann Beteiligungsverwaltungs GmbH. The business purpose of that company is to assume personal liability and management for Holtmann GmbH & Co. KG.

Mesomondo GmbH was formed in 2011 as a 50% equity investment by Holtmann GmbH & Co. KG. Holtmann purchased the remaining shares in 2012 and ever since has owned 100% of mesomondo GmbH, with which it has a profit and loss transfer agreement.

In 2016, NürnbergMesse GmbH acquired a 50% interest in LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG, headquartered in Nuremberg; this company was consolidated for the first time in 2016. Lehrieder has also been a service partner at the Nuremberg Exhibition Centre since 2003. Its sales in fiscal year 2018 came to EUR 15.9 million (2017: EUR 13.3 million). Also in 2016, NürnbergMesse GmbH acquired an identical 50% share in Lehrieder's general partner, the limited company Lehrieder Verwaltungs-GmbH.

Likewise in 2016, the company acquired 100% of both Lilly Verwaltungs- und Beteiligungsgesellschaft mbH and Gaststättenbetriebe Kurt Lilly GmbH & Co. KG. These were contributed in the same year to LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG as a limited partner's stake, so that as from 2016 Lehrieder has been the full owner of both companies. Gaststättenbetriebe Kurt Lilly GmbH & Co. KG had 2018 sales of EUR 761 thousand (2017: EUR 1.5 million).

In 2018, MedtecLIVE GmbH, which was included in the consolidated financial statements for the first time, was launched with partner UBM Canon Europe Limited as a 51% equity investment of NürnbergMesse GmbH. The company began organising the new MedtecLIVE trade fair in 2019. For this reason, no sales were generated in 2018.

NürnbergMesse GmbH also holds a minority interest of 49% in AMA Service GmbH, which runs the SENSOR+TEST trade fair in Nuremberg.

## Assets and financial situation

NürnbergMesse Group's total assets increased by EUR 37.0 million from the previous year (NürnbergMesse GmbH: EUR 32.3 million).

On the assets side, the NürnbergMesse Group's fixed assets increased by EUR 16.5 million (NürnbergMesse GmbH: EUR 17.3 million). The Group invested EUR 40.9 million in fixed assets (NürnbergMesse GmbH: EUR 39.1 million), especially for the construction of the new Hall 3C and for the acquisition of event rights.

Current assets grew by EUR 22.0 million (NürnbergMesse GmbH: EUR 19.9 million). The principal cause here was an increase in cash funds.

On the equity and liabilities side, equity rose by EUR 47.5 million (NürnbergMesse GmbH: EUR 48.2 million). This was due to the net income for the year of EUR 28.1 million (NürnbergMesse GmbH: EUR 28.2 million) and the payment of the first tranche of the equity capital increase resolved by the principal shareholder in the amount of EUR 20.0 million. Total equity stands at EUR 213.9 million (NürnbergMesse GmbH: EUR 222.6 million).

Provisions increased by EUR 8.0 million (NürnbergMesse GmbH: EUR 8.1 million). This change primarily resulted from an increase in tax and personnel provisions.

Liabilities declined by EUR 18.4 million (NürnbergMesse GmbH: EUR 24.0 million). This change primarily resulted from the trade fair cycle-driven decrease in prepayments received on account. The majority of the medium- and long-term liabilities as at the balance sheet date are hedged against interest risk.

At 31 December 2018, the NürnbergMesse Group's fixed assets were covered 76.6% by equity and long-term liabilities (NürnbergMesse GmbH: 75.5%). The previous year's figure was 75.7% (NürnbergMesse GmbH: 74.6%).

Working capital (current assets to short-term liabilities) came to 57.1% (NürnbergMesse GmbH: 46.5%). Working capital for the previous year stood at 44.2% (NürnbergMesse GmbH: 31.7%).

Cash flow developed as follows:

EUR million	NürnbergMesse Group		NürnbergMesse GmbH	
	31 Dec 2018	31 Dec 2017	31 Dec 2018	31 Dec 2017
Cash flow from operating activities	50.4	34.7	44.0	35.0
Cash flow from investing activities	-40.0	-41.1	-38.2	-38.7
Cash flow from financing activities	3.3	36.7	5.9	36.2
<b>Cash flow, total</b>	<b>13.7</b>	<b>30.3</b>	<b>11.7</b>	<b>32.5</b>

## Outlook, risks, and opportunities

The global economic situation is among the factors influencing forecasts for the trade fair business. Valuable information can be obtained by looking at projections by the International Monetary Fund (IMF), which anticipates global economic growth of 3.5% for 2019.<sup>7)</sup> The IMF expects the slowing of expansion that began in the second half of 2018 to continue in 2019 and to improve only slightly to 3.6% in 2020. This weakening is primarily attributable to the persistent decline in the growth rate in the industrialised economies, which is down from 2.3% in 2018 to 2.0% in 2019. In the Euro Zone, the rate of growth was adjusted downward particularly in Germany (decreasing consumption by private households, shrinking industrial production in the auto industry, weak demand from abroad), Italy (decline in domestic demand), and France ("Yellow Vest" protests). The IMF underscores the substantial uncertainty regarding the economic outlook stemming from the UK and from wrapping up the Brexit process.

For the USA, the IMF continues to expect that economic growth will slacken. Due to strong domestic demand there, imports and therefore the current account deficit are likely to continue to rise. In contrast, the IMF's projections indicate growth for Japan, driven primarily by additional fiscal support measures. In the emerging and developing countries, the IMF forecasts a slowdown in economic expansion to 4.5% in 2019 (2018: 4.6%). Despite fiscal stimulus capable of neutralising some of the effects of higher US tariffs, China's economy is expected to soften. Growth is anticipated in India, however, where the economy is benefitting from lower oil prices and weaker inflation.

A sharp drop in growth is projected by the IMF for the emerging and developing economies in Europe, particularly Turkey. For Latin America, the IMF expects an economic recovery within the next two years. A less rosy growth outlook for Mexico and Venezuela

is offset partly by Brazil, which is continuing to recover from its 2015/16 recession. However, the economy in the Near and Middle East and North Africa is not expected to turn around until 2020. Geopolitical tensions, sluggish oil production, and sanctions on Iran limit the pace here. In contrast, in the states south of the Sahara the forecast indicates phenomenal growth: More than one-third of these economies are anticipated to expand by 5%-plus in 2019/20.

In the IMF's view, risks to economic growth mainly stem from uncertainties arising from trade negotiations underway, particularly between China and the USA. If the affected countries smooth over their trade disputes, and competition-distorting trade barriers are not raised further, economic growth may exceed the forecast. The current tension could be eased by factors including a new free trade agreement between the USA, Mexico, and Canada to replace NAFTA, a moratorium on increasing tariffs, and China's announced reduction in tariffs on US automotive imports. Further risks named by the IMF relate to Italy's fiscal policy, the risk of adverse effects from an extended US government shutdown, and geopolitical tensions in the Near and Middle East as well as East Asia. Moreover, the IMF identifies the far-reaching effects of climate change as long-term risks.

From the German perspective, the ifo Institut also expects the German economy to cool down after passing through an economic boom phase.<sup>8)</sup> Growth slowed due to the problems in the auto industry and economic risks in sales markets abroad. Another negative factor the ifo Institut highlights is weak domestic demand, especially among private households. This stands in contrast to corporate investments, which continued to trend upward despite problems in the industrial sector. Robust demand for living space and low interest rates provided a tailwind for the construction industry. On the whole, the ifo Institut's 2019 economic forecast indicates a rise of 1.1% in the price-adjusted gross domestic product.

ECONOMIC FORECAST  
FOR 2019:

**+3.5%**

GLOBAL

<sup>7)</sup> IMF: World Economic Outlook Update: A Weakening Global Expansion. January 2019: <https://www.imf.org/en/Publications/WEO/Issues/2019/01/11/weo-update-january-2019>.

<sup>8)</sup> Ifo: Economic Forecast Winter 2018: German Economy Cools Down. December 2018: <https://www.ifo.de/en/ifo-economic-forecast/201812>

## “In 2019, AUMA expects growth on the exhibitor side and stable visitor numbers.”

The difficulties in the auto industry and the resulting uncertainty also affect the German trade fair sector as a whole beyond just auto-related events, according to AUMA. Nonetheless, the trade fair association’s overall outlook still anticipates modest growth on the exhibitor side and stable visitor numbers for the 174 domestic and international trade fairs to be held in 2019.<sup>9)</sup>

### RISK MANAGEMENT SYSTEM

NürnbergMesse has been performing a systematic analysis and assessment of the Company’s risk situation since 2000 – examining and assessing the various individual risks at the operational and strategic level and aggregating them in a general risk picture to calculate the effects on the Company’s economic situation. The results are used to develop a value-oriented risk management system.

The risk management system applies to the entire NürnbergMesse Group. Particularly when new equity investments and subsidiaries are acquired, the NürnbergMesse Group ensures that they are integrated into its risk management system. Identified risk areas are reviewed and assessed annually, and adjusted or expanded as necessary.

NürnbergMesse’s economic risks are minimised by its broad-based event portfolio spread across various industries and countries. In addition, exhibitors must pay the price of participation in full prior to their event, thus substantially reducing the risk of non-payment. When a decision is made to produce new events, precautions are taken on the balance sheet by forming provisions to cover the projected start-up costs of these new events in case those costs exceed the income from the first runs. Risks resulting from the operation and maintenance of the Exhibition Centre, and from local and site logistics, are continuously monitored, and appropriate action is taken in coordination with service providers, partners, and the authorities.

Funding is secured proactively and monitored through appropriate liquidity planning to counter possible financing risks. The Company’s medium- to long-term financing is largely hedged to protect against interest rate risk, ideally for the useful life of the investments, and the Company aims to pay down debt according to schedule and to evenly distribute the agreed repayment instalments.

To provide a financial buttress for the planned programme of investments in real estate, infrastructure, and innovation (the “Innovation Initiative”), NürnbergMesse’s principal shareholder is providing an injection of equity totalling EUR 200 million for the period from 2018 to 2027. The Group uses derivative financial instruments such as swaps and caps to hedge against interest risks on current and future loans. Foreign exchange risks are countered case by case by entering into forward-exchange transactions.

The risk analysis report is examined each year by the Supervisory Board of NürnbergMesse. In the meeting on 2 July 2018, no existential risks with a high probability of endangering the Company as a going concern were identified for fiscal year 2019.

CAPITAL INJECTION:

EUR

**+200**

MILLION BY 2027

<sup>9)</sup> AUMA: German trade fairs remain on course: Further increase in exhibitor numbers. <https://www.auma.de/en/media/reports/press-2019-01>.

## OUTLOOK: THE YEAR 2019 IN THE NÜRNBERGMESSE GROUP

Despite the slowing of the global economy, economic uncertainties caused by Brexit, problems in the auto industry, and increasing barriers to trade worldwide, NürnbergMesse expects sales of over one-quarter billion euros in 2019, a cyclically less robust year for sales revenues.

This forecast is supported by advance bookings in 2019 for the Group's own events such as it-sa. The world's largest cybersecurity trade fair continues to grow rapidly. In 2018, it attracted around 700 exhibitors from 27 countries and more than 14,000 industry professionals.

