

JULY 2019

MESSE DÜSSELDORF INDIA

CORPORATE PRESENTATION

www.md-india.com



Basis for
Business



MESSE DÜSSELDORF GROUP – FACTS AND FIGURES

- ä 50 trade fairs held in Düsseldorf alone, including **23 No. 1 trade fairs**
- ä **5 fields of expertise**
(Machine Tools, Plant & Equipment / Retail, Trade & Services / Health & Medicine/ Beauty & Lifestyle / Leisure)
- ä **High level of internationality in 2018** at our own events in the area of expertise machinery, plant and equipment:

International exhibitors	67.2%
International trade visitors	36.2%
- ä Total exhibition space (indoor/outdoor): **305,000 sqm, 19 halls**
- ä Eight subsidiaries and affiliates
74 foreign agencies catering 138 countries
- ä Events outside Germany:
 - For 60 years represented worldwide.
 - Around **70 events per year**, with more than **5,000 events**
- ä **Around 850 service staff** worldwide
- ä Group turnover in 2018: **€ 260 million**
- ä Planned Events for 2019: **66**



Messe Düsseldorf GmbH

Messe Düsseldorf ASIA Pte. Ltd. —
Singapore 100%

Messe Düsseldorf
(Shanghai) Co., Ltd.
Shanghai 100%

— Messe Düsseldorf China Ltd. —
Hong Kong 100%

EXCOSA India Pvt. Ltd. —
Bangalore 50%

— Messe Düsseldorf India Pvt. Ltd. —
New Delhi 100%

Messe Düsseldorf Japan Ltd. —
Tokyo 100%

Messe Düsseldorf Moskau —
Moscow 100%

— Düsseldorf Congress Sport & Event GmbH
Düsseldorf 50%

— Messeturm Düsseldorf Verwaltungsges. mbH
Düsseldorf 50%

— GEC-German Exposition Corp. Int. GmbH — Shanghai New International
Berlin 33.33% Expo Centre Co. Ltd.
Shanghai 50%

— FIXXUS Grundstücks-Vermietungsges. mbH & Co.
Objekt Rheinhalle Düsseldorf KG
Pullach 94%

— Messe Düsseldorf North America Inc. — ESNA Expo LLC.
Chicago 100% Delaware 55%

GLOBAL PORTFOLIO: Messe Düsseldorf boosts industry expertise

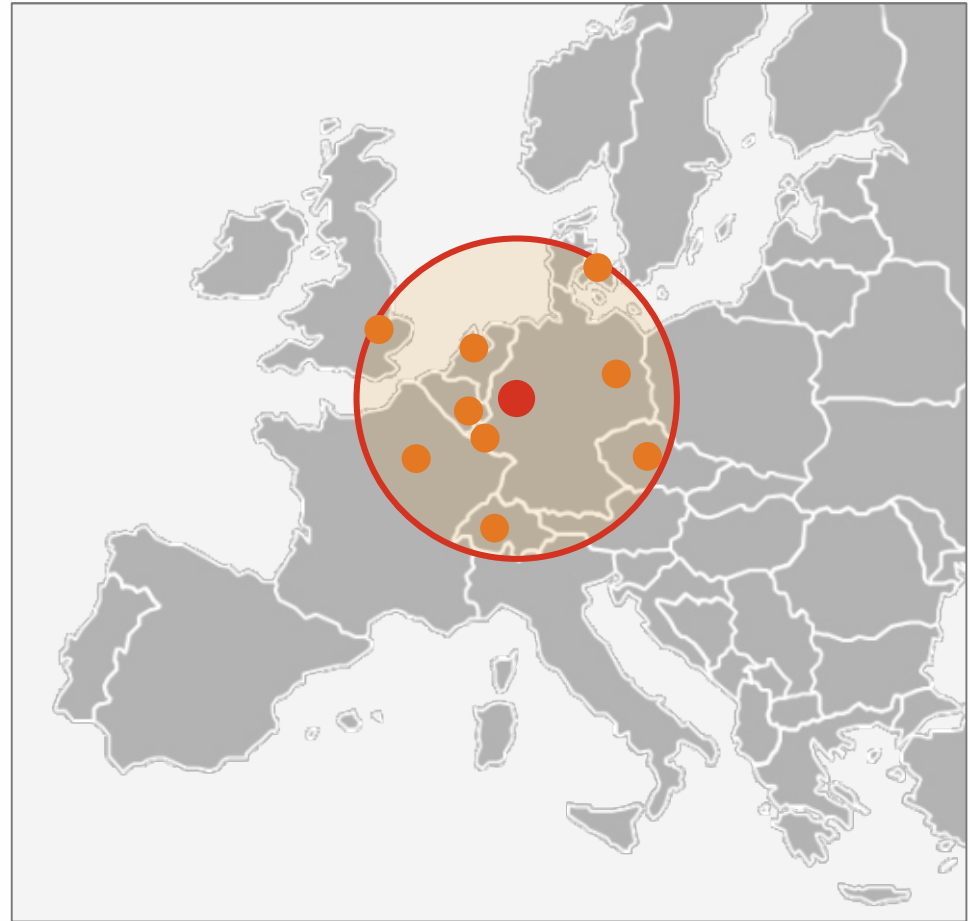


- ä Proprietary and joint events worldwide : 58
- ä Messe Düsseldorf GmbH international revenue : EUR 63m
- ä Most important international markets of Messe Düsseldorf GmbH:
Russia, China and India

