

At a glance

The Messe Frankfurt corporate group conceives, plans and hosts trade fairs and exhibitions in Germany and abroad. The parent company and its subsidiaries offer a well-coordinated service package for national and international customers, exhibitors and visitors.

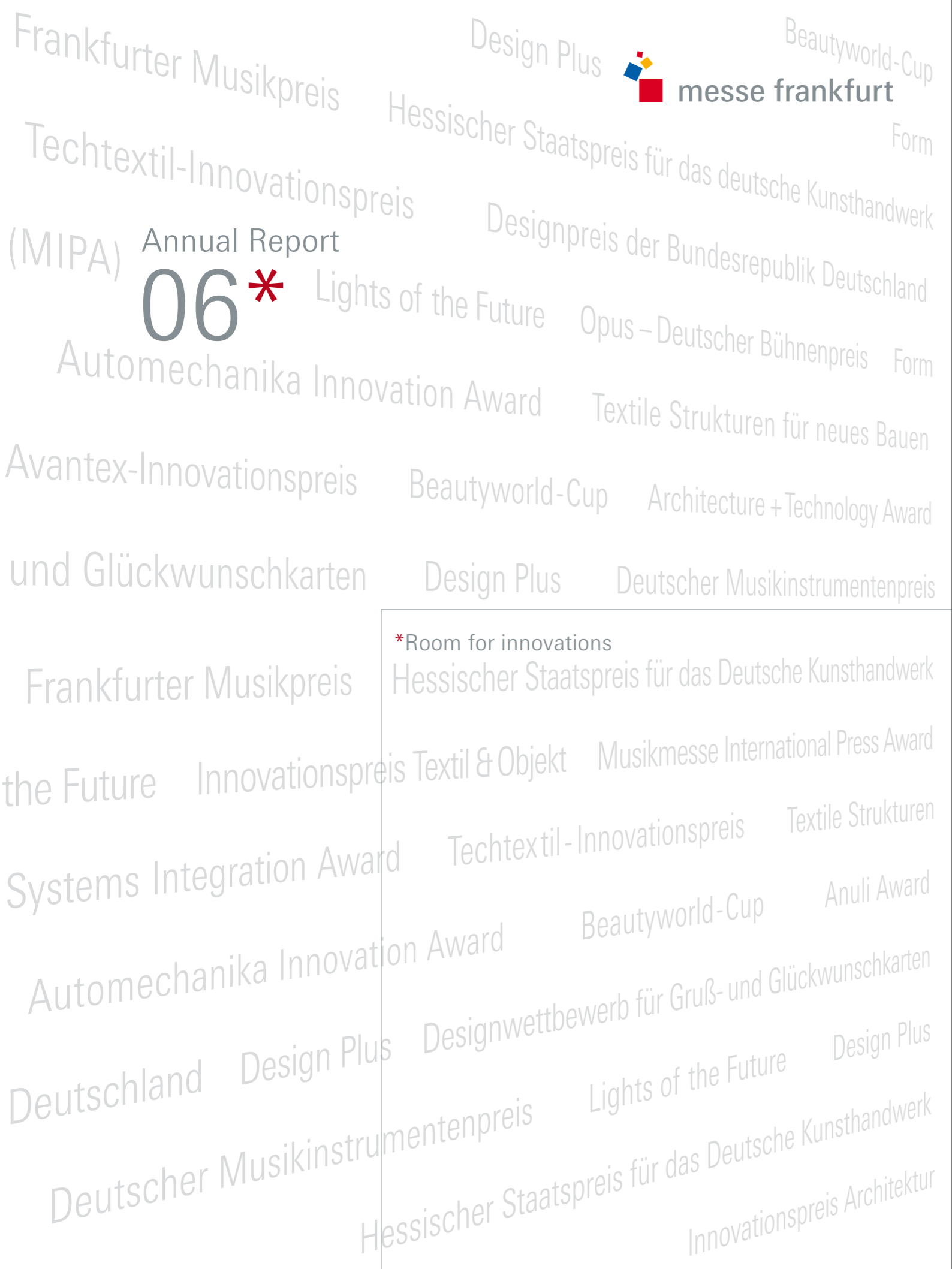
Corporate group

in € m*	2002	2003	2004	2005	2006
Sales	335	353	364	379	406
Personnel expenses	58	69	70	75	77
Depreciation, amortisation and write-downs	45	47	62	49	53
Pre-tax profit	32	23	33	41	48
Pre-tax return on sales in %	10	7	9	11	12
Net income for the year	22	10	19	22	27
Cash flow	67	53	78	67	76
Additions to fixed assets	43	40	34	64	64
Equity	312	315	320	329	340
Total assets	789	706	732	726	800
Employees (at 31.12. respectively)	1,144	1,213	1,227	1,294	1,394

*except employees and return on sales

Shareholders: City of Frankfurt (60%), State of Hesse (40%)
 Subscribed capital: City of Frankfurt € 108 million, State of Hesse € 72 million

Basic data	2002	2003	2004	2005	2006
Total area (m²)	475,000	475,000	475,000	578,000	578,000
Available hall space (m ²)	324,041	324,225	324,277	321,754	321,754
Available open space (m ²)	83,163	83,163	83,163	83,163	83,698
Number of halls	10	10	10	9	9
Events in Germany					
Number of trade fairs and exhibitions	51	52	50	49	46
Exhibitors	39,777	45,220	42,231	41,311	47,417
Net area (m ²)	1,428,555	1,616,859	1,417,486	1,504,926	1,548,699
Visitors	1,609,107	2,713,619	1,586,766	2,478,724	1,780,119
Events outside Germany					
Number of trade fairs	45	60	59	68	64
Exhibitors	9,812	13,345	15,486	18,850	20,692
Net area (m ²)	217,993	293,572	322,736	412,926	452,022
Visitors	803,527	760,746	750,330	914,733	918,757
Total					
Number of trade fairs	96	112	109	117	110
Exhibitors	49,589	58,565	57,717	60,161	68,109
Net area (m ²)	1,646,548	1,910,431	1,740,222	1,917,852	2,000,721
Visitors	2,412,634	3,474,365	2,337,096	3,393,457	2,698,876



*Room for innovations

Highly prized

Prizes and awards conferred at Frankfurt trade fairs

Anuli Award

Paperworld

The Anuli Award is conferred for especially aesthetic, creative and functional ring binders.

Architecture + Technology Award

Light + Building

The Architecture + Technology Award is presented in recognition of projects which give equal consideration to the interplay of form and function, aesthetics and technology as well as man and the environment. Examples of architecture that meet these requirements must be integrally planned from the outset and optimally combine exemplary architectural design with innovative engineering.

Design Plus

Ambiente
Light + Building
ISH
Material Vision

The Design Plus Award is presented for products that stand out for their design, functionality, innovational features and successful overall concept.

Designpreis der Bundesrepublik Deutschland

Ambiente

The Designpreis der Bundesrepublik Deutschland (Design Prize of the Federal Republic of Germany) is the official design commendation of the German government and is presented for excellence in design quality across the entire spectrum of design, from product to communication design.

Designwettbewerb für Gruß- und Glückwunschkarten

Paperworld

The Designwettbewerb für Gruß- und Glückwunschkarten (Design Competition for Greetings Cards) selects the most creative greetings cards designed by students.