In addition to organic growth in the existing portfolio, new events will continue to provide momentum for expansion again in 2019. On 7 November 2019, the "kicker Convention" will debut at the NCC West. The new B2B format by kicker/Olympia-Verlag and NürnbergMesse focuses on knowledge transfer, networks, and practical advice on the sports business and e-sports. The Group's international activities will again generate additional growth in 2019. In India, this is true particularly for the DELHIWOOD and MUMBAIWOOD trade fairs, which will be operated by NürnbergMesse India for the first time this year. Along with HOLZ-HANDWERK in Nuremberg, they form a strong new product family.

## "2019 will see launch of new 'kicker Convention' in B2B format in Nuremberg."

The year 2019 marks the tenth anniversary of NürnbergMesse Brasil. Despite difficult economic conditions, the company is continuing to develop its event portfolio and is setting trends for Brazil and South America with its trade fairs on electric mobility and organic goods, and by winning back the Revistir trade fair. NürnbergMesse Italia has been in business for a decade as well. In 2019, it will further establish CRAFT BEER ITALY with the second run of this trade fair.

Digitalisation remains a key matter in further developing the Company's business and event portfolio. The spotlight here is on extending the partnership with Mesago Messe Frankfurt for the top automation technology trade fair SPS and on further growing two leading trade fairs, embedded world and it-sa. In addition, digital issues are discussed at nearly every NürnbergMesse event. The Company will continue its digital transformation in three key dimensions: building up the IT and telecommunications infrastructure, digitalising business processes, and developing new, digital business models. Guided by an in-house Digital Office set up in 2017, NürnbergMesse keeps its eye constantly on digital innovations, reviews their applicability to the Company, and develops its own digital services to further increase added value for NürnbergMesse clients. In these efforts, NürnbergMesse looks beyond customary bounds and works closely with partners in research and start-ups.

The guest events and conferences segment is expected to keep performing well in 2019. For instance, the 2019 annual meeting of the German Society of Orthodontics (DGKFO) and the 24th regular convention of the IG Metall trade union will be held in Nuremberg. The Group will also welcome two additional prominent IT conferences, to Nuremberg this year: the German SAP User Conference and the German Oracle User Group.

Following the completion of Hall 3C in October 2018, another key focus for 2019 will be the preparatory work for additional construction that is currently scheduled to begin in 2020. This includes setting up the construction site for the renovation and expansion of Service Centre Mitte. The plan is to replace the office building, whose core dates from 1974, with a modern office and service complex with space for approximately 400 employees, along with meeting rooms and an underground garage. October 2019 will also bring the start of the initial work on improving site logistics.

2019:

# 10

YEARS FOR  
NÜRNBERGMESSE BRASIL  
AND  
NÜRNBERGMESSE ITALIA

NürnbergMesse's international subsidiaries do business under different economic and political conditions in their respective market environments. The Asian subsidiaries NürnbergMesse China and NürnbergMesse India are working on enhancing their existing event formats and expanding their portfolios with a variety of new additions, including issues that are forward-looking and on-trend. NürnbergMesse Brasil holds a leading position in the South American trade fair market, and is focusing successfully on niche topics in growing business segments. But uncertainties persist in connection with the establishment of new events and the changing economic and political conditions in Brazil – although the outlook has improved since the previous year. NürnbergMesse Italia is celebrating ten years in business in 2019. Its sales activity has again secured first place for Italy in the international ranking of exhibitors in Nuremberg. In addition to the second run of the first event it organised on its own, the subsidiary is working on expanding its portfolio. NürnbergMesse North America concentrates on sales for the NürnbergMesse Group and is stepping up its activities organising US joint ventures.

Based on the foundation of the most successful fiscal year in Company history, NürnbergMesse will continue its dynamic performance in 2019 and, despite growing economic risk, expects consolidated sales of over EUR 260 million, with around EUR 215 million attributable to NürnbergMesse GmbH. The result for the period is anticipated to be moderately negative for cyclical reasons, although the net loss for the year will be considerably smaller than in the comparable 2017 fiscal year.

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SALES TARGET FOR 2019  
(NÜRNBERGMESSE GROUP):

EUR

**>260**

MILLION

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Nuremberg, 12 April 2019

Dr Roland Fleck  
CEO

Peter Ottmann  
CEO



# BALANCE SHEET

## Consolidated balance sheet for the fiscal year ended 31 December 2018

NürnbergMesse Group

ASSETS	31 Dec 2018 EUR	31 Dec 2017 EUR
<b>A. Fixed assets</b>		
I. Intangible fixed assets		
1. Software	2,334,848.43	2,540,755.07
2. Event rights	12,912,089.08	2,158,861.96
3. Customer base and other rights	1,650,666.66	1,925,777.78
4. Goodwill	5,382,479.18	5,510,042.63
5. Prepayments	501,433.15	5,312,512.86
	<b>22,781,516.50</b>	<b>17,447,950.30</b>
II. Property, plant and equipment		
1. Land, similar land rights, and buildings including buildings on third-party land	307,317,678.14	260,792,764.97
2. Technical equipment and machinery	6,528,597.00	6,201,372.20
3. Other equipment, operating and office equipment	14,914,354.03	14,821,957.37
4. Prepayments and assets under construction	8,882,209.47	44,547,175.27
	<b>337,642,838.64</b>	<b>326,363,269.81</b>
III. Financial assets		
1. Shares in affiliated companies	232,008.78	202,008.78
2. Equity investments	1,451,377.22	1,453,933.68
3. Equity investments in associated companies	448,275.81	507,557.93
4. Other loans	314,154.21	387,041.34
5. Cooperative shares	7,800.00	7,800.00
	<b>2,453,616.02</b>	<b>2,558,341.73</b>
<b>B. Current assets</b>		
I. Inventory		
1. Raw materials, consumables, and supplies	1,827,396.96	1,967,135.73
2. Work in progress and services	1,937,086.74	3,029,915.20
./. Advance payments received	-1,937,086.74	-3,026,597.84
	<b>1,827,396.96</b>	<b>1,970,453.09</b>
II. Receivables and other assets		
1. Trade receivables	7,252,541.58	5,166,785.61
› of which with a residual term of more than one year: EUR 319,659.00 (previous year EUR 316,134.00)		
2. Receivables from affiliated companies	474,869.39	307,575.65
› of which with a residual term of more than one year: EUR 0.00 (previous year EUR 0.00)		
3. Receivables from companies in which participating interests are held	11,649.74	11,294.48
› of which with a residual term of more than one year: EUR 0.00 (previous year EUR 0.00)		
4. Other assets	4,541,740.52	4,442,183.01
› of which with a residual term of more than one year: EUR 1,095,699.25 (previous year EUR 1,174,345.37)		
	<b>12,280,801.23</b>	<b>9,927,838.75</b>
III. Cash in hand, bank balances, and cheques	<b>56,777,454.74</b>	<b>37,112,443.23</b>
<b>C. Prepaid expenses and deferred charges</b>	<b>2,458,777.04</b>	<b>3,869,404.93</b>
<b>D. Debit difference from asset offsetting</b>	<b>365,371.72</b>	<b>296,164.37</b>
	<b>436,587,772.85</b>	<b>399,545,866.21</b>

<b>EQUITY AND LIABILITIES</b>	<b>31 Dec 2018</b> EUR	<b>31 Dec 2017</b> EUR
<b>A. Equity</b>		
I. Subscribed capital	100,204,900.00	100,204,900.00
II. Capital reserves	86,529,299.60	66,529,299.60
III. Revenue reserves	958,898.67	918,484.58
IV. Difference from currency translation	-3,270,340.03	-2,839,975.41
V. Profit/losses carried forward	-1,054,723.59	6,390,435.76
VI. Consolidated profit (+)/loss (-) of NürnbergMesse	27,960,555.77	-7,445,159.35
VII. Non-controlling interests	2,576,663.17	2,643,906.74
	<b>213,905,253.59</b>	<b>166,401,891.92</b>
<b>B. Contribution from silent partners</b>	<b>224,650.00</b>	<b>205,400.00</b>
<b>C. Provisions</b>		
1. Provisions for pensions and similar obligations	4,943,071.87	4,493,724.48
2. Tax provisions	7,917,746.95	1,309,248.12
3. Other provisions	21,248,458.41	20,310,838.29
	<b>34,109,277.23</b>	<b>26,113,810.89</b>
<b>D. Liabilities</b>		
1. Liabilities to banks	115,943,118.83	121,685,268.99
2. Payments received on account for orders	41,373,072.18	54,870,452.79
3. Trade payables	12,929,618.61	12,065,947.39
4. Liabilities to affiliated companies	215,986.63	34,896.90
5. Liabilities to shareholders	869,382.63	826,037.14
6. Other liabilities	16,888,661.16	17,181,341.53
› of which from taxes: EUR 1,738,537.74 (previous year EUR 1,592,263.72)		
› of which relating to social security: EUR 142,272.79 (previous year EUR 124,674.02)		
	<b>188,219,840.04</b>	<b>206,663,944.74</b>
<b>E. Deferred tax liabilities</b>	<b>128,751.99</b>	<b>160,818.66</b>
	<b>436,587,772.85</b>	<b>399,545,866.21</b>

**Balance sheet for the fiscal year ended 31 December 2018**

NürnbergMesse GmbH

<b>ASSETS</b>	<b>31 Dec 2018</b> EUR	<b>31 Dec 2017</b> EUR
<b>A. Fixed assets</b>		
I. Intangible fixed assets		
1. Software	1,894,693.00	2,141,079.00
2. Event rights	11,441,511.00	564,736.00
3. Prepayments	487,933.15	5,135,437.04
	<b>13,824,137.15</b>	<b>7,841,252.04</b>
II. Property, plant and equipment		
1. Land, similar land rights, and buildings including buildings on third-party land	307,219,367.45	260,786,112.45
2. Technical equipment and machinery	6,527,148.00	6,199,168.20
3. Other equipment, operating and office equipment	10,372,313.87	10,302,494.87
4. Prepayments and assets under construction	8,880,849.47	44,434,601.30
	<b>332,999,678.79</b>	<b>321,722,376.82</b>
III. Financial assets		
1. Shares in affiliated companies	29,445,785.55	29,291,699.39
2. Equity investments	2,341,488.10	2,341,488.10
3. Other loans	77,450.01	157,100.34
	<b>31,864,723.66</b>	<b>31,790,287.83</b>
<b>B. Current assets</b>		
I. Inventory		
1. Raw materials, consumables, and supplies	101,826.08	101,826.08
2. Work in progress and services	803,136.33	1,886,911.22
./ Advance payments received	-803,136.33	-1,886,911.22
	<b>101,826.08</b>	<b>101,826.08</b>
II. Receivables and other assets		
1. Trade receivables	3,174,452.15	2,438,169.07
<i>› of which with a residual term of more than one year:       EUR 319,659.00 (previous year EUR 316,134.00)</i>		
2. Receivables from affiliated companies	3,172,791.34	2,479,945.40
<i>› of which with a residual term of more than one year:       EUR 500,000.00 (previous year EUR 500,000.00)</i>		
3. Other assets	2,381,150.64	2,056,751.40
<i>› of which with a residual term of more than one year:       EUR 130,862.69 (previous year EUR 105,224.00)</i>		
	<b>8,728,394.13</b>	<b>6,974,865.87</b>
III. Cash in hand, bank balances, and cheques	<b>45,757,686.50</b>	<b>27,658,997.52</b>
<b>C. Prepaid expenses and deferred charges</b>	<b>1,421,951.54</b>	<b>6,277,795.14</b>
	<b>434,698,397.85</b>	<b>402,367,401.30</b>