IN THE HEART OF EUROPE

- ä 11.5 million inhabitants
- ä 500,000 companies in the Rhine-Ruhr region (within an hour's drive)
- ä 155 million citizens within a 310 mile radius (50% of the buying power and 31% of the total population of the EU)
- ä 1 hour's flight away from:

Copenhagen
London
The Hague
Berlin
Brussels
Luxembourg
Prague
Paris
Bern



OUR EXHIBITION CENTRE - STRONG ASSETS

- ä **Airport: 10 minutes** away from Düsseldorf Airport with 200 destinations on four continents
- ä **Metro:**
 - Direct access to two main train stations
 - **20 minutes** by metro from the premises to Düsseldorf central station
 - **10 minutes** by metro to the city centre with its shopping boulevards, historic old town, restaurants and cultural sites
- ä **Location:** Right on the River Rhine
- ä **Parking Spaces:** 20,000
- ä **Infrastructure:**
 - **Highly flexible** thanks to four entrance concourses and option of entirely separating the northern premises
 - Integration of **Congress Centers Süd and Ost**
 - **Event, congress, conference facilities** inside the exhibition halls



FIVE AREAS OF EXPERTISE

01
MACHINE TOOLS,
PLANT
AND
EQUIPMENT



02
RETAIL,
TRADE
AND
SERVICES



03
HEALTH
AND
MEDICINE



04
FASHION
AND
LIFESTYLE



05
LEISURE

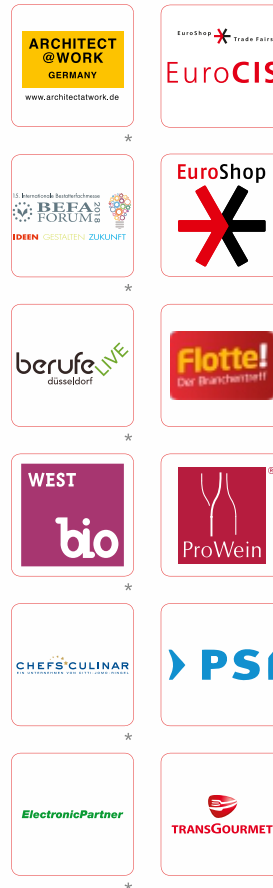


OUR GLOBAL NO. 1 TRADE FAIRS IN DÜSSELDORF

01 MACHINE TOOLS, PLANT AND EQUIPMENT



02 RETAIL, TRADE, AND SERVICES



03 HEALTH AND MEDICINE



04 LIFESTYLE AND BEAUTY



05 LEISURE



* Partner/guest events

GUESTS FROM ALL OVER THE WORLD

Trade Fairs in 2018

Total	26
Own Events	15
Partner and third-party events	11

Exhibitors

Total	22,800
International Exhibitors	16,800 (74%)

Visitors

Total	1,020,000
International Visitors	314,000 (31%)