Deutscher Musikinstrumentenpreis

Musikmesse (International Music Fair)

The Deutscher Musikinstrumentenpreis (German Musical Instrument Prize) is awarded in honour of particularly high-quality products from the world of musical-instrument making.

Form

Tendence Lifestyle

Form is awarded for innovations in the fields of crafts and industry exhibited within the scope of Tendence Lifestyle.

Frankfurter Musikpreis

Musikmesse (International Music Fair)

The Frankfurter Musikpreis (Frankfurt Music Prize) honours musical personalities for special achievements in the fields of interpretation and composition, musicology and teaching.



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Hessischer Staatspreis für das Deutsche Kunsthandwerk

Tendence Lifestyle

The Hessischer Staatspreis für das Deutsche Kunsthandwerk (Hesse State Award for German Crafts) is one of the most coveted and prestigious in this field.

Innovationspreis Architektur und Technik

Light + Building

The Innovationspreis Architektur und Technik (Innovation Award for Architecture and Technology) designates successful cooperation between architects and engineers.

Innovationspreis Creative Impulse

Paperworld

The Innovationspreis Creative Impulse (Creative Impulse Award) honours commitment and innovation in the creative sector in five categories.

Innovationspreis Textil & Objekt

Heimtextil

The Innovationspreis Textil & Objekt (Textile & Contract Innovation Prize) is awarded according to architectural criteria for products and conceptual solutions with convincing design and technical innovations.

Lights of the Future

Light + Building

The Lights of the Future prize rewards energy-saving luminaires and energy-efficient lighting systems for the residential and commercial sectors, which use unusual design formats.



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Musikmesse International Press Award (MIPA)

Musikmesse (International Music Fair)

The Musikmesse International Press Award (MIPA) is conferred by trade journalists who get together to vote for the best musical instruments in over 40 categories.

Opus – Deutscher Bühnenpreis

Prolight + Sound

With the Opus – Deutscher Bühnenpreis (German Stage Prize), the panel of judges honours the creative use of technical equipment in the fields of lighting design, stage design, sound design and the technical realisation of stage productions.

Sinus – Systems Integration Award

Prolight + Sound

The Sinus – Systems Integration Award honours achievements in the field of media technology and systems integration. Sinus is awarded for work in professional areas of application in the categories Entertainment, Business, Venue and Information.

Techtextil-Innovationspreis

Techtextil

The Techtextil-Innovationspreis (Techtextil Innovation Prize) honours exemplary achievements in the field of technical textiles and non-wovens relating to new applications, products, means of production, manufacturing and finishing techniques.

Textile Strukturen für neues Bauen

Techtextil

The student competition organised jointly by Techtextil and the international association TensiNet focuses on innovative thinking and solutions to problems, featuring construction projects capable of concrete realisation which use textiles or textile-reinforced materials.



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First places

Messe Frankfurt offers scope for innovation. The best ideas are honoured. More than 20 awards every year help trendsetting developments to establish themselves in the market. The 2006 Annual Report presents some of the most spectacular.

The world's second largest exhibition corporation continued unabated on its path of growth in 2006. With a new all-time sales record and a positive overall result, Messe Frankfurt was able to strengthen its position in Germany and post double-digit growth as a global player. The motto for success: continuous innovation.

Innovative thinking at Messe Frankfurt is fed by several hundred years of experience. This applies to honouring new product ideas as well as optimising successful events and developing new concepts. What products does the market currently need? At what trade fairs are they optimally presented? And at what venue? Only when these questions have been conclusively answered do innovative ideas become Messe Frankfurt events – with a global impact.

We make markets. Worldwide.

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Management editorial



Michael von Zitzewitz
(Chairman)

Committed to innovation

Innovations spark progress. Without new insights, discoveries, developments and inventions, we don't move forwards – and that is the same as moving backwards. Innovations also spark the economy. Innovative products and concepts are what drive industry and trade forward. They arouse the customer's interest, fascination, enthusiasm.

Many sectors have suffered in Germany as a result of the weak economy of the past few years, with many companies in the retail sector in particular failing to survive. The formulas for success of those who have not only survived, but also saw the crisis as an opportunity and have come out of it as winners can usually be summed up in two words that are inseparably linked: "entrepreneurship" and "innovation".

Innovative products and concepts need trade fairs because they have to be presented and showcased. According to the latest AUMA (Association of the German Trade Fair Industry) survey, almost 80 per cent of the exhibitors interviewed rated the medium trade fair as the most important instrument in B2B communication. For us as an exhibition corporation, the commitment of trade and industry to the trade fair medium is both an incentive

and an obligation. An obligation to continually re-invent our trade fairs ourselves. Not only must we keep up with our customers' capacity to innovate, we must if possible always be one step ahead, be able to offer new markets and new-style events that cater to changed market situations.

Messe Frankfurt has been present overseas for around 20 years. In the mid-80s, we were the first German exhibition corporation to develop East Asian markets – and in China we are today one of the biggest foreign trade fair organisers. Russia, North and South America, the United Arab Emirates: we are currently represented at some 30 trade fair venues around the world and are continuously looking for new markets to develop for our customers. In 2006, we launched a total of 13 new trade fairs in these markets and at least another six are planned for 2007.

Can trade fairs themselves be innovative? A hall, exhibitors and visitors – isn't one trade fair much the same as the next? In principle, yes (all really ingenious things are usually surprisingly simple), but innovative trade fair concepts do exist. The best example is The Design Annual, a totally new-style event for high-end design that we established in Frankfurt in 2006. And the fact that an already existing event can be innovative thanks to a fresh and unconventional concept is demonstrated by the transformation of the former Art Frankfurt art show into the Fine Art Fair Frankfurt.



Dr Michael Peters



Detlef Braun



Uwe Behm

The new markets still to be developed not only include real markets, but also virtual ones. There is of course no substitute for the face-to-face and hands-on "experience quality" of a trade fair; however, we have complemented it by an innovative virtual offering: in 2006 we launched our Product-pilot Internet platform and the success – five million visits and 65 million page views already in the first year – speaks for itself.

Behind every innovative product there is a creative effort. Irrespective of whether years of intensive research have gone into it or "simply" an ingenious idea – the innovation is something original, unique and as such, worth protecting. Respect for this creative input of our exhibitors was at the origin of our campaign "Messe Frankfurt against Copying", which we launched at the beginning of 2006. Like this, we are helping our customers to protect their

innovations against brand piracy as well as to protect their rights. If the strong interest the campaign is attracting in the media also helps to sensitise consumers to this problem, that is a welcome additional benefit. We will continue to promote "Messe Frankfurt against Copying" at all our own events in Frankfurt and have already started to extend the campaign to selected trade fairs outside Germany.

Innovation cycles nowadays are becoming ever shorter and anyone who, like us, has to do with innovative sectors of the economy must orient themselves towards the future with all their senses. As marketing partner to these sectors, we must be absolutely au fait with and on top of new developments in research and technology, new fashion and lifestyle trends. This is only possible with employees who see the permanent process of change as an exciting challenge, address new developments with entrepreneurial energy and are committed to innovation. We consider ourselves lucky to have around 1,400 such employees – in Frankfurt and in 34 subsidiaries and branch offices worldwide!

Michael von Zitzewitz

Dr Michael Peters

Detlef Braun

Uwe Behm

Strong brands worldwide

In 1987, Messe Frankfurt exported its first brand overseas – the beginning of an ongoing success story. In 2006, it was present with 64 trade fairs at nearly 30 venues around the world. The foundation of its international success are the flagship fairs at the Frankfurt home venue, coupled with consistent internationalisation and a consistent brand strategy.