EQUITY AND LIABILITIES	31 Dec 2018 EUR	31 Dec 2017 EUR
<b>A. Equity</b>		
I. Subscribed capital	100,204,900.00	100,204,900.00
II. Capital reserves	86,529,299.60	66,529,299.60
III. Revenue reserves	344,301.09	344,301.09
IV. Profit carried forward	7,244,907.51	13,832,690.21
V. Net income/loss for the fiscal year	28,242,074.61	-6,587,782.70
	<b>222,565,482.81</b>	<b>174,323,408.20</b>
<b>B. Provisions</b>		
1. Provisions for pensions and similar obligations	4,759,388.00	4,341,897.00
2. Tax provisions	7,770,000.00	935,000.00
3. Other provisions	18,696,626.96	17,857,492.64
	<b>31,226,014.96</b>	<b>23,134,389.64</b>
<b>C. Liabilities</b>		
1. Liabilities to banks	113,833,260.68	119,704,899.21
2. Payments received on account for orders	36,658,186.44	50,960,512.34
3. Trade payables	10,623,207.79	9,620,603.26
4. Liabilities to affiliated companies	4,064,667.46	7,842,198.80
5. Liabilities to shareholders	107,781.70	291,091.10
6. Other liabilities	15,619,796.01	16,490,298.75
› of which from taxes: EUR 1,134,137.53 (previous year EUR 1,202,737.25)		
	<b>180,906,900.08</b>	<b>204,909,603.46</b>
	<b>434,698,397.85</b>	<b>402,367,401.30</b>



# INCOME STATEMENT

## Consolidated income statement for the fiscal year 2018

NürnbergMesse Group

	2018 EUR	2017 EUR
1. Sales revenue	315,110,538.93	205,488,595.39
2. Change in stock of work in progress and services	-797,911.07	1,288,850.87
3. Other capitalised own work	70,685.90	52,958.45
4. Other operating income	3,651,091.88	3,039,014.23
› of which from currency translation: EUR 72,629.62 (previous year EUR 71,390.07)		
<b>Total 1-4</b>	<b>318,034,405.64</b>	<b>209,869,418.94</b>
5. Event expenses	-156,304,068.64	-108,716,448.58
6. Personnel expenses	-54,266,132.92	-47,788,428.61
a) Wages and salaries: EUR -43,698,789.50 (previous year EUR -38,319,887.29)		
b) Social security, post-employment, and other employee benefit costs: EUR -10,567,343.42 (previous year EUR -9,468,541.32)		
› of which post-employment: EUR 2,541,157.71 (previous year EUR 2,280,428.52)		
7. Amortisation on intangible assets and depreciation on property, plant and equipment	-24,095,939.53	-22,540,697.09
8. Other operating expenses	-39,863,938.39	-35,131,849.75
› of which from currency translation: EUR 163,224.18 (previous year EUR 220,481.77)		
<b>Total 5-8</b>	<b>-274,530,079.48</b>	<b>-214,177,424.03</b>
<b>Operating result (subtotal)</b>	<b>43,504,326.16</b>	<b>-4,308,005.09</b>
9. Income from equity investments	163,090.84	147,663.13
10. Income from profit transfer agreements	7,690.87	0.00
<b>Operating result (total)</b>	<b>43,675,107.87</b>	<b>-4,160,341.96</b>
11. Income from other securities and loans of the financial assets	10,111.59	16,258.50
12. Other interest and similar income	445,474.81	612,081.58
› of which from discounting: EUR 34,679.98 (previous year EUR 0.00)		
13. Interest and similar expenses	-4,935,931.09	-2,271,639.37
› of which from compounding: EUR 180,445.84 (previous year EUR 182,250.74)		
14. Result from associated companies	185,585.92	254,099.71
15. Expenses for assumption of losses	0.00	-13,311.59
<b>Earnings before taxes</b>	<b>39,380,349.10</b>	<b>-5,562,853.13</b>
16. Taxes on income	-9,453,888.49	-240,657.82
› of which from deferred taxes: EUR 32,066.67 (previous year EUR 36,044.67)		
<b>17. Earnings after income taxes</b>	<b>29,926,460.61</b>	<b>-5,803,510.95</b>
18. Other taxes	-1,788,557.84	-1,678,334.47
<b>19. Consolidated net income/loss for the fiscal year</b>	<b>28,137,902.77</b>	<b>-7,481,845.42</b>
20. Transfer to reserves	-40,414.09	-9,535.40
<b>21. Consolidated net retained profits/net accumulated losses</b>	<b>28,097,488.68</b>	<b>-7,491,380.82</b>
22. Annual profit (+)/loss (-) of non-controlling interests	136,932.91	-46,221.47
<b>23. Consolidated profit (+)/loss (-) of NürnbergMesse</b>	<b>27,960,555.77</b>	<b>-7,445,159.35</b>

**Income statement for the fiscal year 2018**

NürnbergMesse GmbH

	2018 EUR	2017 EUR
1. Sales revenue	270,314,964.00	168,049,590.57
2. Change in stock of work in progress and services	-1,083,774.89	1,014,070.34
3. Other operating income	3,011,048.85	2,262,836.02
<i>› of which from currency translation:     EUR 40,479.34 (previous year EUR 15,690.59)</i>		
<b>Total 1–3</b>	<b>272,242,237.96</b>	<b>171,326,496.93</b>
4. Event expenses	-149,348,479.80	-99,657,955.10
5. Personnel expenses	-38,056,879.76	-32,954,507.05
<i>a) Wages and salaries:     EUR -30,455,292.29 (previous year EUR -26,301,825.21)</i>		
<i>b) Social security, post-employment, and other employee benefit costs:     EUR -7,601,587.47 (previous year EUR -6,652,681.84)</i>		
<i>› of which post-employment:         EUR 2,464,151.97 (previous year EUR 2,210,174.06)</i>		
6. Amortisation on intangible assets and depreciation on property, plant and equipment	-20,935,186.75	-19,390,720.94
7. Other operating expenses	-29,457,860.09	-25,205,394.79
<i>› of which from currency translation:     EUR 98,617.01 (previous year EUR 173,627.43)</i>		
<b>Total 4–7</b>	<b>-237,798,406.40</b>	<b>-177,208,577.88</b>
<b>Operating result (subtotal)</b>	<b>34,443,831.56</b>	<b>-5,882,080.95</b>
8. Income from equity investments	934,976.84	484,541.46
<i>› of which from affiliated companies:     EUR 600,810.30 (previous year EUR 362,107.44)</i>		
9. Income from profit transfer agreements	9,139,187.45	2,244,187.91
<b>Operating result (total)</b>	<b>44,517,995.85</b>	<b>-3,153,351.58</b>
10. Income from other securities and loans of the financial assets	3,683.00	9,400.00
11. Other interest and similar income	77,371.09	47,954.25
<i>› of which from affiliated companies:     EUR 24,079.92 (previous year EUR 33,401.31)</i>		
<i>› of which from discounting of provisions:     EUR 34,679.98 (previous year EUR 0.00)</i>		
12. Reversals of write-downs on financial assets	0.00	400,000.00
13. Write-downs on financial assets and on securities of the current assets	-764,000.00	0.00
14. Interest and similar expenses	-5,055,863.64	-2,366,542.05
<i>› of which from affiliated companies:     EUR 279,888.07 (previous year EUR 192,391.91)</i>		
<i>› of which from compounding of provisions:     EUR 170,512.71 (previous year EUR 172,137.98)</i>		
<b>Earnings before taxes</b>	<b>38,779,186.30</b>	<b>-5,062,539.38</b>
15. Taxes on income	-8,808,755.75	88,606.76
<b>16. Earnings after income taxes</b>	<b>29,970,430.55</b>	<b>-4,973,932.62</b>
17. Other taxes	-1,728,355.94	-1,613,850.08
<b>18. Net loss/income for the fiscal year</b>	<b>28,242,074.61</b>	<b>-6,587,782.70</b>



# STATEMENT OF CHANGES IN FIXED ASSETS

## Consolidated statement of changes in fixed assets for the fiscal year 2018

NürnbergMesse Group

Fixed assets	Cost					as at 31 Dec 2018 EUR
	as at 1 Jan 2018 EUR	Additions 2018 EUR	Disposals 2018 EUR	Reclassification 2018 EUR	Currency translation EUR	
<b>I. Intangible fixed assets</b>						
1. Software	13,946,092.89	854,632.72	-6,070.74	179,063.15	-30,255.47	14,943,462.55
2. Event rights	26,437,156.11	7,615,943.27	0.00	5,133,973.71	4,267.86	39,191,340.95
3. Films	214,696.88	0.00	0.00	0.00	0.00	214,696.88
4. Goodwill	13,478,730.14	803,336.16	0.00	0.00	0.00	14,282,066.30
5. Customer base and other rights	4,588,198.48	0.00	0.00	0.00	0.00	4,588,198.48
6. Prepayments	5,312,512.86	514,107.30	0.00	-5,313,036.86	-12,150.15	501,433.15
<b>Total intangible fixed assets</b>	<b>63,977,387.37</b>	<b>9,788,019.45</b>	<b>-6,070.74</b>	<b>0.00</b>	<b>-38,137.76</b>	<b>73,721,198.32</b>
<b>II. Property, plant and equipment</b>						
1. Land, similar land rights, and buildings including buildings on third-party land	540,246,270.40	1,402,560.14	-10,744.15	58,885,381.93	-1,848.83	600,521,619.49
2. Technical equipment and machinery	53,676,211.10	243,505.92	0.00	1,290,764.52	0.00	55,210,481.54
3. Other equipment, operating and office equipment	57,578,980.96	4,311,117.04	-7,169,227.65	587,753.96	-30,481.83	55,278,142.47
4. Prepayments and assets under construction	44,547,210.49	25,117,431.25	-10,663.00	-60,763,900.41	-7,833.64	8,882,244.69
<b>Total property, plant and equipment</b>	<b>696,048,672.95</b>	<b>31,074,614.35</b>	<b>-7,190,634.80</b>	<b>0.00</b>	<b>-40,164.30</b>	<b>719,892,488.19</b>
<b>III. Financial assets</b>						
1. Shares in affiliated companies	202,008.78	30,000.00	0.00	0.00	0.00	232,008.78
2. Equity investments	1,453,933.68	0.00	-2,556.46	0.00	0.00	1,451,377.22
3. Equity investments in associated companies (AMA)	1,248,350.00	0.00	0.00	0.00	0.00	1,248,350.00
4. Other loans	387,041.34	10,446.20	-83,333.33	0.00	0.00	314,154.21
5. Cooperative shares	7,800.00	0.00	0.00	0.00	0.00	7,800.00
<b>Total financial assets</b>	<b>3,299,133.80</b>	<b>40,446.20</b>	<b>-85,889.79</b>	<b>0.00</b>	<b>0.00</b>	<b>3,253,690.21</b>
<b>Grand total fixed assets</b>	<b>763,325,194.11</b>	<b>40,903,080.00</b>	<b>-7,282,595.33</b>	<b>0.00</b>	<b>-78,302.06</b>	<b>796,867,376.71</b>