Net Space

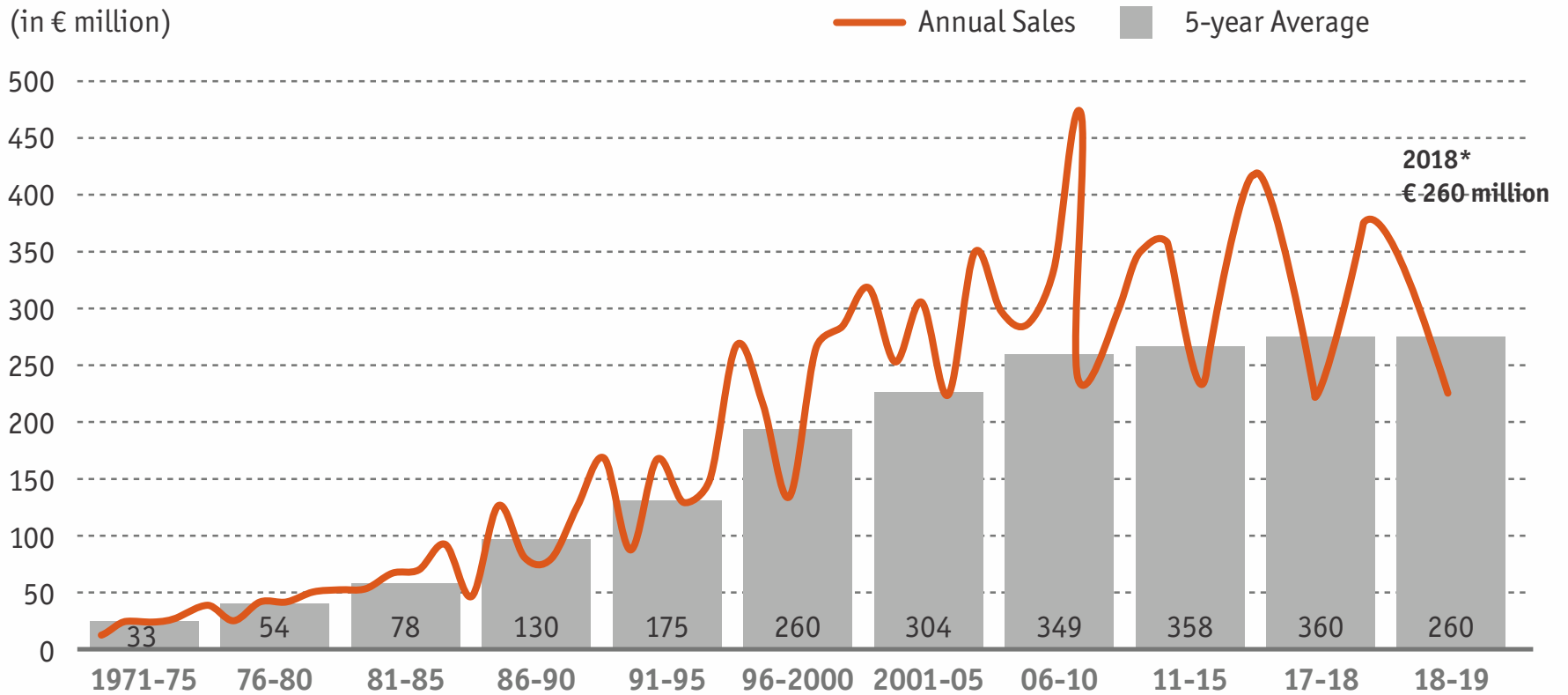
Around 1.2m sqm

Own events in the area of expertise machinery, plant and equipment

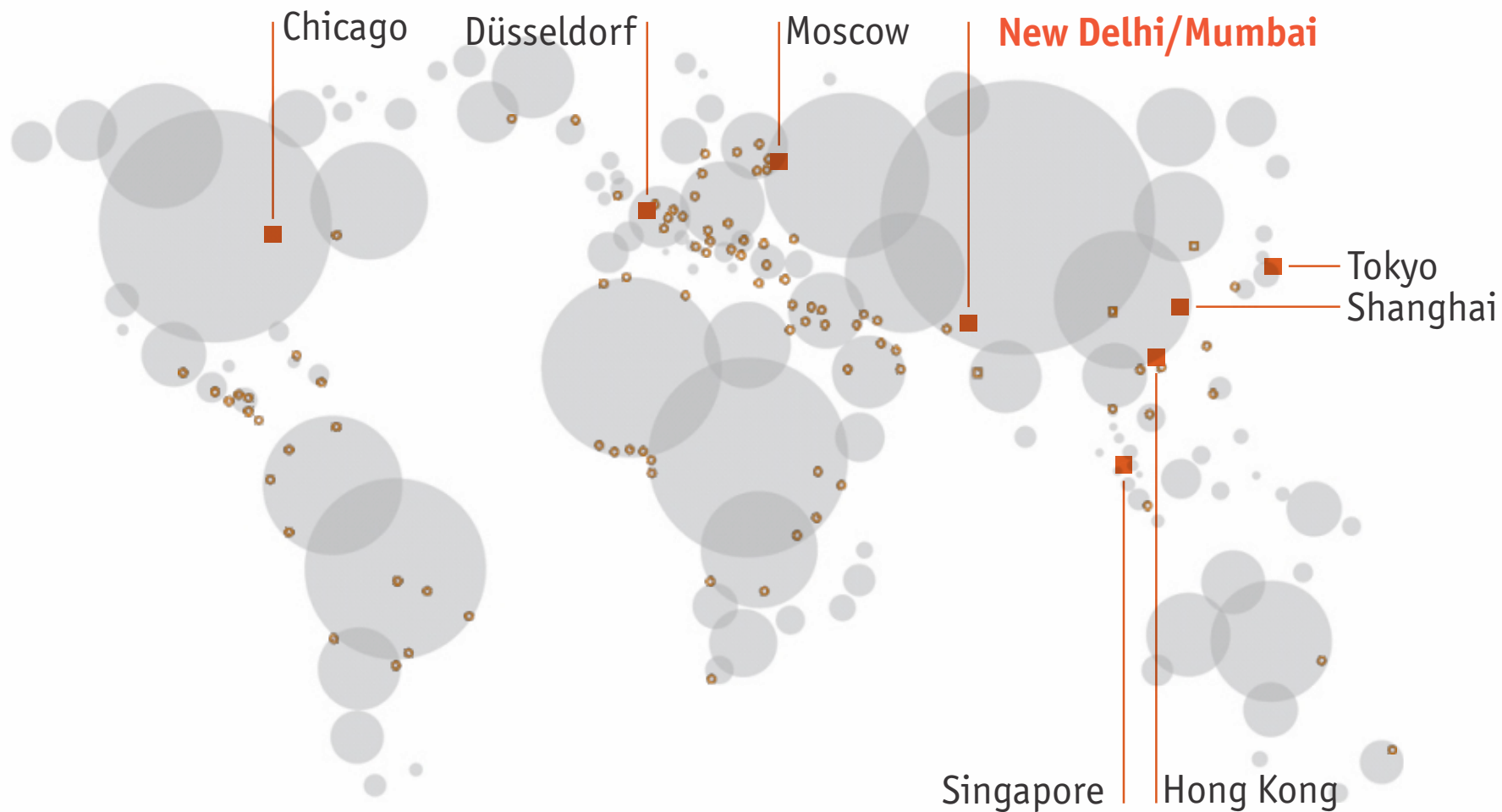
International Exhibitors	67.2%
International trade visitors	36.2%