Automechanika and Heimtextil, Musikmesse (International Music Fair), ISH and Ambiente – brand names like these stand for the international signature events in their respective sectors. They present an offering that is unsurpassable in terms of breadth and depth of content. And above all: they show innovations. Entire sectors of the economy orient their development cycles towards the opening day of “their” trade fair.

However, not even the leading fairs of a particular sector attract all potential visitors from all interesting sales markets – especially from the emerging markets. By exporting its brand fairs to up-and-coming foreign markets, Messe Frankfurt provides its exhibiting customers with direct access to totally new consumer groups. At the same time, it arouses the interest of visitors outside Germany in the flagship fair in Frankfurt. That is underscored by the high level of internationality of the trade fair visitors in Frankfurt. Flagship fair and brand fairs mutually strengthen each other – to the benefit of the industry as a whole.

The strong brands of the consumer goods, textiles and technical fairs can in the meantime be found in Asia, America and Europe. The frontrunner is Automechanika, which currently has a network of 12 seasonally coordinated brand fairs around the globe. 21 foreign subsidiaries and branch offices, supported by 48 international sales partners operating for 151 countries have made the development of such brand networks possible. The establishment of a new sales structure at the corporate headquarters in Frankfurt, which was started in 2006, will in future additionally bolster the international network.

As well as the internationally well-established brands, so-called independent brands have for some time been gaining in importance – successful foreign trade fairs that do not have a corresponding showcase fair in Frankfurt. Here, the subsidiaries develop trade fair themes for which there is a market in their respective country. The independent brands are often primarily of regional interest, although some of them may be suited for export to other regions in the future. A cooperation already exists, for example, between the logistics fairs in Korea and Dubai – the Korea Logistics Fair and the Materials Handling + Logistics Middle East. Themes such as environmental protection and elderly living, which have been espoused by Eco Expo Asia and Senior Lifestyle 2006 in China, could quite feasibly meet with interest in other regions in the world.

Redesign for strong brands

Messe Frankfurt recognised the importance of corporate design back in the 80s. 20 years further on, the diversity of trade fairs, subsidiaries and business segments made it necessary to update the graphic concept. Thus the inhouse font Messe Univers was created, the brands were harmonised and the corporate logo was modernised. Through mindful changes, a stringent, expandable brand system was created that will meet future requirements and reinforces the family branding.





06.05

Name: **Dr.-Ing. Holger Erth, MBA**
Country: **Germany**
Profession: **Managing Director**
Company: **Sächsisches
Textilforschungsinstitut e.V. (STFI)**



Techtextil

UNDERGROUND MOVEMENT. It is now possible to remediate a track bed in an eco-friendly way: thanks to a mobile textile vegetation system.

The Sächsisches Textilforschungsinstitut e.V. (STFI) in Chemnitz was the recipient of Messe Frankfurt's Techtextil Innovation Award in June 2005.

Strategic goal: stable growth

Sales of € 406 million, more than 68,000 exhibitors – Messe Frankfurt posts new records. The company will continue in the future to focus on stable, profitable and sustainable growth – based on a firm foundation. Permanent innovation is one of the four roads to this goal.



Messe Frankfurt against Copying

With its campaign against product piracy, Messe Frankfurt has hit the mark with the exhibiting industry. In a concerted campaign, exhibitors and visitors learn from the partners of Messe Frankfurt – all the relevant government organisations and private initiatives working to protect industrial property rights – how to protect their ideas, designs and products early on and how to take legal action against infringements.

A “Messe Frankfurt against Copying” stand offering information and advisory services is in the meantime to be found at all major own events in Frankfurt and also at an increasing number of events held abroad. 12,000 enquiries were processed in 2006 and 2,000 consultations held. The innovative campaign has met with considerable success both in industry and politics in Germany and abroad.

With a rise of over 7 per cent to sales totalling a good € 406 million in 2006, Messe Frankfurt for the first time succeeded in breaking through the € 400 million ceiling. At € 88 million, foreign sales accounted for 22 per cent of this figure. Pre-tax profit amounting to over € 48.2 million outbalanced the previous year’s figure by approximately 18.5 per cent. The EBITDA (Earnings before Interest, Taxes, Depreciation and Amortisation) performance ratio also peaked at a new record level of over € 102 million.

A total of 38 trade fairs were held at the Frankfurt exhibition centre in 2006, attracting around 44,500 exhibitors and 1.7 million visitors. In addition, the Frankfurt exhibition grounds were the venue for 226 congresses, concerts and other cultural, business and sporting events with more than 490,000 visitors in total.

Worldwide, Messe Frankfurt and its subsidiaries organised a total of 110 trade fairs and exhibitions, including 38 in Frankfurt, a further 8 at other venues in Germany and 64 in other countries across Europe, Asia and America. More than 68,000 exhibitors and 3.2 million fairgoers visited Messe Frankfurt’s events around the world.

Messe Frankfurt owes its ongoing success not least to the consistent pursuit of four strategic roads to growth: broadening international scope, innovation, diversification and alliances.

Innovation

Trade fairs are by definition platforms and pacesetters for their exhibiting customers’ innovations. Messe Frankfurt spotlights this aspect with special shows and innovation awards. Additionally, it is continuously redefining existing trade fair concepts and expanding its own portfolio by developing new events in Germany and abroad. With The Design Annual, a newcomer celebrated its première in 2006 with an innovative concept that caused quite a stir. In total, Messe Frankfurt launched 16 new trade fairs worldwide in 2006.

Broadening international scope

64 trade fairs, including 13 first-time events, were hosted outside Germany in 2006. Visitor numbers of 919,000 were slightly higher than the previous year, while exhibitor numbers rose by nearly 10 per cent to 20,700. The regional focus of foreign operations is still Asia (27 trade fairs, including 18 in China), although North and South America (19) and the boom region around Dubai (11) are also in the spotlight of Messe Frankfurt’s overseas strategy. In order to further promote the international growth of the trade fair portfolio, the company began in 2006 to reorganise its international sales structure and further enhance efficiency. The level of internationality of the exhibitors and visitors at the Frankfurt trade fairs, for years higher than the national average, once again increased significantly: almost 70 per cent of the exhibitors and nearly 40 per cent of the visitors came from outside Germany.



Diversification

Messe Frankfurt launched a new business segment in 2006 with the Productpilot Internet platform, which went online in February. Some 25,000 Messe Frankfurt exhibitors and their products are already registered in the system, and at the end of its first year, Productpilot had already chalked up 5 million visits and 65 million page views. In December 2006, Productpilot GmbH was founded as a subsidiary of Messe Frankfurt GmbH. From 2007, the offerings of Messe Frankfurt's overseas fairs will also gradually be integrated into Productpilot.

Alliances

With a letter of intent, Messe Frankfurt and Fiera Roma sealed their interest in a cooperation. In 2008, it is planned to hold an Automechanika fair at the new Roman exhibition grounds. Consumer goods and textiles fairs could follow. A joint venture between Messe Frankfurt and the Chinese trade fair organiser Guangzhou Guangya Exhibition & Trade Co. Ltd. hosts the biggest Asian lighting exhibition, Guangzhou International Lighting Exhibition, as well as the parallel event Electrical Building Technology China. The partnership agreement was concluded at the beginning of 2006. At home, Messe Frankfurt is also further reinforcing its position through strategic alliances. Following the International Motor Show (IAA PKW) and the Frankfurt Book Fair, it was also possible to renew and consolidate the alliance withACHEMA, the third major guest show in Frankfurt.