Depreciation, amortisation, and write-downs						Book value		
as at 1 Jan 2018 EUR	Additions 2018 EUR	Disposals 2018 EUR	Reclassification 2018 EUR	Currency translation EUR	as at 31 Dec 2018 EUR	as at 31 Dec 2018 EUR	as at 31 Dec 2017 EUR	
11,405,337.83	1,237,507.06	-6,070.24	0.00	-28,160.53	12,608,614.12	2,334,848.43	2,540,755.07	
24,278,294.15	1,927,734.53	0.00	0.00	73,223.19	26,279,251.87	12,912,089.08	2,158,861.96	
214,696.88	0.00	0.00	0.00	0.00	214,696.88	0.00	0.00	
7,968,687.52	930,899.61	0.00	0.00	0.00	8,899,587.13	5,382,479.18	5,510,042.63	
2,662,420.70	275,111.12	0.00	0.00	0.00	2,937,531.82	1,650,666.66	1,925,777.78	
0.00	0.00	0.00	0.00	0.00	0.00	501,433.15	5,312,512.86	
<b>46,529,437.08</b>	<b>4,371,252.32</b>	<b>-6,070.24</b>	<b>0.00</b>	<b>45,062.66</b>	<b>50,939,681.82</b>	<b>22,781,516.50</b>	<b>17,447,950.30</b>	
279,453,505.43	13,753,654.24	-2,646.86	0.00	-571.46	293,203,941.35	307,317,678.14	260,792,764.97	
47,474,838.90	1,207,045.64	0.00	0.00	0.00	48,681,884.54	6,528,597.00	6,201,372.20	
42,757,023.59	4,763,987.35	-7,142,268.90	0.00	-14,953.60	40,363,788.44	14,914,354.03	14,821,957.37	
35.22	0.00	0.00	0.00	0.00	35.22	8,882,209.47	44,547,175.27	
<b>369,685,403.14</b>	<b>19,724,687.23</b>	<b>-7,144,915.76</b>	<b>0.00</b>	<b>-15,525.06</b>	<b>382,249,649.55</b>	<b>337,642,838.64</b>	<b>326,363,269.81</b>	
0.00	0.00	0.00	0.00	0.00	0.00	232,008.78	202,008.78	
0.00	0.00	0.00	0.00	0.00	0.00	1,451,377.22	1,453,933.68	
740,792.07	0.00	59,282.12	0.00	0.00	800,074.19	448,275.81	507,557.93	
0.00	0.00	0.00	0.00	0.00	0.00	314,154.21	387,041.34	
0.00	0.00	0.00	0.00	0.00	0.00	7,800.00	7,800.00	
<b>740,792.07</b>	<b>0.00</b>	<b>59,282.12</b>	<b>0.00</b>	<b>0.00</b>	<b>800,074.19</b>	<b>2,453,616.02</b>	<b>2,558,341.73</b>	
<b>416,955,632.29</b>	<b>24,095,939.53</b>	<b>-7,091,703.88</b>	<b>0.00</b>	<b>29,537.60</b>	<b>433,989,405.56</b>	<b>362,877,971.16</b>	<b>346,369,561.84</b>	

## Statement of changes in assets for the fiscal year 2018

NürnbergMesse GmbH

	Cost				as at 31 Dec 2018 EUR
	as at 1 Jan 2018 EUR	Additions 2018 EUR	Disposals 2018 EUR	Reclassification 2018 EUR	
<b>Fixed assets</b>					
<b>I. Intangible fixed assets</b>					
1. Software	12,767,732.29	684,543.74	0.00	157,944.15	13,610,220.18
2. Event rights	9,315,468.38	7,607,985.56	0.00	4,990,167.04	21,913,620.98
3. Films (other)	214,696.88	0.00	0.00	0.00	214,696.88
4. Prepayments	5,135,437.04	500,607.30	0.00	-5,148,111.19	487,933.15
<b>Total intangible fixed assets</b>	<b>27,433,334.59</b>	<b>8,793,136.60</b>	<b>0.00</b>	<b>0.00</b>	<b>36,226,471.19</b>
<b>II. Property, plant and equipment</b>					
1. Land, similar land rights, and buildings including buildings on third-party land	540,237,311.00	1,371,044.24	0.00	58,792,664.60	600,401,019.84
2. Technical equipment and machinery	53,627,071.59	243,505.92	0.00	1,290,764.52	55,161,342.03
3. Other equipment, operating and office equipment	44,178,731.82	2,677,386.82	-6,419,503.12	587,753.96	41,024,369.48
4. Prepayments and assets under construction	44,434,601.30	25,117,431.25	0.00	-60,671,183.08	8,880,849.47
<b>Total property, plant and equipment</b>	<b>682,477,715.71</b>	<b>29,409,368.23</b>	<b>-6,419,503.12</b>	<b>0.00</b>	<b>705,467,580.82</b>
<b>III. Financial assets</b>					
1. Shares in affiliated companies	35,980,232.03	930,336.16	-12,250.00	0.00	36,898,318.19
2. Loans to affiliated companies	0.00	0.00	0.00	0.00	0.00
2. Equity investments	2,463,913.10	0.00	0.00	0.00	2,463,913.10
3. Other loans	157,100.34	3,683.00	-83,333.33	0.00	77,450.01
<b>Total financial assets</b>	<b>38,601,245.47</b>	<b>934,019.16</b>	<b>-95,583.33</b>	<b>0.00</b>	<b>39,439,681.30</b>
<b>Grand total fixed assets</b>	<b>748,512,295.77</b>	<b>39,136,523.99</b>	<b>-6,515,086.45</b>	<b>0.00</b>	<b>781,133,733.31</b>

Depreciation, amortisation, and write-downs					Book value		
	as at 1 Jan 2018 EUR	Additions 2018 EUR	Disposals 2018 EUR	Reclassification 2018 EUR	as at 31 Dec 2018 EUR	as at 31 Dec 2018 EUR	as at 31 Dec 2017 EUR
	10,626,653.29	1,088,873.89	0.00	0.00	11,715,527.18	1,894,693.00	2,141,079.00
	8,750,732.38	1,721,377.60	0.00	0.00	10,472,109.98	11,441,511.00	564,736.00
	214,696.88	0.00	0.00	0.00	214,696.88	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	487,933.15	5,135,437.04
	<b>19,592,082.55</b>	<b>2,810,251.49</b>	<b>0.00</b>	<b>0.00</b>	<b>22,402,334.04</b>	<b>13,824,137.15</b>	<b>7,841,252.04</b>
	279,451,198.55	13,730,453.84	0.00	0.00	293,181,652.39	307,219,367.45	260,786,112.45
	47,427,903.39	1,206,290.64	0.00	0.00	48,634,194.03	6,527,148.00	6,199,168.20
	33,876,236.95	3,188,190.78	-6,412,372.12	0.00	30,652,055.61	10,372,313.87	10,302,494.87
	0.00	0.00	0.00	0.00	0.00	8,880,849.47	44,434,601.30
	<b>360,755,338.89</b>	<b>18,124,935.26</b>	<b>-6,412,372.12</b>	<b>0.00</b>	<b>372,467,902.03</b>	<b>332,999,678.79</b>	<b>321,722,376.82</b>
	6,688,532.64	764,000.00	0.00	0.00	7,452,532.64	29,445,785.55	29,291,699.39
	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	122,425.00	0.00	0.00	0.00	122,425.00	2,341,488.10	2,341,488.10
	0.00	0.00	0.00	0.00	0.00	77,450.01	157,100.34
	<b>6,810,957.64</b>	<b>764,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,574,957.64</b>	<b>31,864,723.66</b>	<b>31,790,287.83</b>
	<b>387,158,379.08</b>	<b>21,699,186.75</b>	<b>-6,412,372.12</b>	<b>0.00</b>	<b>402,445,193.71</b>	<b>378,688,539.60</b>	<b>361,353,916.69</b>



# CASH FLOW STATEMENT

## Consolidated cash flow statement

NürnbergMesse Group

	2018 EUR thousand	2017 EUR thousand
<b>Consolidated net income (+)/loss (-) for the fiscal year</b>	<b>28,138</b>	<b>-7,482</b>
+/- Depreciation, amortisation, and write-downs of fixed assets/write-ups of fixed assets	24,096	22,541
+/- Increase/decrease in provisions <sup>1)</sup>	1,372	-2,789
+/- Other non-cash expenses and income	1,683	346
-/+ Profit/loss from the disposal of fixed assets	-48	19
-/+ Increase/decrease in inventories, trade receivables, and other assets (if not investing or financing activities)	-2,793	-1,542
+/- Increase/decrease in trade payables and other liabilities (if not investing or financing activities)	-12,820	26,553
+/- Interest expense/income	4,499	1,771
- Other income from equity investments	-349	-402
+/- Income tax expense/income	9,454	241
-/+ Income taxes paid	-2,797	-4,498
<b>1. Cash flow from operating activities</b>	<b>50,433</b>	<b>34,757</b>
Non-controlling interests in cash flow from operating activities	296	201
+ Payments received from the disposal of property, plant and equipment	19	101
+ Payments received from the disposal of financial assets	146	0
- Payments made for investments in property, plant and equipment	-31,075	-35,980
- Payments made for investments in intangible fixed assets	-8,985	-5,916
- Payments made for investments in financial assets	-12	1
+ Payments received from the disposal of asset cover	0	47
- Payments made for investment in asset cover	-86	-30
+/- Payments received from the disposal of/made for investments in consolidated companies and other business units	-803	0
+ Interest received	391	516
+ Dividends received	313	138
<b>2. Cash flow from investing activities</b>	<b>-40,091</b>	<b>-41,124</b>
+ Payments received from shareholders	20,484	31
- Payments made to shareholders	-342	-381
+ Payments received from loans and borrowings	250	55,424
- Payments made for redemption of loans and borrowings	-11,423	-16,904
- Interest paid	-5,584	-1,459
<b>3. Cash flow from financing activities</b>	<b>3,385</b>	<b>36,711</b>
<b>Net change in cash funds</b>	<b>13,728</b>	<b>30,344</b>
+/- Effect on cash funds of exchange rate movements, changes in basis of consolidation and valuation	-349	-504
+ Cash funds at the beginning of the period <sup>2)</sup>	10,773	-19,068
<b>4. Cash funds at the end of the period</b>	<b>24,152</b>	<b>10,773</b>
of which liabilities on current accounts	32,625	26,339

<sup>1)</sup> Without discounting effects and changes in asset cover, without changes in provisions for income taxes