MESSE DÜSSELDORF GROUP: SALES TRENDS 1971 – 2018



NETWORKING WORLDWIDE – IN 136 COUNTRIES



GLOBAL PORTFOLIOS

PACKAGING & PROCESSING



HEALTH & MEDICAL TECHNOLOGIES



PLASTICS & RUBBER



METALS & FLOW TECHNOLOGIES



GLOBAL PORTFOLIOS

PROCESSING & PACKAGING

interpack
DÜSSELDORF

components
DÜSSELDORF

food pex India
MUMBAI, NEW DELHI/INDIA

food processing & packaging exposium
NAIROBI/KENYA

indiapack
MUMBAI, NEW DELHI/INDIA

indopack
JAKARTA/INDONESIA

pacprocess India
MUMBAI, NEW DELHI/INDIA

pacprocess Tehran
TEHRAN/IRAN

– components

PROCESS EXPO
CHICAGO/USA

SAVE FOOD
DÜSSELDORF

swop
SHANGHAI/CHINA

bulk pex components
food pex
pacpro

upakovka
MOSCOW/RUSSIA

HEALTH & MEDICAL TECHNOLOGIES

MEDICA
DÜSSELDORF

COMPAMED
DÜSSELDORF

INTEGRATION
MOSCOW/RUSSIA

MEDICAL FAIR ASIA
SINGAPORE

MEDICAL FAIR CHINA
SUZHOU/CHINA

FAMDENT
MUMBAI/HYDERABAD

MEDICAL FAIR INDIA
MUMBAI, NEW DELHI/INDIA

MEDICAL FAIR THAILAND
BANGKOK/THAILAND

MEDICAL MANUFACTURING ASIA
SINGAPORE

MEDICAL WORLD AMERICAS
HOUSTON/USA

REHACARE
DÜSSELDORF

STRATEGIC CO-OPERATIONS:

HOSPITALAR
SÃO PAULO/BRAZIL

MEDITECH
BOGOTÁ/COLOMBIA

ZDRAVOOKHRANENIYE
MOSCOW/RUSSIA

PLASTICS & RUBBER

K
DÜSSELDORF

Arabplast
DUBAI/UNITED ARAB EMIRATES

Chinaplas
GUANGZHOU, SHANGHAI/CHINA

INDOPLAS
JAKARTA/INDONESIA

interplastica
MOSCOW/RUSSIA

interplastica KAZAN
KAZAN/TATARSTAN

IRAN PLAST
TEHRAN/IRAN

plast alger
ALGIERS/ALGERIA

Plastics & Rubber Vietnam
HO CHI MINH CITY/VIETNAM

PLASTINDIA
GANDHINAGAR, GUJARAT/INDIA

T-PLAS
BANGKOK/THAILAND

METALS & FLOW TECHNOLOGIES

GIFA
DÜSSELDORF

FLOW CONTROL EXCHANGE
NEW DELHI/INDIA

indometal
JAKARTA/INDONESIA

Iran Wire
TEHRAN/IRAN

ITPS
International Thermprocess Summit
DÜSSELDORF

ITPS Americas
CHICAGO/USA

ITPS Asia
MUMBAI/INDIA

Litmash Russia
MOSCOW/RUSSIA

Metallurgy India
MUMBAI/INDIA

Metallurgy Russia
MOSCOW/RUSSIA

METEC
DÜSSELDORF

NEFTEGAZ
MOSCOW/RUSSIA

NEWCAST
DÜSSELDORF

PUMP SUMMIT
DÜSSELDORF

Pump Summit Americas
HOUSTON/USA

THERMPROCESS
DÜSSELDORF

Tube
DÜSSELDORF

Tube CHINA
SHANGHAI/CHINA

Tube India
MUMBAI/INDIA

Tube Producers and Suppliers Pavillon at FABTECH
CHICAGO/USA

Tube Russia
MOSCOW/RUSSIA

Tube Southeast ASIA
BANGKOK/THAILAND

TUBOTECH
SÃO PAULO/BRAZIL

Valve World Expo
DÜSSELDORF

VALVE WORLD EXPO AMERICAS
HOUSTON/USA

VALVE WORLD EXPO ASIA
SHANGHAI/CHINA

wire
DÜSSELDORF

wire CHINA
SHANGHAI/CHINA

wire India
MUMBAI/INDIA

wire Russia
MOSCOW/RUSSIA

wire South America
SÃO PAULO/BRAZIL

wire Southeast ASIA
BANGKOK/THAILAND

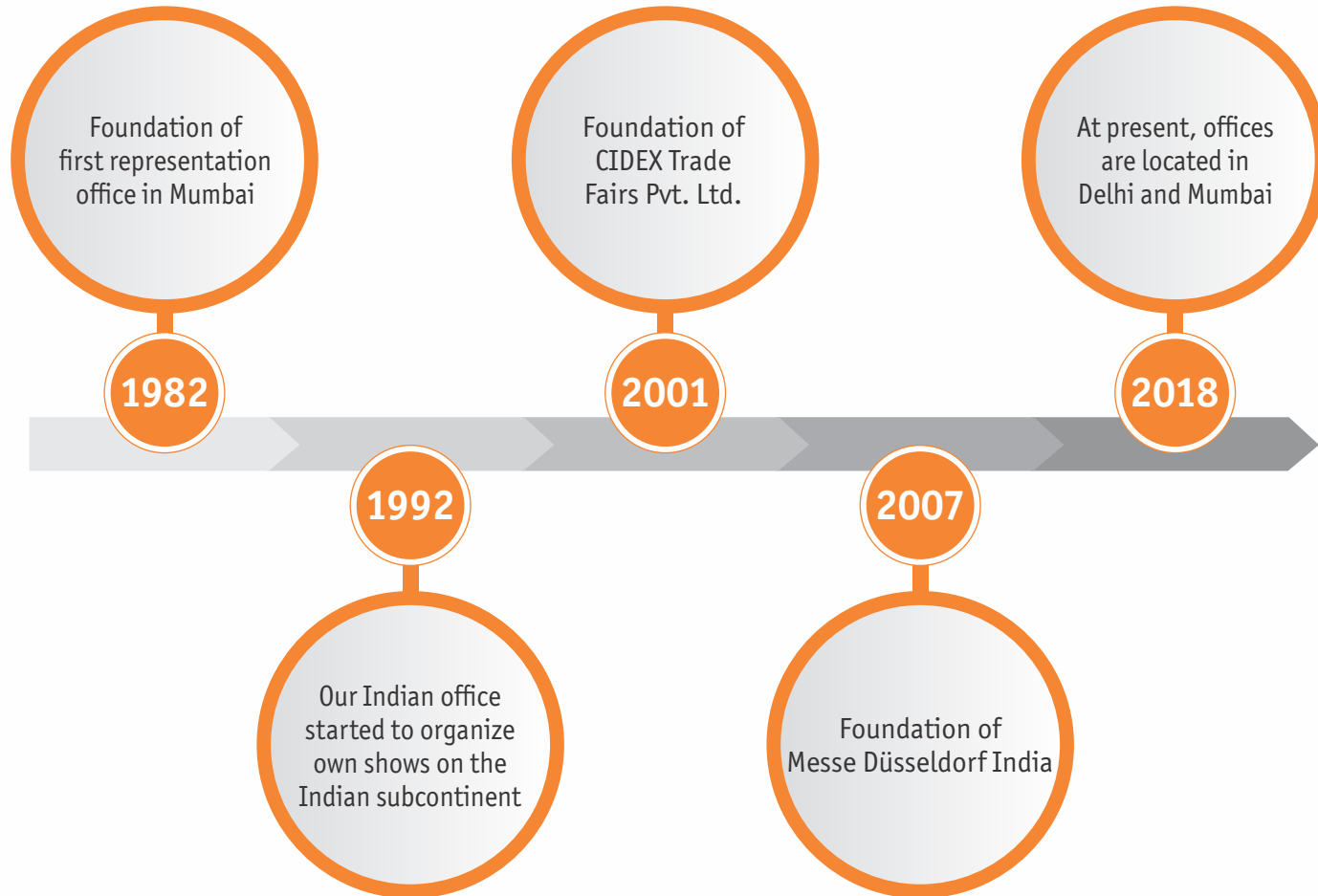


TWO CENTRES, ONE GOAL

New Delhi and Mumbai

With two centres in India - New Delhi and Mumbai Messe Düsseldorf has created locations for planning and holding trade show events which guarantee an international level and supreme quality.