Modernisation of the home venue

The Frankfurt exhibition centre – the third largest in the world – is an evolved, living “city within the city” that is currently being modernised within the scope of a more than ten-year master plan.

2006 was for the most part characterised by traffic routing and infrastructure measures to develop the area additionally acquired in 2004 and link it to the existing grounds. At its own expense, Messe Frankfurt built a ring road in the south-western section of the new site. The site was also made accessible to traffic and power, water and waste water systems were laid in order to prepare the area for subsequent development. Towards the end of 2006, work started on the building of a new logistics centre that will be used for the first time for the International Motor Show (IAA PKW) in 2007.

In November, the way was paved for the construction of the new Hall 11, which will be built in the coming years to the west of the exhibition grounds. It will link Halls 9 and 10 with each other via the Via Mobile. Like this, with Halls 8 to 11 an exhibition area is being created that can be used for smaller events independently of the central and eastern part of the grounds, also facilitating the organisation of two or more shows in parallel. A new West entrance to the exhibition centre will be built directly next to Hall 11.

A city within the city

Like the city surrounding it, the Frankfurt exhibition centre is characterised by a variety of architectural styles. From the Festhalle, which delighted the German emperor 100 years ago, to the spectacular construction of Hall 3, the architectural spectrum ranges from the early 20th to the 21st century. Oswald M. Ungers, Helmut Jahn, Nicholas Grimshaw – renowned architects have shaped the face of the Frankfurt exhibition centre with their unmistakable style. Just like the corporate design, the architecture of the exhibition grounds is a distinctive and integral part of the Messe Frankfurt corporation.



Growth through training



There are very few sectors where as many different job profiles can be found as in the event sector. At the same time, there are very few fields of business that demand such a wide range of knowledge as the organising of trade fairs, events and congresses. In order to understand the complex mechanisms, the planners have to be in a position to think outside the box of their respective area of expertise. When organising an event, the cogwheels only mesh if the organisers are in constant dialogue with each other and are prepared to continuously respond to new learning processes.

Training outside the box

On their way through the different departments, Messe Frankfurt's trainees get to know as many different angles as possible. "I find it fascinating how much varied knowledge you need in order to put on a successful event – from customer acquisition and support, via technical realisation, through to dealing with the media. And everyone is working towards the same goal," says Daniel Egerer, who is in his first year of vocational training as an event operator. And PR intern Janine Nathmann finds it "exciting that the event landscape offers so many different themes and you continually have to familiarise yourself with new areas of expertise".



The annual company party for the approximately 1,000 employees in Germany is in the meantime organised completely by the trainees – from ideas generation, via budget planning, to the actual realisation. Working on such projects hones the skills needed to responsibly organise events. In 2006, 27 young people participated in Messe Frankfurt's training schemes and in 2007 the number of trainees has risen to over 30.

Continuous education as a factor of success

The learning curve in the event sector does not end with the handing out of a training certificate. Messe Frankfurt considers the continuous investment in its employees to be a vital factor of success. For this reason, the company once again stepped up its human resources development measures in 2006. In addition to the already established continuous education offering within the scope of the Fit-for-Fair programme, a management training group was created on the Director level. The aim of this training group is to deepen knowledge in the fields of general management, leadership, sales and international markets.



Tomorrow's specialists

Career training in the event sector is both motivating and diversified. At Messe Frankfurt, the training of junior staff is an important priority: over the past ten years, the number of in-house trainees has almost quadrupled.

Education transcends borders

Against the background of Messe Frankfurt's ongoing internationalisation, staff exchanges between the subsidiaries and the home venue were further intensified. Apart from giving trainees the option to gain professional experience by doing an internship abroad during their training, an international exchange scheme was launched. Brief work assignments abroad help to promote the integration of the group entities and a – mutually beneficial – knowledge transfer also takes place. Staff in the subsidiaries become more familiar with established and transferable operating procedures of the parent company. Especially in the dynamic emerging markets, committing highly qualified employees to the company is an increasing challenge. At the same time, staff continuity significantly raises the quality of the company's performance. On brief assignments with other group entities, staff from Frankfurt learn about economic and cultural aspects of the foreign trade fair venues, helping them in turn to further optimise the support of international customers in Frankfurt.

Employee growth in Germany and abroad

Compared to the end of 2005, the number of employees rose by 100 to 1,394, which corresponds to an increase of eight per cent. The increase in the number of employees in Germany is primarily accounted for by the fact that Messe Frankfurt Exhibition GmbH began to build up its own sales

operations. At Messe Frankfurt Venue GmbH & Co. KG, staff were hired to cover key service functions in the transport/logistics, event operating and building services segments. Furthermore, Accente Gastronomie Service GmbH again increased its number of regular staff from 125 to 148 by offering temporary staff permanent contracts in order to stabilise the quality level. Outside Germany, the expansion of operations above all in China, Dubai, Turkey, India, Italy, Russia, Japan, Mexico and Argentina led to an – in some cases significant – rise in new staff appointments.

In order to ensure the attractiveness of the workplace and uphold staff retention, Messe Frankfurt extended its range of company and social security benefits in 2006, for example by developing the Messe Vital company health management scheme. The Messe Mobil offer was also set up, a scheme which gives all employees the possibility to drive a company car as a form of benefit in kind. Such schemes are another means by which Messe Frankfurt demonstrates that it is proud of the pool of skills and expertise of its employees.

09.06

Name: **Dipl.-Ing. Christian Haase**
Country: **Germany**
Profession: **Light Technology**
Laboratory Director
Company: **Hella KGaA Hueck & Co.**



Automechanika

BEND IT. Hella's DynaBeam headlight system celebrated its world première at the Automechanika in September 2006 – and promptly drove off with the Innovation Award.

The first upgrade dynamic bend lighting doubles your visibility range when taking bends. The autonomous control unit makes it unnecessary to interfere with the vehicle electronics.

Trade fairs at the Frankfurt venue

The Frankfurt flagship shows for consumer goods, textiles, automotive + technology as well as architecture, technology and design present the latest innovations and an almost exhaustive overview of the current global market offer. Some 1.7 million trade visitors and 44,500 exhibitors attended the 38 trade fairs held in Frankfurt am Main in 2006 and took the opportunity to appreciate what their industry is showcasing. The exceptional special and trend shows organised by Messe Frankfurt contribute additional new ideas and impulses.

Innovative by tradition

Even in the Middle Ages, Frankfurt am Main was the intersection of major trade routes and an important trading centre for the newest goods from the then known world. The first mention of the trade fair in Frankfurt was in 1152; the fair privilege was granted by Emperor Frederick II in 1240.



When one of the major flagship fairs such as Heimtextil, Ambiente, ISH, Light + Building or Automechanika is held in Frankfurt, the exhibition centre starts to buzz weeks before the event opens its doors. Thousands of trucks deliver exhibits from all the continents in the world. Lined up nose to tail, they would form a convoy reaching from Frankfurt to the Great Wall of China. They bring new developments, trends and an almost exhaustive overview of the market offer to Frankfurt. The high quality of the events and the professional design epitomise the name Messe Frankfurt – both at its home venue and at more than 30 trade fair venues around the world. From its Frankfurt base, the company has established a continuously growing global network of trade fairs in the consumer goods, textiles, architecture and technology and automotive + technology sectors.