<sup>2)</sup> Netted with liabilities on current accounts

**Cash flow statement**

NürnbergMesse GmbH

	2018 EUR thousand	2017 EUR thousand
<b>Net income (+)/loss (-) for the fiscal year</b>	<b>28,242</b>	<b>-6,588</b>
+/- Depreciation, amortisation, and write-downs of fixed assets/write-ups of fixed assets	21,699	18,991
+/- Increase/decrease in provisions <sup>1)</sup>	1,052	-2,419
+/- Other non-cash expenses and income	5,656	807
-/+ Profit/loss from the disposal of fixed assets	-4	16
-/+ Increase/decrease in inventories, trade receivables, and other assets (if not investing or financing activities)	-2,457	-5,024
+/- Increase/decrease in trade payables and other liabilities (if not investing or financing activities)	-21,173	31,634
+/- Interest expense/income	4,997	2,333
- Other income from equity investments	-935	-485
+/- Income tax expense/income	8,809	-89
-/+ Income taxes paid	-1,839	-4,133
<b>1. Cash flow from operating activities</b>	<b>44,047</b>	<b>35,043</b>
+ Payments received from the disposal of property, plant and equipment	11	3
+ Payments received from the disposal of financial assets	96	0
- Payments made for investments in intangible fixed assets	-8,793	-5,583
- Payments made for investments in property, plant and equipment	-29,409	-34,054
- Payments made for investments in financial assets	-930	0
+ Payments received from the disposal of asset cover	0	47
+/- Payments received/made for the short-term management of cash investments with affiliated companies and equity investments	500	0
+ Interest received	23	30
+ Dividends received	269	826
<b>2. Cash flow from investing activities</b>	<b>-38,233</b>	<b>-38,731</b>
+ Payments received from shareholders	20,000	0
+ Payments received from (financial) loans	0	55,424
- Payments made for redemption of loans and borrowings	-11,423	0
+/- Payments received/made from current accounts from affiliated companies and equity investments	2,762	-1,218
- Interest paid	-5,461	-1,363
<b>3. Cash flow from financing activities</b>	<b>5,878</b>	<b>36,192</b>
<b>Net change in cash funds</b>	<b>11,692</b>	<b>32,504</b>
+ Cash funds at the beginning of the period	2,800	-29,704
<b>4. Cash funds at the end of the period</b>	<b>14,492</b>	<b>2,800</b>
› of which liabilities on current accounts	31,266	24,859

<sup>1)</sup> Without discounting effects and changes in asset cover, without changes in provisions for income taxes



## STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

### Statement of changes in shareholders' equity in 2018

NürnbergMesse Group

	Parent company				
	Subscribed capital	Capital reserves	Revenue reserves	Difference from currency translation	Profit/loss carried forward
	EUR	EUR	EUR	EUR	EUR
<b>Balance as at 31 Dec 2017</b>	<b>100,204,900.00</b>	<b>66,529,299.60</b>	<b>918,484.58</b>	<b>-2,839,975.41</b>	<b>6,390,435.76</b>
Transfers to/withdrawals from reserves	0.00	0.00	40,414.09	0.00	0.00
Contributions	0.00	20,000,000.00	0.00	0.00	0.00
Withdrawals	0.00	0.00	0.00	0.00	0.00
Carried forward from previous year	0.00	0.00	0.00	0.00	-7,445,159.35
Currency translation	0.00	0.00	0.00	-430,364.62	0.00
Other changes	0.00	0.00	0.00	0.00	0.00
Consolidated net retained profits/net accumulated losses	0.00	0.00	0.00	0.00	0.00
<b>Balance as at 31 Dec 2018</b>	<b>100,204,900.00</b>	<b>86,529,299.60</b>	<b>958,898.67</b>	<b>-3,270,340.03</b>	<b>-1,054,723.59</b>

### Statement of changes in shareholders' equity in 2017

NürnbergMesse Group

	Parent company				
	Subscribed capital	Capital reserves	Revenue reserves	Difference from currency translation	Profit/loss carried forward
	EUR	EUR	EUR	EUR	EUR
<b>Balance as at 31 Dec 2016</b>	<b>100,204,900.00</b>	<b>66,529,299.60</b>	<b>908,949.18</b>	<b>-2,002,881.77</b>	<b>-9,052,632.44</b>
Transfers to/withdrawals from reserves	0.00	0.00	9,535.40	0.00	0.00
Contributions	0.00	0.00	0.00	0.00	0.00
Withdrawals	0.00	0.00	0.00	0.00	0.00
Carried forward from previous year	0.00	0.00	0.00	0.00	15,443,068.20
Currency translation	0.00	0.00	0.00	-837,093.64	0.00
Other changes	0.00	0.00	0.00	0.00	0.00
Consolidated net retained profits/net accumulated losses	0.00	0.00	0.00	0.00	0.00
<b>Balance as at Dec 2017</b>	<b>100,204,900.00</b>	<b>66,529,299.60</b>	<b>918,484.58</b>	<b>-2,839,975.41</b>	<b>6,390,435.76</b>

Consolidated profit/loss attributable to the parent company EUR	Non-controlling interests				Group
	Equity EUR	Non-controlling interests before net income/loss for the fiscal year EUR	Annual profit/loss of non-controlling interests EUR	Equity EUR	Consolidated equity EUR
<b>-7,445,159.35</b>	<b>163,757,985.18</b>	<b>2,690,128.21</b>	<b>-46,221.47</b>	<b>2,643,906.74</b>	<b>166,401,891.92</b>
0.00	40,414.09	0.00	0.00	0.00	40,414.09
0.00	20,000,000.00	125,708.18	0.00	125,708.18	20,125,708.18
0.00	0.00	-329,884.66	0.00	-329,884.66	-329,884.66
7,445,159.35	0.00	-46,221.47	46,221.47	0.00	0.00
0.00	-430,364.62	0.00	0.00	0.00	-430,364.62
0.00	0.00	0.00	0.00	0.00	0.00
27,960,555.77	27,960,555.77	0.00	136,932.91	136,932.91	28,097,488.68
<b>27,960,555.77</b>	<b>211,328,590.42</b>	<b>2,439,730.26</b>	<b>136,932.91</b>	<b>2,576,663.17</b>	<b>213,905,253.59</b>

Consolidated profit/loss attributable to the parent company EUR	Non-controlling interests				Group
	Equity EUR	Non-controlling interests before net income/loss for the fiscal year EUR	Annual profit/loss of non-controlling interests EUR	Equity EUR	Consolidated equity EUR
<b>15,443,068.20</b>	<b>172,030,702.77</b>	<b>1,875,935.46</b>	<b>822,228.07</b>	<b>2,698,163.53</b>	<b>174,728,866.30</b>
0.00	9,535.40	0.00	0.00	0.00	9,535.40
0.00	0.00	15,765.10	0.00	15,765.10	15,765.10
0.00	0.00	-385,477.64	0.00	-385,477.64	-385,477.64
-15,443,068.20	0.00	822,228.07	-822,228.07	0.00	0.00
0.00	-837,093.64	0.00	0.00	0.00	-837,093.64
0.00	0.00	361,677.22	0.00	361,677.22	361,677.22
-7,445,159.35	-7,445,159.35	0.00	-46,221.47	-46,221.47	-7,491,380.82
<b>-7,445,159.35</b>	<b>163,757,985.18</b>	<b>2,690,128.21</b>	<b>-46,221.47</b>	<b>2,643,906.74</b>	<b>166,401,891.92</b>



# ABRIDGED NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AND NOTES FOR FISCAL YEAR 2018

## 1. General information

NürnbergMesse GmbH, headquartered in Nuremberg, is entered in the Commercial Register of Nuremberg Local Court (Amtsgericht) under No. HRB 761.

These annual financial statements have been prepared in accordance with Sections 242 et seqq. of the German Commercial Code (HGB), taking into account the provisions applicable to corporations (Sections 264 et seqq. HGB) as amended by the Act Implementing the European Accounting Directive (BilRUG) and in accordance with the relevant and applicable provisions of the German Limited Liability Companies Act (GmbHG). The consolidated financial statements have been prepared in accordance with the provisions of Sections 290 et seqq. HGB.

Property, plant and equipment; other provisions; provisions for pensions and similar obligations; and other liabilities are valued in a manner deviating from tax law. As a result, they yield deferred taxes. Deferred tax assets exceed the deferred tax liabilities. The option to form an asset position for deferred tax income in accordance with Section 274 (1) sentence 2 HGB has not been exercised in the single-entity financial statements. Deferred taxes are calculated using the individual tax rate for NürnbergMesse GmbH of 31.5%. The deferred tax assets resulting from the single-entity financial statements were also not capitalised in the consolidated financial statements. Where deferred tax positions resulted from changes in the scope of consolidation under Section 306 HGB, these were recognised in the consolidated balance sheet. These deferred tax positions were calculated on the basis of the individual tax rate applicable to the Group company concerned.

The Company is classified as a large corporation under Section 267 (3) HGB. The income statement has been prepared according to the total cost (nature of expense) format.

### A. CONSOLIDATED FINANCIAL STATEMENTS

NürnbergMesse GmbH prepares consolidated financial statements in accordance with Sections 290 et seqq. HGB.

### B. CONSOLIDATED GROUP

Holtmann GmbH & Co. KG and LEHRIEDER CATERING-ARTY-SERVICE GmbH & Co. KG are included because of the possibility of control as a result of a majority of voting rights under the Articles of Association.

NürnbergMesse India Pvt. Ltd. was formed in New Delhi on 10 April 2013. NürnbergMesse GmbH holds 99.96% and NürnbergMesse Beteiligungs-GmbH 0.04% of NürnbergMesse India. As it is no longer of secondary importance, NürnbergMesse India was included in the consolidated financial statements for the first time for 2016. Because of its different fiscal year, interim financial statements were prepared as at 31 December 2018.

The limited partner share of 50% of the limited partner capital in Holtmann GmbH & Co. KG and 50% of Holtmann Beteiligungsverwaltungs GmbH (general partner company) – which, in accordance with Section 296 (2) HGB, was not included in the 2018 consolidated financial statements because of the entities' secondary importance – was acquired effective 1 January 2010.

A 50% share was assumed by Holtmann GmbH & Co. KG on 8 November 2010 when mesomondo GmbH was formed. The remaining 50% was acquired effective 1 March 2011, so that Holtmann GmbH & Co. KG holds 100% of mesomondo GmbH. In accordance with Section 296 (2) HGB, mesomondo GmbH is not included in the 2018 consolidated financial statements due to its secondary importance.

Holtmann GmbH & Co. KG acquired 100% of E(POMONDO S.r.l. when the latter was formed in 2012. In accordance with Section 296 (2) HGB, E(POMONDO S.r.l. is not included in the 2018 consolidated financial statements due to its secondary importance.

In 2009, NürnbergMesse GmbH acquired 99.99% in NürnbergMesse Brasil Feiras e Congressos Ltda. (formerly Nielsen Business Media Brasil Feiras e Congressos Ltda.). The remaining 0.01% was acquired by NürnbergMesse Beteiligungs-GmbH. In accordance with Section 301 (1) HGB, former version, the Brazilian subsidiary was included in the consolidated financial statements according to the book value method for the first time as at the acquisition date of 7 April 2009.

In accordance with Section 296 (2) HGB, NürnbergMesse Italia S.r.l., formed on 11 May 2009, is not included in the 2018 consolidated financial statements due to its secondary importance.