BRIEF HISTORY



RANGE OF SERVICE / COMPETENCE - MESSE DÜSSELDORF INDIA

ORGANIZER OF TRADE FAIRS IN INDIA

- Develop exhibition themes from the portfolios of Messe Düsseldorf and to develop and adapt these in accordance with the Indian market
- Identify & approach local partners and enter into tie-ups for mutual benefit
- Identify other niche markets in India and launch specialized events

SALES FORCE OF MESSE DÜSSELDORF IN INDIA

- Sales of portfolio of Messe Düsseldorf in India
- Sales of trade fairs of Messe Düsseldorf India in India



CORE COMPETENCE



Metals & Flow Technologies



Healthcare & Medical Technologies



Retail / Energy



Glass Processing & Glass Technologies

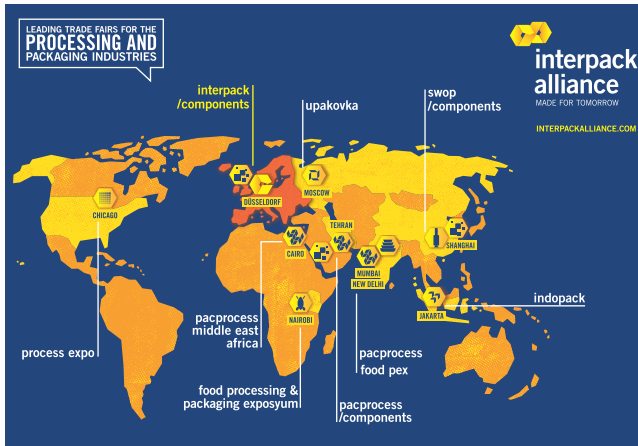


Packaging & Processing



Occupational Safety & Health

FAMILY EVENTS IN INDIA



SHOW PROFILE

pacprocess India

- Packaging machinery & equipment
- Packaging materials
- Total packaging sector

food pex India

- Food processing machinery
- Food packaging machinery
- Food safety technology

indiapack pacprocess and food pex, Delhi 2017			
2017	AREA (sqm)	EXHIBITORS	VISITORS
	6,920	112	9,699

indiapack pacprocess and food pex, Mumbai 2018			
2018	AREA (sqm)	EXHIBITORS	VISITORS
	8,181	142	11,000+

pacprocess and food pex 2019

12-14 DECEMBER
Pragati Maidan, New Delhi

www.wire.de
www.tube.de

wire Tube
Düsseldorf Düsseldorf

wire
Tube

© FAPTECH TUBE TECH



SHOW PROFILE

wire India

- Machines and plants for wire production & processing
- Tools and auxiliaries for process engineering
- Measuring and control technology

Tube India

- Tube production, processing & trading
- Tools for processing engineering and auxiliaries
- Measuring and control technology

METEC INDIA

- Electrical technology systems
- Automation technology systems
- Measuring and control technology

INDIA ESSEN WELDING & CUTTING

- Plants and equipment for joining, surfacing & cutting processes
- Plant & Equipment for heat treatment & other production processes
- Quality Assurance, Measurement & Testing Technology

METAL FAIRS 2018			
	AREA (sqm)	EXHIBITORS	VISITORS
2018	18,882	518	14,617
2016	18,495	566	12,300

METAL FAIRS 2020

23-25 NOVEMBER
Bombay Convention & Exhibition Centre, Mumbai



FAMILY EVENTS IN INDIA...CONTD.



MEDICAlliance

WHERE HEALTHCARE IS GOING

- MEDICA DÜSSELDORF
- COMPAMED DÜSSELDORF
- REHACARE DÜSSELDORF
- FAMGENT SHOW MUMBAI
- INTEGRATION MOSCOW
- MEDICAL FAIR ASIA SINGAPORE
- MEDICAL FAIR CHINA SUZHOU
- MEDICAL FAIR INDIA MUMBAI
- MEDICAL FAIR INDIA NEW DELHI
- MEDICAL FAIR THAILAND BANGKOK
- MEDICAL MANUFACTURING ASIA SINGAPORE
- MEDITECH BOGOTÁ

Strategic Co-operations:

- HOSPITALAR SÃO PAULO
- ZDRAVOKHIRANIENYE MOSCOW

JOIN MORE THAN 400 000 MEDICAL EXPERTS

medicalliance.global




MEDICAL FAIR INDIA

- Medical Technology & Equipment
- Hospital, Clinics Equipment & Products
- Hospital infrastructure
- Rehabilitation
- Components