However, Frankfurt remains the hub of the international group. Some 1.7 million trade visitors and 44,500 exhibitors attended the 38 trade fairs held in Frankfurt am Main in 2006. These provided the forum for decision-makers from around the world to meet and not only appreciate the latest innovations and trends, but also experience their industry from a new perspective. The exceptional special and trend shows organised by Messe Frankfurt offer an opportunity to think outside the box and give impulses for new ideas.

Frankfurt is open to the world and its trade fairs have an unequalled level of internationality, with almost 70 per cent of exhibitors coming from outside Germany. Guest fairs in Frankfurt also traditionally form an integral part of the annual trade fair calendar. Internationally renowned trade fairs with a high public appeal, such as the Frankfurt Book Fair and the International Motor Show (IAA PKW), have their traditional venue in Frankfurt. Messe Frankfurt sees itself as a partner to its guest organisers and prides itself in offering them a comprehensive range of halls and services.

Thanks to Europe's largest airport with the most direct flight connections, Germany's busiest railway station and a dense motorway network, the exhibition city Frankfurt am Main can be quickly and easily reached from all over the world. An evolved city within the city, characterised by a unique variety of architectural styles, the exhibition centre lies close to the city centre, just a few minutes from the buzzing metropolis and less than half an hour from the attractive surrounding countryside. Departure after a successful trade fair is just as quick and efficient. Till next time when the whole world meets again in Frankfurt.

The Frankfurt consumer goods fairs have a worldwide reputation. Nowhere else will you find such a complete overview of what's new and available on the world market. Counting over 145,000 trade visitors, Ambiente 2006 set a new record.



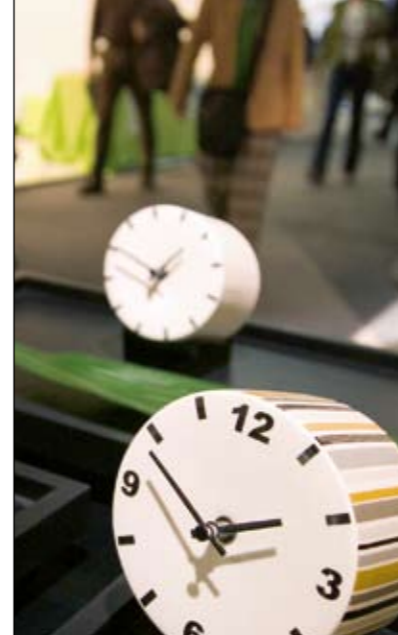
Consumer goods fairs

With its seven consumer goods fairs Ambiente, Tendence Lifestyle, Collectione, Paperworld, Christmasworld, Beautyworld and Musikmesse (International Music Fair), Messe Frankfurt offers globally leading marketing platforms for the consumer goods industry. From 2007, these will be complemented by Hair & Beauty – International Fair for the Hairdressing and Hair Cosmetics Industry.

Ambiente in Frankfurt is “the world’s choice” for the tableware, kitchenware and household appliances, gift and festive articles as well as home accessories and furnishing segments. The world’s biggest consumer goods fair is the must-attend event for exhibitors and visitors from over 140 different countries who wish to kick off the new business year on a positive note. With more than 145,000 trade visitors, a new record was set in 2006, bringing the level of internationality up to 40 per cent. This is where new design is both presented and honoured. The Design Prize of the Federal Republic of Germany and the Design Plus Award are conferred during Ambiente.

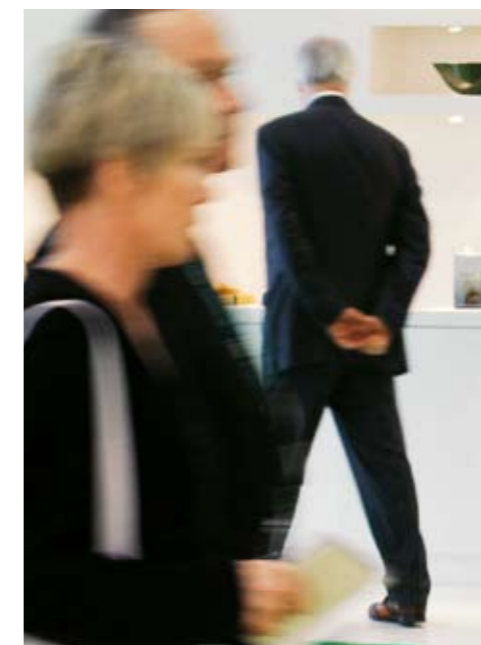
As the most important consumer goods fair for the autumn/winter season and Christmas trading period, Tendence Lifestyle has continually evolved in line with the needs of the market in close coordination with the associations and industry exhibitors. This is the first trade fair to be arranged according to lifestyle worlds that are oriented towards consumers’ buying habits. From 2008, the two consumer goods fairs Tendence Lifestyle and Collectione will be held in parallel over the first weekend in July, in order to cater to the shift in the ordering cycles of the trade. The portfolio of the two fairs encompasses products for all four seasons: at Tendence Lifestyle, visitors from the specialist retail and wholesale trades will find articles for the forthcoming autumn, winter and Christmas business. Parallel to this, Collectione will show products for the spring and summer of the subsequent year especially targeting high-volume buyers from the consumer goods sector. Collectione was successfully launched two years ago as a specialised niche fair for companies and buyers wishing to place bulk orders for their collections at an early date.

The first consumer goods highlight in the year with over 100,000 buyers and more than 4,000 exhibitors are the three parallel events Beautyworld, Christmasworld and Paperworld, which occupy the entire exhibition centre. The three trade fairs are each in their own right the highlight in their respective sector and together offer trade visitors valuable synergy effects.



The concept of Paperworld – The World of Office and Paper Products – with its Paperworld Imaging, Creative and Scriptum segments, accurately reflects the themes and trends affecting today’s paper, office supplies and stationery market. At Paperworld in Frankfurt, international trade buyers can find everything they need for ordering a seasonable and target group-oriented basic product mix, complemented by attractive supplementary offers.

Christmasworld – The World of Event Decoration – welcomes in the new business year with a scintillating display of new decorative ideas. With a unique breadth and depth of products on over 50,000 square metres of exhibition space, the leading international fair for festive articles and decorations – with a high number of international participants – shows the decorative trends of the coming season.



“Frankfurt 4 all seasons” ...

... encompasses four trade fairs that from 2008 will be held in parallel: Tendence Autumn + Winter, Collectione – Preview Spring + Summer, The Design Annual and Taste It!, a new gourmet event premiering in 2007. The innovative event for all four seasons featuring designer and mainstream products is aimed at trade visitors from all forms of distribution outlet; Taste It! and The Design Annual also target final consumers.

Beautyworld – International Trade Fair for the Perfumery, Drug Store, Cosmetics and Hairdressing Industry – is the first international trend and order venue of the year for the beauty and cosmetics sector. Retailers looking for new special brands to complement the big names will find an unparalleled offer.

Entertainment as an economic factor – this bridge between sound art and sound technology, between instrument manufacture and audiovisual high tech, between international trade fair for the industries and the biggest live music forum for a music-loving general public is spanned by the two flagship fairs Musikmesse (International Music Fair) and Prolight + Sound. The biggest international stage for musical instruments, music software and computer hardware, sheet music and accessories and the trade fair for event and communication technology, audiovisual production and entertainment for the first time attracted over 100,000 visitors to the Frankfurt exhibition halls in 2006.