NürnbergMesse North America Inc., formed on 21 September 2007, and NürnbergMesse China Co., Ltd., formed on 31 October 2006, were included in the consolidated financial statements in accordance with Section 301 (1) HGB, former version, for the first time in 2008, applying the book value method.

SMT/ASIC/Hybrid MESAGO Messe & Kongreß GmbH & Co. oHG is not included in the consolidated financial statements under equity accounting as per Section 311 (2) HGB due to its secondary importance as a result of its small contribution to earnings.

NürnbergMesse GmbH acquired a 24.5% share in the newly-established ExpoNova Exhibitions and Conferences (India) Pvt. Ltd. effective 16 January 2013. In accordance with Section 311 (2) HGB, it is likewise not included under equity accounting in the 2018 consolidated financial statements due to its secondary importance.

NürnbergMesse GmbH acquired 50% of the shares of LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG, effective 1 January 2016. In 2016, LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG was included in the consolidated financial statements for the first time in accordance with Section 301 HGB, using the revaluation method.

NürnbergMesse GmbH acquired 50% of the shares of Lehrieder Verwaltungs-GmbH effective 1 January 2016. In accordance with Section 296 (2) HGB, Lehrieder Verwaltungs-GmbH is not included in the 2018 consolidated financial statements due to its secondary importance.

Effective 1 January 2016, NürnbergMesse GmbH contributed Lilly Verwaltungs- und Beteiligungsgesellschaft mbH to LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG, so that LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG became the 100% owner of Lilly Verwaltungs- und Beteiligungsgesellschaft mbH. In accordance with Section 296 (2) HGB, Lilly Verwaltungs- und Beteiligungsgesellschaft mbH is not included in the 2018 consolidated financial statements due to its secondary importance.

Effective 1 January 2016, NürnbergMesse GmbH contributed Gaststättenbetrieb Kurt Lilly GmbH & Co. KG to LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG, so that LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG became the 100% owner of Gaststättenbetrieb Kurt Lilly GmbH & Co. KG. In accordance with Section 296 (2) HGB, Gaststättenbetrieb Kurt Lilly GmbH & Co. KG is not included in the 2018 consolidated financial statements due to its secondary importance.

NürnbergMesse GmbH holds 51% of the shares of MedtecLIVE GmbH, which was founded on 4 May 2018 and entered in the Commercial Register on 8 May 2018. In 2018, MedtecLIVE GmbH was included in the consolidated financial statements for the first time in accordance with Section 301 HGB, using the revaluation method.

### C. CONSOLIDATION PRINCIPLE

Among the domestic subsidiaries included in the consolidated financial statements, a controlling and profit-and-loss transfer agreement is in place only with NürnbergMesse Beteiligungs-GmbH.

The annual financial statements of all included companies, as well as the consolidated financial statements, have the closing date of 31 December 2018 and are prepared in accordance with uniform accounting policies. Because the company has a different fiscal year, interim financial statements at 31 December 2018 were prepared for NürnbergMesse India Pvt. Ltd. The original closing date for the annual financial statements of NürnbergMesse India Pvt. Ltd. was 31 March 2018. The capital of the subsidiaries acquired before 1 January 2010 was consolidated using the book value method by offsetting the acquisition values of the equity investments against the proportional equity capital at the time of purchase or date when the subsidiary was included in the consolidated financial statements for the first time. The capital consolidation of the subsidiary Holtmann GmbH & Co. KG, which was acquired in fiscal year 2010, is stated in accordance with Section 301 HGB using the revaluation method.

The asset-side differences resulting from the subsidiary's capital consolidation are either assigned to these subsidiaries' hidden reserves or event rights, or are recognised as goodwill. The goodwill of the acquired subsidiaries NürnbergMesse Brasil Feiras e Congressos Ltda. and NürnbergMesse Beteiligungs-GmbH is amortised over 15 years. The useful life is set at 15 years because a long-term orientation of the exhibition business is assumed and it can be expected that the goodwill can be utilised over this period. The asset-side difference resulting from the capital consolidation of Holtmann GmbH & Co. KG was amortised over five years, ending in 2014.

NürnbergMesse North America Inc. and NürnbergMesse China Co., Ltd. were consolidated for the first time as at 31 December 2008 according to the book value method. Goodwill was amortised over four years, ending in 2012.

NürnbergMesse India Pvt. Ltd., formed in fiscal year 2013 and initially not consolidated because of its secondary importance in accordance with Section 296 (2) HGB, was consolidated for the first time as at 1 January 2016. In accordance with Section 301 (2) sentences 3 and 4 HGB, generally the valuation ratios at the date of a subsidiary's first consolidation are taken as a basis. However, the decision was made not to perform a revaluation because the parent company founded the company itself. The difference between the cost of acquiring the subsidiary and the carrying value of equity in Commercial Balance Sheet II was offset against the consolidated losses carried forward, with no net effect on profit or loss.

LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG was consolidated for the first time as at 1 January 2016, using the revaluation method. Goodwill will be amortised over 10 years, as the catering business is assumed to have a long-term focus and the goodwill can presumably be utilised over that period.

On 8 May 2018, MedtecLIVE GmbH was included in the consolidated financial statements for the first time, according to the revaluation method. Goodwill will be amortised over 10 years, as the trade fair business is assumed to have a long-term focus and the goodwill can presumably be utilised over that period.

AMA-Service GmbH was included at equity in the consolidated financial statements for the first time in 2004 according to the book value method. The associated company was first consolidated at the time the shares were acquired (1 January 2004). The same date was used in calculating the difference arising on consolidation. The difference on the asset side from the proportionate equity was originally amortised over four years using the straight-line method based on the useful life of the event right. In 2006, the residual useful life was extended to six years because of the early extension of the license agreement, so amortisation ended in 2011.

The receivables and liabilities between the companies included in the consolidated financial statements are offset. The differences resulting from the offsetting of receivables and liabilities in foreign currencies are treated as a "difference from currency translation" taken directly to equity.

Intra-Group income is offset against corresponding expenses. Provisions set aside to cover obligations to other consolidated companies in the single-entity annual financial statements of NürnbergMesse are reversed in the consolidated financial statements and lead to a difference in the consolidation of debt or expenditure and of income.

From 2018 onward, due to immateriality, the Group has opted not to offset the intra-Group transactions in the amount of EUR 4.4 million between Holtmann GmbH and NürnbergMesse GmbH, with no net effect on profit or loss, by way of mesomondo GmbH, which is not included in the consolidated financial statements in accordance with Section 296 (2) HGB.

The currencies of the balance sheets and income statements of consolidated foreign subsidiaries are translated according to the modified closing rate method.

Accordingly, equity – except for the net income/loss for the year – is translated at historical exchange rates, and the other asset and liability positions – except for depreciation and amortisation on fixed assets – are translated at the mean spot rates at the balance sheet date.

The items in the income statement of the Group are translated at the annual average rates. The net income/loss for the year from the translated income statement is transferred to the consolidated balance sheet, and the difference is not recognised in the income statement.

## 2. Disclosures for the balance sheet of NürnbergMesse GmbH and consolidated balance sheet

### ASSETS

#### A. FIXED ASSETS

**Intangible fixed assets** are measured at cost less amortisation. Amortisation in the year of addition is applied pro rata temporis.

**Property, plant and equipment** are recognised at cost in compliance with the accounting provisions of the German Commercial Code, applying depreciation over the estimated useful life.

Buildings are recognised at cost. Some of the debt capital interest is capitalised over the period of construction. For the year under review, debt capital interest was capitalised for land, similar land rights, and buildings including buildings on third-party land in the amount of EUR 380 thousand.

**Low-value assets** with a value of up to EUR 800 were written off immediately in the year they were added.

For **financial assets**, shares in affiliated companies and equity investments are generally recognised at cost. Any subsequent capital increases also increase the cost accordingly. Low-interest loans are recognised at net present value. Where necessary, the lower fair value as at the balance sheet date has been recognised.

#### B. CURRENT ASSETS

**Inventory** relates to work in progress and services, which are recognised at cost, taking into account appropriate shares of overhead in accordance with Section 255 (2) HGB, and also advertising materials. Advertising materials are measured at fixed value in accordance with Section 240 (3) HGB. Prepayments received on inventory are openly deducted from inventory. Inventory includes shares of production overhead, including depreciation of EUR 274 thousand.

**Receivables and other assets** are recognised at nominal value less the appropriate write-downs.

**Receivables from affiliated companies** of the parent company include EUR 1,077 thousand in trade receivables and EUR 2,096 thousand in other assets. Of the receivables from affiliated companies recognised in the consolidated financial statements, EUR 437 thousand refers to trade receivables and EUR 38 thousand refers to other assets.

Apart from wage advances, as well as premiums for interest-limiting transactions (caps), **other assets** of the parent company include only receivables with a residual term of less than one year. The consolidated financial statements also include furnished security deposits and collateral, as well as loans, all with a residual term of more than one year.

#### C. CASH AND CASH EQUIVALENTS

**Cash and cash equivalents** are recognised at nominal values and are available for expenses arising shortly after the balance sheet date.

### EQUITY AND LIABILITIES

#### A. EQUITY

The **subscribed capital** remained unchanged in the reporting year.

**Capital reserves** increased due to cash contributions by the principal shareholder.

The **revenue reserves** were formed in previous years.

The **profit carried forward** relates to previous years and is carried forward to new account.

#### B. PROVISIONS

Provisions that are predominantly long-term have been classified as long-term provisions in full.

The **provisions for pensions** are recognised according to actuarial reports in accordance with the provisions of the Accounting Law Modernisation Act through the application of the projected unit credit method. The 2018 mortality tables by Dr Klaus Heubeck are applied to the calculation with the following assumptions:

Actuarial interest rate	3.21% p. a.
Expected pension trend	2.00% p. a.

There is a difference of EUR 660 thousand between the measurement at the average actuarial interest rate from the past 10 years and the measurement at the rate from the past seven years. The interest component from the change in provisions during the reporting year is recognised under interest and similar expenses.

The recognised difference from asset offsetting in the consolidated balance sheet results from netting the pension reinsurance cover against pension provisions for one subsidiary, as provided in Section 246 (2) sentence 2 HGB. The fair value of the netted assets was EUR 487 thousand, cost was EUR 466 thousand, and the fulfilment amount for the offset pension provision was EUR 122 thousand. The fair value corresponds to the insurer's reported fair valuation.

**Tax provisions** are recognised in the amount of the expected charges from taxes not yet assessed, including prepayments made.

The scope of the **other provisions** is calculated with due regard for commercial principles. Provisions are set aside in the amount of the prospective settlement. For provisions with a residual term of more than one year, future price and cost increases are taken into account and discounting is applied at the balance sheet date.

The provisions include provisions for maintenance in accordance with Section 249 (1) sentence 3 HGB former version, and in accordance with Section 249 (2) HGB former version, which are retained in accordance with Article 67 (3) sentence 1 of the Introductory Act of the German Commercial Code (EGHGB).