SHOW PROFILE



CLIN LAB INDIA

- Laboratory Technology
- Life Science, Biotechnology & Diagnostic
- Molecular diagnostics



FUTURE FOR HEALTH

- Digital Health
- Mobile
- IOT
- Big Data



REHAINDIA

- Aids for Children
- Mobility and Walking Aids
- Orthopedic Aids
- Nursing Care for In-patient and Homecare
- Physical Training, Physiotherapy and Occupational Therapy

MEDICAL FAIR INDIA 2019 _ DELHI

	AREA (sqm)	EXHIBITORS	VISITORS
2019	15,823	559	14,752
2017	15,823	519	13,480

MEDICAL FAIR INDIA 2018 _ MUMBAI

	AREA (sqm)	EXHIBITORS	VISITORS
2018	15,470	551	12,361
2016	15,118	512	10,720

MEDICAL FAIR INDIA 2020

05 – 07 MARCH
Bombay Convention & Exhibition Centre
Mumbai



Famdent Show

- Stomatological Equipment
- Stomatological Tools
- Stomatological Medicines
- Modern Technologies in Dentistry

- Organization & Equipping Of Dental Rooms & Clinics
- Service Maintenance of Dental Specialties
- Dental Equipment
- Dental Supplies & Accessories

FAMDENT SHOW HYDERABAD 2019

14–15 SEPTEMBER
JRC Convention Center, Jubilee Hills, Hyderabad

FAMDENT SHOW MUMBAI 2020

JUNE
Bombay Convention & Exhibition Centre, Mumbai



EuroShop Trade Fairs

Your gateway to the world's markets



C-star
Shanghai's International Trade Fair for Solutions and Trends all about Retail
25–27 April 2019
Shanghai, China
www.c-star-expo.com

EuroShop
The World's No. 1 Retail Trade Fair
16–20 February 2020
Düsseldorf, Germany
www.euroshop.de

In-store Asia
Number One Retail Trade Fair in India
23–25 April 2020
Mumbai, India
www.instoreasia.org

EuroCS
The Leading Trade Fair for Retail Technology
23–25 February 2021
Düsseldorf, Germany
www.eurocs.com



SHOW PROFILE

- POP Display
- Signage & Graphics
- Shop Furnishings & Shopfittings
- VM & Retail Fixtures
- Designer Pavilion

- Lighting
- Dynamic Environment
- Retail Technology

IN-STORE ASIA 2019

	AREA (sqm)	EXHIBITORS	VISITORS
2019	11,448	120	7,000+
2018	10,962	133	7,579

IN-STORE ASIA 2020

23 - 25 APRIL
Bombay Convention & Exhibition Centre, Mumbai



FAMILY EVENTS IN INDIA...CONTD.



SHOW PROFILE

glasspex INDIA

- Glass Production & Production Technology
- Glass Processing & Finishing
- Glass Production & Application

glasspex INDIA 2017 and glasspro INDIA 2017

	AREA (sqm)	EXHIBITORS	VISITORS
2017	3,456	134	4,159
2015	4,660	133	3,222

glasspex INDIA 2019 and glasspro INDIA 2019

10 - 12 OCTOBER

Hall 1, Bombay Convention & Exhibition Centre, Mumbai

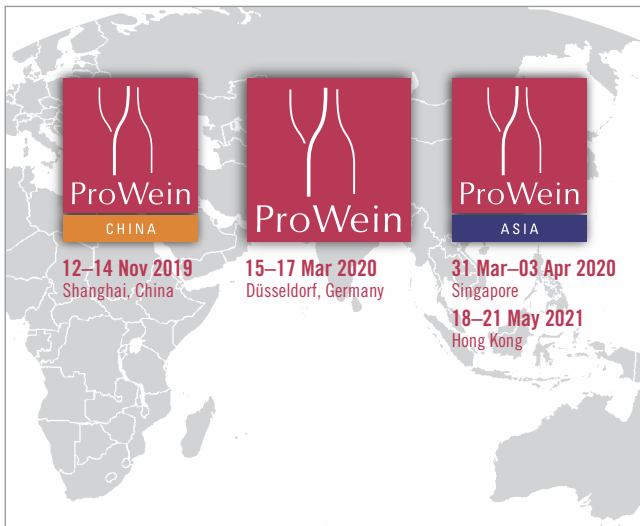


glasspro INDIA

- Glass Products & Applications
- Flat Glass Processing & Finishing
- Tools Replacement, Spare Parts, Ancillary Equipment & Fittings

glasspro INDIA 2018

2018	AREA (sqm)	EXHIBITORS	VISITORS
	4,059	102	4,428



ProWein Education Campaign Mumbai, India

SHOW PROFILE

- Wine & Spirits importers/Distributors/Wholesalers
- Wine & Spirits Retailers
- Wine & Spirits Accessories Importers/Distributors/Wholesalers/Retailers
- Influencers on Wine & Spirits Purchases: Sommeliers, Bartenders, F & B Managers, Chefs
- Trade Associations

ProWein Education Campaign 2018

2018	SPEAKER	SESSION	DELEGATES
	10	9	360

ProWein Education Campaign 2019


18 - 20 SEPTEMBER


Bombay Convention & Exhibition Centre, Mumbai




FAMILY EVENTS IN INDIA...CONTD.