The Frankfurt textiles fairs make up a consolidated global network of events for the three major industry segments apparel fabrics, home and commercially used textiles as well as technical textiles and innovative apparel fabrics.



Textiles fairs

Messe Frankfurt's textiles fairs are leading marketing platforms for the three major industry segments in the growth regions of Europe, Asia and America. Three own brands for apparel fabrics, home and commercially used textiles as well as technical textiles and innovative apparel fabrics provide a fitting environment for making customer contacts and initiating business deals – with a total of 20 trade fairs in seven countries in 2006. This largest network of foreign trade fairs within the group and its comprehensive textiles competence give Messe Frankfurt an exclusive competitive edge.

The Frankfurt trade fairs for apparel fabrics are concentrated in line with the market development at foreign trade fair venues in Beijing, Hong Kong, Shanghai, Paris, Moscow, Mumbai and New York. The Interstoff, Intertextile and Texworld brands have steadily expanded their presence in these markets over the past few years.

At the Frankfurt venue, Heimtextil – International Trade Fair for Home Textiles and Commercially Used Textiles – is the showcase international fair with the biggest range of products and services. It represents a highly diversified market whose main production sites have progressively shifted towards Asia over the past few years. This structural change has led to a new wealth of international products that is reflected in Heimtextil's structured

trade fair concept on all quality levels and in the entire depth and breadth of the product mix. The foreign fairs in Shanghai, Mumbai, Tokyo, Las Vegas and Moscow offer additional marketing platforms in these growth markets.

Technical textiles are considered worldwide to be the fastest-growing segment of the textiles market and open up future prospects for many companies. Applications range from the automotive sector, through to the construction industry, medicine, protective clothing and outdoor sports. In the USA and Europe, technical textiles account for 40 per cent of textiles' production and consumption. In China, India, Russia and South America, there is a growing demand for technical textiles. This explains the enormous success of the Techtexil fairs in Shanghai, Moscow and Atlanta. From 2007, an additional foreign event will be staged in India. Since 1986, Techtexil in Frankfurt has mutated to the leading international trade fair worldwide for technical textiles and non-wovens and represents the entire global spectrum of the world market for technical textiles. Staged in Frankfurt every two years together with Avantex as the international forum for innovative apparel fabrics, it has become a unique contact forum for technical textiles, non-wovens and apparel fabrics.



Carbon nanotube yarn
Resistance: 750 Ohms
Current :9.5 mA.

06.05

Name: **Ken Atkinson**
Country: **Australia**
Profession: **Project Leader**
Company: **CSIRO**
Textile & Fibre Technology



Avantex

SPINNING A BULLET-PROOF YARN. Fibres made from carbon nanotubes are only 1–10 μm thick, yet they are extremely elastic and remarkably strong, features that make them an extremely interesting material.

This exciting innovation was the recipient of Messe Frankfurt's Avantex Innovation Award for Materials Development in June 2005.

Messe Frankfurt's flagship fairs Automechanika, Light + Building and ISH present innovations and visions for the future around the globe. The successful expansion abroad and continuous further development ensure stable growth and a high degree of internationality.

Automotive fairs

Automechanika is without a doubt one of the most successful trade fair brands in the international arena. It is held at 12 venues around the globe. Its unique positioning notwithstanding, the international blue chip fair in Frankfurt am Main is bigger and better than ever before.

In 2006, Automechanika once again chalked up new records. Nearly 4,600 exhibitors displayed their products at the international flagship fair for the automotive industry in the reporting year – that is up by around three per cent compared to the previous event. Foreign companies in particular are increasingly discovering Automechanika as a platform for their products, with 80 per cent of the exhibiting industry coming from abroad. Automechanika gives them an opportunity to meet an extremely high-quality public that is for the main part made up of the top decision-makers in the industry.

The visitor structure is also becoming more and more international: in 2006 as many as 40 per cent of the buyers travelled to Frankfurt am Main from outside Germany to attend the event – which with 160,000 fair-goers is the most important and biggest of its kind worldwide.

There are several reasons for the success of Automechanika, one of which is doubtless the continuous further development of the concept. Thus for the first time in

2006, services station and car wash featured at Automechanika as a separate product group. Messe Frankfurt underscored the importance of this segment with a high-calibre special show and seminars dealing with the topic. In Germany, Automechanika continues to be the most important show for the entire aftersales segment within the automotive industry, including workshop and dealership management.

The brand's ongoing expansion abroad advanced consistently. In addition to Automechanika in Frankfurt, Messe Frankfurt currently organises 11 brand events worldwide – from Europe via Asia to Central and South America. The newest additions are the Automechanika shows in Toronto and Moscow (2007) and an Automechanika fair in Rome (2008). These events abroad offer Messe Frankfurt's customers the opportunity to tap new national and regional



Material Vision

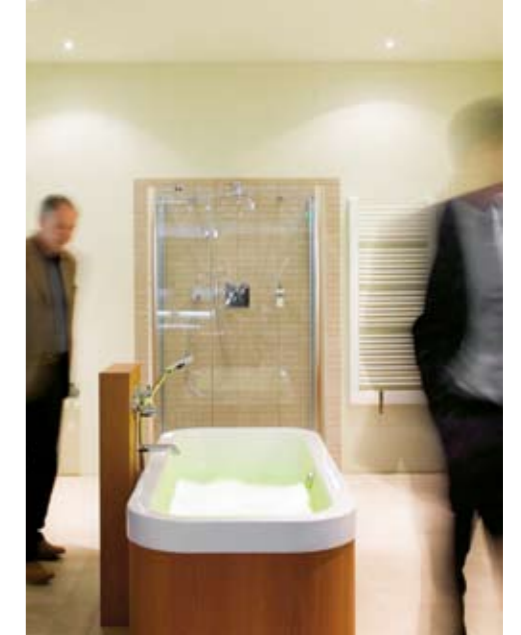
From 22 to 23 November 2007, Material Vision – International Trade Fair and Conference on the topic of materials for product development, design and architecture – will open its doors for the first time within the scope of the Nanotech + Material Week Frankfurt (21 to 23 November 2007, Frankfurt am Main). Under the congress theme, the Nanotechnologieforum Hessen, NanoSolutions and Material Vision will bundle their complementary strengths and networks to create an international platform for nanotechnologies and new materials. Thus, Nanotech + Material Week Frankfurt will be the main event for future-oriented technologies in Europe.

markets. At the same time, the affiliated Automechanika fairs are also showpieces for the home event in Frankfurt am Main and attract other international exhibitors and visitors.

Architecture, technology and design fairs

Architecture, technology and design are represented at Messe Frankfurt by the two international flagship fairs Light + Building and ISH. These are both expanding at a rapid pace, with new, future-pointing product segments being added all the time.

As an international trade fair for architecture and technology, Light + Building covers all segments relevant for architectural planning from lighting and electrical engineering, to home and building automation. In 2006, it posted growth of 11 per cent respectively both on the exhibitor side (2,100) and on the visitor side (130,000). The number of visitors from abroad showed an overproportional increase of 43 per cent. One of the reasons for its popularity with international fairgoers are Light + Building's global credentials: Messe Frankfurt organises five events worldwide showcasing the themes of technology, luminaires and lamps and architecture – and that strengthens the flagship fair in Frankfurt. At the request of the trade associations and exhibitors, Light + Building will be extended from five to six days from 2008 in response to this positive trend.