### C. LIABILITIES

**Liabilities** were measured at the settlement amount.

	NürnbergMesse Group			NürnbergMesse GmbH		
	up to one year EUR thousand	one to five years EUR thousand	more than five years EUR thousand	up to one year EUR thousand	one to five years EUR thousand	more than five years EUR thousand
1. Due to banks <i>(previous year)</i>	62,029 39,911	33,144 57,423	20,770 24,351	59,919 37,931	33,144 57,423	20,770 24,351
2. Payments received on account for orders <i>(previous year)</i>	41,136 54,871	237 0	0 0	36,658 50,961	0 0	0 0
3. Trade payables <i>(previous year)</i>	12,377 11,144	553 922	0 0	10,071 8,700	553 921	0 0
4. Due to affiliated companies <i>(previous year)</i>	216 35	0 0	0 0	4,065 7,842	0 0	0 0
5. Due to shareholders <i>(previous year)</i>	369 326	500 500	0 0	107 291	0 0	0 0
6. Other liabilities <i>(previous year)</i>	7,909 4,621	8,905 12,486	74 74	6,645 3,936	8,900 12,479	75 75
<b>Total</b> <i>(previous year)</i>	<b>124,036</b> 110,908	<b>43,339</b> 71,331	<b>20,844</b> 24,425	<b>117,465</b> 109,661	<b>42,597</b> 70,823	<b>20,845</b> 24,426

The single-entity financial statements of the parent company recognised no liabilities secured by liens or similar rights as at the closing date. In the consolidated financial statements, liabilities to banks of EUR 1,393 thousand are secured by various machinery under a global assignment and transfer as security.

**Liabilities to affiliated companies** of NürnbergMesse GmbH include trade payables of EUR 420 thousand which are netted against trade receivables of EUR 30 thousand. Additional other liabilities of EUR 12,814 thousand are netted against other assets of EUR 9,139 thousand on

the basis of the offsetting procedures in place at the domestic subsidiaries. The liabilities to affiliated companies recognised in the consolidated financial statements include EUR 75 thousand in trade payables and EUR 141 thousand in other liabilities.

The liabilities to shareholders of NürnbergMesse GmbH are included in the trade payables. Liabilities to shareholders in the consolidated financial statements include EUR 326 thousand in trade payables and EUR 544 thousand in other liabilities.

### 3. Disclosures on the income statement of NürnbergMesse GmbH and consolidated income statement

#### SALES REVENUE

Sales revenue is classified by activity and geographic market as follows:

##### Sales revenue by activity type

	NürnbergMesse Group EUR thousand	NürnbergMesse GmbH EUR thousand
Own and partner events	129,329	130,674
Guest events/NCC	70,056	70,056
International	30,100	10,855
MesseService/other	85,626	58,730
<b>Total</b>	<b>315,111</b>	<b>270,315</b>

##### Sales revenue by region

	NürnbergMesse Group EUR thousand	NürnbergMesse GmbH EUR thousand
Germany	285,695	259,860
Europe without Germany	4,395	1,028
Asia	13,514	6,238
Americas	11,430	3,128
Other abroad	77	61
<b>Total</b>	<b>315,111</b>	<b>270,315</b>

The sales revenue includes out-of-period income of EUR 167 thousand at NürnbergMesse GmbH and in the Group.

#### OTHER OPERATING INCOME

The other operating income includes out-of-period income of EUR 2,655 thousand at NürnbergMesse GmbH and EUR 2,981 thousand in the Group. Out-of-period income stems primarily from the reversal of provisions.

#### EVENT EXPENSES

Event-related expenses primarily include costs for press/information events, exhibitor and visitor advertising, conference and meeting organisation, technical realisation, general material expenses, reports, and remuneration for partners for events in fiscal year 2018. The event expenses include out-of-period expenses of EUR 252 thousand at NürnbergMesse GmbH and in the Group.

#### DEPRECIATION, AMORTISATION, AND WRITE-DOWNS

This item comprises amortisation of intangible fixed assets, depreciation of property, plant and equipment, and write-downs of financial assets. The write-downs of financial assets for the parent company are recognised separately in accordance with Section 275 (2) HGB.

A write-down of EUR 764 thousand was recognised in the annual financial statements of the parent company for the temporary impairment of the book value of the equity interest in MedteCLIVE GmbH.

#### OTHER OPERATING EXPENSES

Other operating expenses primarily include costs for improvements to services, maintenance, services, and general administrative expenses. The single-entity financial statements of the parent company include out-of-period expenses of EUR 16 thousand. The consolidated financial statements include out-of-period expenses of EUR 136 thousand.

#### TAXES

Taxes on income consist primarily of expenses for corporate income tax and trade tax for 2018 and refunds for prior years. The single-entity and consolidated financial statements include out-of-period income of EUR 35 thousand.

## 4. Other information

Staff		
Annual average		
	NürnbergMesse Group 2018	NürnbergMesse GmbH 2018
Permanent and temporary staff	982	492
Apprentices	39	23
Students, degree BA in business administration, exhibition, congress, and event management at the Baden-Württemberg Cooperative State University (DHBW), Ravensburg	18	14
<b>Total</b>	<b>1,039</b>	<b>529</b>

No **contingent liabilities** to third parties and affiliated companies as defined in Section 251 HGB were present as at the balance sheet date.

**Other financial obligations** in the Group totalled EUR 58,904 thousand as at the balance sheet date, with EUR 51,832 thousand relating to NürnbergMesse GmbH.

The obligations mainly relate to energy supply, rental, and telecommunications contracts and to the open purchase order commitment for fixed assets as at 31 December 2018.

**Pension entitlements of the governing bodies** result from contractual agreements with members of the Management Board and former members of the Management Board.

No advances or loans have been paid to the managing directors of NürnbergMesse GmbH or the subsidiaries.

### CURRENCY TRANSLATION

Foreign currency receivables with a residual term of one year or less have been translated at the mean spot rate at the closing date in accordance with Section 256a HGB without considering the restriction of the purchasing cost and realisation principle.

Foreign currency liabilities with a residual term of one year or less have been translated at the mean spot rate at the closing date in accordance with Section 256a HGB without considering the restriction of the maximum value or realisation principle.

### DERIVATIVE FINANCIAL INSTRUMENTS

The Group uses derivative financial instruments to hedge against interest rate risks on current loans.

Two interest rate hedges in the form of a maximum rate agreement (cap) were in place at the balance sheet date.

The existing interest rate caps were established in fiscal 2012 for loans of EUR 5,000 thousand and EUR 12,000 thousand with terms until 2021. A valuation unit has been formed for the former loan. For the second interest rate cap, a refinancing during the previous year resulted in a cancellation of the existing hedge valuation unit, with the consequence that the book value of the cap premium recognised among "other assets" had to be written down to the fair value. At the balance sheet date, the cap premiums had a total fair value of EUR 27.72, compared to a book value of EUR 19,833.88.

The swap agreement held by the parent company at the balance sheet date, constituting a valuation unit together with the loan liability as the underlying transaction, has a nominal value of EUR 12,479 thousand, reaches maturity in 2022, and has a negative fair value of EUR 750 thousand.

Interest risks from fluctuations in the Euribor rate are prevented through congruent application of Euribor in the hedge transaction if the characteristics of the underlying transaction and hedge transaction match (critical terms match method). Effectiveness is calculated retroactively by comparing the payment flows.

Fair values are based on the mark-to-market method and were taken from bank communications.

### STATEMENT OF SHARE OWNERSHIP

A current statement of share ownership has been filed with the Nuremberg Local Court under the register number HRB 761.

### AUDITOR'S FEE

The total fee for the audit of the 2018 annual financial statements of NürnbergMesse GmbH was EUR 26 thousand. The total auditor's fee for the consolidated financial statements and the domestic subsidiaries included in the consolidated financial statements was EUR 50 thousand. The total fee for the review of a foreign subsidiary was EUR 1 thousand. Additionally, expenses of EUR 13 thousand were incurred during the reporting year for other certification services along with EUR 3 thousand for other services.

### SIMPLIFICATIONS FOR GROUP SUBSIDIARIES

Holtmann GmbH & Co. KG, Langenhagen, and LEHRIEDER CATERING-PARTY-SERVICE GmbH & Co. KG, Nuremberg, which are included in the consolidated financial statements of NürnbergMesse GmbH, fulfil the requirements of Section 264b HGB and therefore exercise the option not to publish annual financial statements as at 31 December 2018 or a management report for fiscal 2018. The consolidated financial statements of NürnbergMesse GmbH, Nuremberg, are published in the Electronic Federal Gazette.

## 5. Governing bodies

### Members of the Management Board

Management Board members of NürnbergMesse GmbH in fiscal year 2018 were:

Diplom-Kaufmann Dr rer. pol. Roland Fleck	Nuremberg
Diplom-Kaufmann Peter Ottmann	Schnaittach

### Members of the Supervisory Board

Supervisory Board members of NürnbergMesse GmbH in fiscal year 2018 were:

#### Chairman of the Supervisory Board

State Minister Albert Füracker	Free State of Bavaria (since 1 October 2018)
Dr Ulrich Maly, Mayor	City of Nuremberg (until 30 September 2018)

#### Deputy Chairman of the Supervisory Board

Dr Ulrich Maly, Mayor	City of Nuremberg (since 1 October 2018)
State Minister Albert Füracker	Free State of Bavaria (from 23 May 2018 to 30 September 2018)

Minister President Dr Markus Söder	Free State of Bavaria (until 16 March 2018)
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#### Members of the Supervisory Board

Undersecretary Marlene Anton	Free State of Bavaria (since 6 November 2018)
Prof. Dr jur. Elmar Forster, General Manager	Handwerkskammer for Middle Franconia, Nuremberg
Dr Michael Fraas, Full-Time City Councillor	City of Nuremberg
Dr Daniela Hüttinger, City Councillor	City of Nuremberg
Marcus König, City Councillor	City of Nuremberg (since 31 January 2018)
Dr Nicole Lang, Leading Ministerial Director	Free State of Bavaria (since 27 November 2018)
Markus Löttsch, General Manager	Industrie- und Handelskammer Middle Franconia, Nuremberg
Christian Vogel, Mayor	City of Nuremberg
State Secretary Roland Weigert, Member of the Bavarian Parliament	Free State of Bavaria (since 14 December 2018)
Dr Markus Wittmann, Leading Ministerial Director	Free State of Bavaria
Sebastian Brehm, City Councillor	City of Nuremberg (until 31 January 2018)
Head Undersecretary Dr Christian Haslbeck	Free State of Bavaria (until 27 September 2018)
State Secretary Franz Josef Pschierer, Member of the Bavarian Parliament	Free State of Bavaria (until 9 November 2018)
State Secretary Dr Hans Reichart, Member of the Bavarian Parliament	Free State of Bavaria (from 23 May 2018 to 13 November 2018)

#### Employee representatives on the Supervisory Board (since 14 December 2018)

Jürgen Albrecht	NürnbergMesse GmbH
Thomas Benzinger	NürnbergMesse GmbH
Christopher Boss	NürnbergMesse GmbH
Lukas Handrich	NürnbergMesse GmbH
Elke Harreiß	NürnbergMesse GmbH
Andreas Müller	NürnbergMesse GmbH

No compensation was paid to members of the Supervisory Board in the fiscal year.