WE SYNCHRONIZE
ENERGY STORAGE
BUSINESS
WORLDWIDE







ENERGY STORAGE
EUROPE




ENERGY STORAGE
CHINA



ENERGY STORAGE
NORTH AMERICA



ENERGY STORAGE
SUMMIT
JAPAN



ENERGY STORAGE
INDIA



**ENERGY STORAGE
INDIA**

SHOW PROFILE

- Conference and Exhibition
- Energy Storage and Microgrids in India
- Energy Storage Systems, Electric Mobility, Electric Vehicle & Smartgrids

ENERGY STORAGE INDIA 2019

	AREA (sqm)	EXHIBITORS	ATTENDEES	SPEAKERS	SESSIONS	WORKSHOPS	DELEGATES
2019	550	24	1,370	80	6	4	350

ENERGY STORAGE INDIA 2020

JANUARY
New Delhi, India





VALVE WORLD
EXPO
DÜSSELDORF



VALVE WORLD
EXPO
AMERICAS



VALVE WORLD
EXPO
ASIA



FLOW-CONTROL
EXCHANGE
INDIA



FLOW-CONTROL
EXCHANGE
BRASIL



INDIA

SHOW PROFILE

- Valves
- Valves Components
- Actuator & Positioners
- Pumps & Compressors
- Flow Control Engineering & Software

FLOW CONTROL EXCHANGE INDIA 2017

	AREA (sqm)	EXHIBITORS	VISITORS
2017	857	42	451

FLOW CONTROL EXCHANGE INDIA 2019

03-04 OCTOBER
Bombay Convention & Exhibition Centre, Mumbai

FAMILY EVENTS IN INDIA...CONTD.



SHOW PROFILE

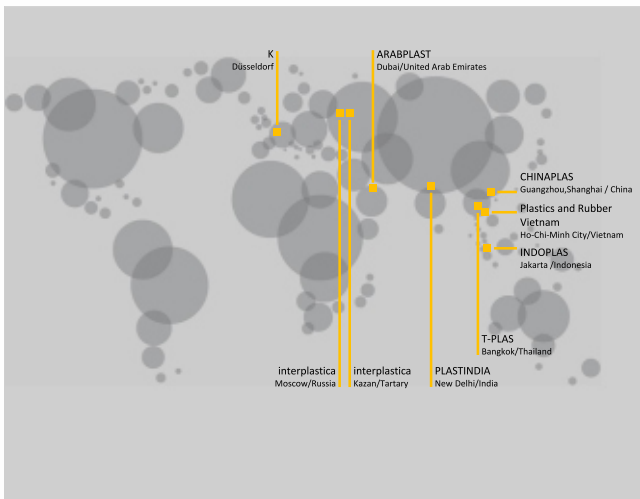
- Safety at work
- Personal protective equipment (PPE)
- Health promotion at work
- Security management at work

INOS+H EXPO 2017			
	AREA (sqm)	EXHIBITORS	VISITORS
2017	1202	50	1400

INOS+H EXPO 2021

Bombay Convention & Exhibition Centre, Mumbai

PARTNERSHIP EVENTS



Messe Düsseldorf is Plastindia's overseas associate responsible for the acquisition and supervision of exhibitors from Europe and North America

SHOW PROFILE

- Accessories
- Coil Winding Technology
- Finished Products
- Measuring Equipment
- Plastic Processing Machinery
- Plastics
- Recycling
- Semi-Finished Products
- Auxiliaries
- Consumer Goods
- Looms
- Packaging Machinery
- Plastic Production Machinery
- Polymers
- Rolling Mills
- Testing Equipment
- Basic Materials
- Equipment
- Machinery
- Packaging Material
- Plastic Products
- Printing Machines
- Rubber Processing Machinery
- Tools

	AREA (sqm)	EXHIBITORS	VISITORS
2015	1,00,000	1,590	2,00,000



Messe
Düsseldorf
India

New Delhi Office

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Fax: +91 (0) 11 4855 0099
Email: info@md-india.com
URL: www.md-india.com

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Messe Düsseldorf India Pvt. Ltd.
Centre Point Building, 7th Floor
S.V. Road, Santacruz West
Mumbai 400 054
Tel.: +91 (0) 22 66789933
Fax: +91 (0) 22 66789911
Email: info@md-india.com
URL: www.md-india.com



**EXCEEDING
EXPECTATIONS**

Thank You!



Messe
Düsseldorf
India