Light + Building acquired a whole new topic in 2006 with the former guest show ACS – Computer Systems in the Architecture, Engineering and Construction Industry – taking place in parallel for the first time. 100 exhibitors presented their products to the more than 6,000 visitors on a gross exhibition area of 2,500 square metres.

Alongside Light + Building, the ISH – the Messe Frankfurt event with the highest attendance figures – is the second strong trade fair brand in the architecture, technology and design segment. It presents itself with a unique concept combining synergies for the bathroom, building services, energy, air conditioning technology and renewable energies segments. In the building services and energy technology segments, the focus on renewable energy resources acts as a magnet for trade and private visitors, and "The Bathroom Experience" sets new international standards when it comes to design and comfort.



Capital goods fairs

Mechanical engineering constitutes one of Germany's strongest exporting industries. Messe Frankfurt organises two unique platforms for international business in this field: IFFA every three years and Texcare every four years.

Every three years, Messe Frankfurt opens its doors to the international meat-processing industry. Since 1949, manufacturers of high standing have presented their solutions in the areas of processing, packaging, selling, butcher's requisites, additives and spices at IFFA. With over 900 exhibitors, IFFA represents the industry in almost its entire breadth and depth.

International business is also growing in importance: in 2007, more than half of the exhibitors and almost one in two of the visitors came from outside Germany. The seven per cent rise in the number of visitors at the latest IFFA to some 61,500 buyers can also be attributed to the strong internationalisation. More than every second visitor belonged to the group of top decision-makers.

Since the trade associations anticipate that meat consumption worldwide will continue to increase over the next years, the meat processing machines industry also took a positive view of IFFA 2007. For the first time, a special show for the butcher's trade targeted potential company founders and owners looking for successors to take over their business.

Since 1956, Texcare International has been the worldwide industry forum and the No. 1 international showcase fair for machinery and equipment, accessories and services for laundries and chemical dry cleaners. At the last Texcare International in 2004, 252 exhibitors presented their innovations to the more than 13,500 trade visitors who travelled to Frankfurt. The fair has become a special magnet for visitors from eastern Europe: here, Texcare International saw growth of more than eight per cent. Altogether, approximately one in two visitors who attended Texcare in Frankfurt am Main came from outside Germany.

Texcare International is held at Frankfurt am Main every four years corresponding to the industry rhythm. Every two years, Messe Frankfurt additionally organises Texcare Asia – International Trade Fair for Modern Textile Care. The next event will be held in September 2007 at the Shanghai New International Expo Centre. In 2006, Messe Frankfurt also presented the first Texcare Forum at the Congress Center Messe Frankfurt in Frankfurt am Main. The Texcare Forum combines the annual general meetings of the textile care associations with a trade conference and thus offers the participants valuable synergies.



New format

Messe Frankfurt went new ways with two events in 2006: The Design Annual and Fine Art Fair Frankfurt. As an art fair organised in the form of an exhibition, the first Fine Art Fair Frankfurt was launched in 2006 with a surprising new concept. The première was a great success and received wide recognition in the art scene.

The debut of The Design Annual presented a unique high-end design event. In May 2006, under the motto "inside: urban", a totally new exhibition experience reflecting trailblazing aspects of urban architecture was staged in the time-honoured Festhalle. The crème de la crème of the international design world showcased their cutting-edge products – an industry mix from the fields of furniture and outdoor furniture, bathrooms and kitchens, textiles and floor coverings, accessories and luminaires as well as flatware and electro-installations. With this new event, Frankfurt has given the theme of design a home. The Design Annual forms the brace around all the events like Ambiente, Heimtextil, ISH and Light + Building, which also have a strong focus on design.

The eligibility of all the attendees to take part in this high-end event was closely scrutinised by Messe Frankfurt's cooperation partner Stylepark AG. Only those who have made design an integral part of their product philosophy and can demonstrate a clear strategy in this regard were permitted to exhibit in the Festhalle.

The debut event met with an overwhelming response from all sides. Some 9,000 visitors gathered in an inspiring ambience to exchange views, inform themselves and experience at first hand how companies from the best of the best in the world of design interpreted the motto of the event. The industry representatives praised the atmosphere and the high quality of customer contacts, while the visitors enthused especially about the level of the presentations and the attractive special shows.

The second edition is scheduled for 2007 under the motto "inside: private identity". This year, The Design Annual will debate the references which give high-end design its meaning today.

Very welcome – very popular: guest shows, congresses and conferences at the Frankfurt exhibition centre. Once again in 2006, Messe Frankfurt was the platform for successful guest shows. Congresses and conferences with a total of 102,000 attendees were hosted and the Festhalle was the venue for varied cultural and social highlights.

Guest shows

Guest shows are fixed features on the calendar at the Frankfurt trade fair venue. Internationally renowned trade fairs and crowd-pullers such as the International Motor Show (IAA PKW), the Frankfurt Book Fair, ACHEMA and EuroMold have for many decades benefited from the extensive range of services and modern infrastructure of the Frankfurt exhibition grounds to implement their successful trade fair concepts.

In 2006, the 19 guest shows in Frankfurt welcomed around 782,000 visitors and 19,300 exhibitors. The International Motor Show (IAA PKW) was missing by rotation in 2006, with the result that correspondingly fewer visitors to the Frankfurt exhibition grounds were counted. Guest shows occupied around 328,000 square metres of exhibition space in 2006.

The long-standing cooperation between Messe Frankfurt and the Frankfurt Book Fair was capped by record figures in 2006: 287,000 literature enthusiasts came to Frankfurt am Main for the 58th Book Fair.

Another highlight in the reporting year was ACHEMA – International Exhibition Congress on Chemical Engineering, Environmental Protection and Biotechnology: welcoming some 3,900 exhibitors and 180,000 visitors it was the largest such event to date. EuroMold – World Fair for Moldmaking and Tooling, Design and Application Development – also gained in terms of internationality and exhibition space with around 1,700 exhibitors and a rise in visitor numbers.



Festhalle

The tradition-rich Festhalle, affectionately known by the locals as Frankfurt's "Gudd Stubb" (parlour), celebrates its 100th anniversary in 2009. Major parts of this architectural gem were renovated in 2006 in line with preservationist principles.



Airtec 2006 celebrated its successful debut event in 2006. Welcoming 8,800 visitors and 490 exhibitors, the international aerospace supply fair received a positive echo from the trade audience.

Congresses and events

"Meeting place, accommodation and exhibition venue, all under one roof" – what began ten years ago with the inauguration of the Congress Center Messe Frankfurt has become an undisputed success story. However, demand has long since outgrown the capacities of the Congress Center: with growing frequency, the Forum and the Festhalle as well as Hall 3 and the in 2006 newly modernised Saal Europa in Hall 4 on the Frankfurt exhibition grounds are also used for congresses and conferences. Punctually in time for the anniversary, the conference and congress business received a new name: Congress Frankfurt.

In 2006, – independently of trade fairs – Congress Frankfurt hosted 126 congresses and conferences at the Frankfurt exhibition centre, which attracted a total of some 102,000 attendees. On a year-for-year basis (2005: 125 congresses and conferences, 83,000 participants), this represents renewed growth. As in 2005, around one quarter of the events had an international character, and around one third of the events were held over several days.