## **6. Appropriation of net profit proposed by the Management Board**

The Management Board proposes approving the net income of EUR 28,242,074.61 recognised for the fiscal year ended 31 December 2018 and, together with the profit carried forward of EUR 7,244,907.51, carrying it forward to new account.

Nuremberg, 12 April 2019

NürnbergMesse GmbH

Dr Roland Fleck  
CEO

Peter Ottmann  
CEO



# AUDITOR'S REPORTS<sup>1)</sup>

## NürnbergMesse Group

### INDEPENDENT AUDITOR'S REPORT

To NürnbergMesse GmbH, Nuremberg

#### Audit opinions

We have audited the consolidated financial statements of NürnbergMesse GmbH, Nuremberg, and its subsidiaries (the Group) – comprising the consolidated balance sheet as at 31 December 2018, the consolidated income statement, the consolidated statement of changes in equity, and the consolidated cash flow statement for the fiscal year from 1 January to 31 December 2018 and the notes to the consolidated financial statements, including the presentation of the accounting policies. We also audited the combined management report and Group management report (hereinafter: "management report") of NürnbergMesse GmbH, Nuremberg, for the fiscal year from 1 January to 31 December 2018.

In our opinion, based on the findings of our audit,

- the accompanying consolidated financial statements comply, in all material respects, with the provisions of the German Commercial Code and, in compliance with the German generally accepted principles of accounting, give a true and fair view of the net assets and financial position of the Group as at 31 December 2018, as well as its results of operations for the fiscal year from 1 January to 31 December 2018, and
- the accompanying management report provides an accurate picture of the Group's position. In all material respects, this management report is consistent with the consolidated financial statements, complies with German law, and accurately presents the opportunities and risks of future development.

In accordance with Section 322 (3) sentence 1 HGB, we declare that our audit has not led to any objections against the correctness of the consolidated financial statements and the management report.

#### Basis for the audit opinions

We conducted our audit of the consolidated financial statements and of the management report in accordance with Section 317 HGB and in compliance with the generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors in Germany (Institut der Wirtschaftsprüfer (IDW)). Our responsibility in accordance with these regulations and principles is further described in the section "Auditor's responsibility for the audit of the consolidated financial statements and the management report" of our auditor's report. We are independent of the group companies in accordance with German commercial and professional regulations and have fulfilled our other German professional duties in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and suitable for providing a basis for our audit opinions on the consolidated financial statements and the management report.

#### Responsibility of the legal representatives and of the Supervisory Board for the consolidated financial statements and management report

The legal representatives are responsible for the preparation of the consolidated financial statements, which are consistent with the provisions of the German Commercial Code in all material respects, and for ensuring that the consolidated financial statements, in compliance with German generally accepted principles of accounting, present a true and fair view of the asset, financial and result situation of the Group. In addition, the legal representatives are responsible for such internal controls as they determine are necessary in compliance with German generally accepted principles of accounting to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

<sup>1)</sup> The auditor's reports relate to the complete annual and consolidated financial statements.

In preparing the consolidated financial statements, the legal representatives are responsible for assessing the Group's ability to continue as a going concern. They also have the responsibility for disclosing, as applicable, matters related to going concern. In addition, they are responsible for financial reporting based on the going concern basis of accounting unless precluded by actual or legal circumstances.

Furthermore, the legal representatives are responsible for the preparation of the management report that, as a whole, provides an accurate view of the Group's position and is, in all material respects, consistent with the consolidated financial statements, complies with German legal requirements, and accurately presents the opportunities and risks of future development. In addition, the legal representatives are responsible for such arrangements and measures (systems) as they have considered necessary to enable the preparation of a management report that is in accordance with the applicable German legal requirements, and to be able to provide sufficient appropriate evidence for the assertions in the management report.

The Supervisory Board is responsible for overseeing the Group's financial reporting process for the preparation of the consolidated financial statements and of the management report.

#### **Auditor's responsibility for the audit of the consolidated financial statements and of the management report**

Our objective is to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and whether the management report as a whole provides an accurate view of the Group's position and, in all material respects, is consistent with the consolidated financial statements and the knowledge obtained in the audit, complies with the German legal requirements and accurately presents the opportunities and risks of future development, as well as to issue an auditor's report that includes our opinions on the consolidated financial statements and on the management report.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Section 317 HGB and in compliance with generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors in Germany (Institut der Wirtschaftsprüfer (IDW)) and will always detect a material misstatement. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements and this management report.

We exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatements of the consolidated financial statements and the management report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of the internal control system relevant to the audit of the consolidated financial statements and of arrangements and measures relevant to the audit of the management report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of these systems.

- Evaluate the appropriateness of accounting policies used by the legal representatives and the reasonableness of estimates made by the legal representatives and related disclosures.
- Conclude on the appropriateness of the legal representatives' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in the auditor's report to the related disclosures in the consolidated financial statements and in the management report or, if such disclosures are inadequate, to modify our respective opinions. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to be able to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements present the underlying transactions and events in a manner that the consolidated financial statements give a true and fair view of the asset, financial and result situation of the Group in compliance with German generally accepted principles of accounting.
- Obtain sufficient appropriate audit evidence regarding the financial information of the companies or business activities within the Group to express opinions on the consolidated financial statements and on the management report. We are responsible for the direction, supervision and performance of the group audit. We are solely responsible for our opinions.
- Evaluate the consistency of the management report with the consolidated financial statements, its conformity with the law, and the view of the Group's position it provides.
- Perform audit procedures on the prospective information presented by management in the management report. On the basis of sufficient appropriate audit evidence, we evaluate, in particular, the significant assumptions used by the legal representatives as a basis for the prospective information, and evaluate the proper derivation of the prospective information from these assumptions. We do not express a separate opinion on the prospective information and on the assumptions used as a basis. There is a substantial unavoidable risk that future events will differ materially from the prospective information.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Nuremberg, 12 April 2019

Rödl & Partner GmbH  
Wirtschaftsprüfungsgesellschaft  
Steuerberatungsgesellschaft

Grässle	Hahn
Auditor	Auditor

## NürnbergMesse GmbH

### INDEPENDENT AUDITOR'S REPORT

To NürnbergMesse GmbH, Nuremberg

#### Audit opinions

We have audited the annual financial statements of NürnbergMesse GmbH, Nuremberg, – comprising the balance sheet as at 31 December 2018, the income statement for the fiscal year from 1 January to 31 December 2018 and the notes to the financial statements, including the presentation of the accounting policies. We also audited the combined management report and Group management report (hereinafter: "management report") of NürnbergMesse GmbH, Nuremberg, for the fiscal year from 1 January to 31 December 2018.

In our opinion, based on the findings of our audit,

- the accompanying annual financial statements comply, in all material respects, with the provisions of the German Commercial Code applicable to corporations and, in compliance with the German principles of proper accounting, give a true and fair view of the net assets and financial position of the company as at 31 December 2018, as well as its results of operations for the fiscal year from 1 January to 31 December 2018, and
- the accompanying management report provides an accurate picture of the company's position. In all material respects, this management report is consistent with the annual financial statements, complies with German law, and accurately presents the opportunities and risks of future development.

In accordance with Section 322 (3) sentence 1 HGB, we declare that our audit has not led to any objections against the correctness of the annual financial statements and the management report.

#### Basis for the audit opinions

We conducted our audit of the annual financial statements and of the management report in accordance with Section 317 HGB and in compliance with the generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors in Germany (Institut der Wirtschaftsprüfer (IDW)). Our responsibility in accordance with these regulations and principles is further described in the section "Auditor's responsibility for the audit of the annual financial statements and the management report" of our auditor's report. We are independent of the company in accordance with German commercial and professional regulations and have fulfilled our other German professional duties in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and suitable for providing a basis for our audit opinions on the annual financial statements and the management report.

#### Responsibility of the legal representatives and of the Supervisory Board for the annual financial statements and management report

The legal representatives are responsible for the preparation of the annual financial statements, which are consistent with the provisions of the German Commercial Code applicable to corporations in all material respects, and for ensuring that the annual financial statements, in compliance with German generally accepted principles of accounting, present a true and fair view of the asset, financial and result situation of the Group. In addition, the legal representatives are responsible for such internal controls as they determine are necessary in compliance with German generally accepted principles of accounting to enable the preparation of annual financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the annual financial statements, the legal representatives are responsible for assessing the company's ability to continue as a going concern. They also have the responsibility for disclosing, as applicable, matters related to going concern. In addition, they are responsible for financial reporting based on the going concern basis of accounting unless precluded by actual or legal circumstances.

Furthermore, the legal representatives are responsible for the preparation of the management report that, as a whole, provides an accurate view of the company's position and is, in all material respects, consistent with the annual financial statements, complies with German legal requirements, and accurately presents the opportunities and risks of future development. In addition, the legal representatives are responsible for such arrangements and measures (systems) as they have considered necessary to enable the preparation of a management report that is in accordance with the applicable German legal requirements, and to be able to provide sufficient appropriate evidence for the assertions in the management report.

The Supervisory Board is responsible for overseeing the company's financial reporting process for the preparation of the annual financial statements and of the management report.

**Auditor's responsibility for the audit of the annual financial statements and of the management report**

Our objective is to obtain reasonable assurance about whether the annual financial statements as a whole are free from material misstatement, whether due to fraud or error, and whether the management report as a whole provides an accurate view of the Group's position and, in all material respects, is consistent with the annual financial statements and the knowledge obtained in the audit, complies with the German legal requirements and accurately presents the opportunities and risks of future development, as well as to issue an auditor's report that includes our opinions on the annual financial statements and on the management report.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Section 317 HGB and in compliance with generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors in Germany (Institut der Wirtschaftsprüfer (IDW)) and will always detect a material misstatement. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these annual financial statements and this management report.

We exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatements of the annual financial statements and the management report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of the internal control system relevant to the audit of the annual financial statements and of arrangements and measures relevant to the audit of the management report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's systems.

- Evaluate the appropriateness of accounting policies used by the legal representatives and the reasonableness of estimates made by the legal representatives and related disclosures.
- Conclude on the appropriateness of the legal representatives' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in the auditor's report to the related disclosures in the annual financial statements and in the management report or, if such disclosures are inadequate, to modify our respective opinions. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to be able to continue as a going concern.
- Evaluate the overall presentation, structure and content of the annual financial statements, including the disclosures, and whether the annual financial statements present the underlying transactions and events in a manner that the annual financial statements give a true and fair view of the asset, financial and result situation of the company in compliance with German generally accepted principles of accounting.
- Evaluate the consistency of the management report with the annual financial statements, its conformity with the law, and the view of the company's position it provides.
- Perform audit procedures on the prospective information presented by management in the management report. On the basis of sufficient appropriate audit evidence, we evaluate, in particular, the significant assumptions used by the legal representatives as a basis for the prospective information, and evaluate the proper derivation of the prospective information from these assumptions. We do not express a separate opinion on the prospective information and on the assumptions used as a basis. There is a substantial unavoidable risk that future events will differ materially from the prospective information.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in the internal control system that we identify during our audit.

Nuremberg, 12 April 2019

Rödl & Partner GmbH  
Wirtschaftsprüfungsgesellschaft  
Steuerberatungsgesellschaft

Grässle	Hahn
Auditor	Auditor



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