In keeping with Frankfurt's role as a financial and banking metropolis, but also favoured by the city's dynamic scientific community, the main focal themes of the

conferences and congresses were in the fields of medicine and science, the banking and finance sector as well as IT and telecommunications.

The Congress Center also hosted two mega events of significance for the sporting world in the World Cup year: in May the merger of the National Olympic Committee and the German Sports Confederation (Deutscher Sportbund) to form the German Olympic Sports Confederation was enacted and in September the extraordinary general meeting of the German Football Association (Deutscher Fußballbund – DFB) was held in Saal Harmonie. Another highlight was the 57th annual general meeting of the Max Planck Society, Germany's leading research institute.

The tradition-rich and versatile Festhalle provides a venue for concerts, sporting and cultural events as well as corporate events and product launches, conferences, exhibitions and gala dinners. The highlights of the varied programme in 2006, which drew around 323,000 guests, included the Festhalle Riding Tournament with top international riders, the Messe Frankfurt Marathon, the popular "Wetten dass..?" ("You Bet!") TV show hosted by Thomas Gottschalk and performances by Bruce Springsteen, Depeche Mode, Eric Clapton and Pink.

04.06

Name: **Dietmar Zembrot**
Country: **Germany**
Profession: **Marketing Director**
Company: **Zumtobel Lighting GmbH**



Light + Building

LUMINARY. When successful companies engage world-famous architects to design lamps, they present the results at Light + Building in Frankfurt.

One of the most spectacular “Lights of the Future” was Zaha Hadid and Patrick Schumacher’s helix-like lighting sculpture “Chandelier Vortexx” in April 2006.

Messe Frankfurt worldwide

Messe Frankfurt's foreign operations have become a genuine success story. They open up new sales opportunities for the exhibitors at the flagship fairs in Frankfurt am Main and at the same time underscore Messe Frankfurt's activities on its domestic market. Moreover, Messe Frankfurt not only benefits from the dynamism of foreign markets. Its international network enables it to develop greater market strength itself, making it possible to successfully launch new events at home and abroad at an ever faster pace. The foreign subsidiaries in the meantime contribute to group sales with 22 per cent.

Worldwide growth

Messe Frankfurt is continuing to pursue its path of growth overseas. International operations are developing at a stable rate with the launching, continuation and establishment of top-quality events. The number of visitors has almost doubled worldwide over the past five years to around 919,000, and the number of exhibitors has almost tripled to 20,700. With a steady growth of over 250,000 square metres, the amount of exhibition space abroad has increased since 2001 to a total of 450,000 square metres.



In its international operations, Messe Frankfurt once again broke new records in the year under review. Although by virtue of the rotation of events only 64 trade fairs were held overseas (previous year 68 fairs), these events scored an all-time high. The number of exhibitors rose by around ten per cent to just under 20,700, while visitor numbers rose to 919,000. This means Messe Frankfurt in the meantime welcomes one in three of all visitors at its events abroad.

Messe Frankfurt's 21 foreign subsidiaries and branch offices organised a total of 13 new trade fairs outside Germany in the reporting year. Asia was once again the focus of investments, with seven trade fairs debuting in this region in 2006. In addition to Asia, the American continent is growing in importance. With five new events, Messe Frankfurt has significantly expanded its portfolio here.

Europe, too, will host new Messe Frankfurt events in the future: while Texworld in Paris brought in new exhibitor and visitor records in 2006, Messe Frankfurt signed a letter of intent for an extensive cooperation with the Rome Trade Fair. This paves the way for a Messe Frankfurt Automechanika fair at the Rome exhibition centre as early as 2008. In a second step, further trade fairs in the consumer goods and textiles sectors could follow.

With its internationalisation strategy, Messe Frankfurt is pursuing two main objectives. On the one hand, it is intended to provide the exhibitors at the leading flagship fairs in Frankfurt with a platform that acts as a springboard for developing other national and regional markets. In this, companies can rely on Messe Frankfurt's high quality standards and also be sure that the organisation of the foreign events they attend will function just as smoothly as is the case at the Frankfurt exhibition venue.

In order to underscore the uniform quality guarantee "made by Messe Frankfurt", the company attaches great importance to ensuring that its foreign brands meet the same high quality standards as the signature events in Frankfurt itself – and that they are presented in the same design, from signposting through to the outfits of the hostesses.

Standardising the corporate identity also supports Messe Frankfurt in its second objective: to strengthen the flagship fairs in Frankfurt. Of course, the smaller foreign events are also showpieces for the international marketplaces in Frankfurt am Main. The growing share of international exhibitors and visitors in Frankfurt shows that this is a win-win strategy.

The continuing unabated economic growth in Asia makes the region Messe Frankfurt's No. 1 investment location: every second new trade fair organised by the company in 2006 was held here. Messe Frankfurt founded its first Asian subsidiary in Japan back in 1990. In the meantime, the company organises its events at 13 venues in Asia, with a focus on China.

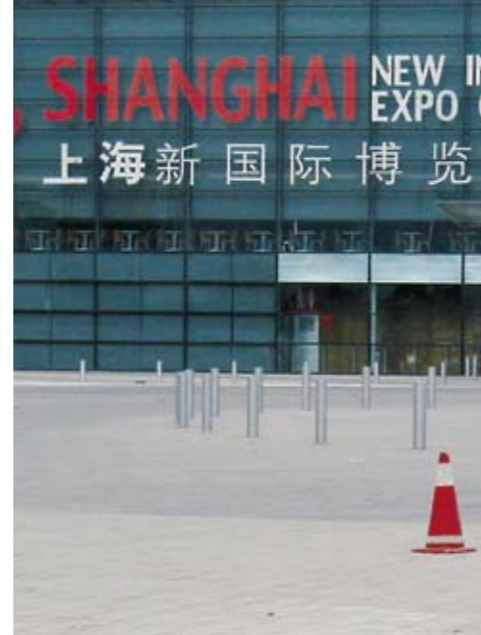
Asia

Of the 27 trade fairs that Messe Frankfurt organised in Asia in the reporting year, as many as 18 were staged in China. This makes Messe Frankfurt the leading international exhibition corporation in the Middle Kingdom. With Senior Health & Lifestyle and Eco Expo Asia, Messe Frankfurt has now also created platforms in the region for two future-pointing themes.

Messe Frankfurt Ltd. in Hong Kong signed a partnership agreement in 2006 with the Chinese trade fair organiser Guangzhou Guangya Exhibition & Trade Co. Ltd. The joint venture will in future organise the biggest Asian lighting exhibition, Guangzhou International Lighting Exhibition, together with the parallel event Electrical Building Technology Guangzhou. The theme perfectly complements the portfolio of Messe Frankfurt, which with Light + Building already organises the leading international show in this segment.

In Beijing, the sixth edition of ISH China counted over 15,000 visitors – the biggest event since the fair was launched. This is the region's most important event for sanitation, heating and air conditioning technology.

Since it premiered in 2002, Music China has fast-tracked to become one of the three leading music industry events worldwide. In 2006 it welcomed around 1,000 exhibitors and over 33,000 visitors from 90 countries. Thanks to its unique positioning in Asia, it also serves as a centre for cross-border educational and cultural exchange.



Interstoff Asia in Hong Kong is one of Messe Frankfurt's oldest overseas trade fairs. The trade fair for manufacturers of textiles, fibres and yarns takes place twice a year, in the spring and the autumn, and is the No. 1 meeting place for the textiles scene in Asia. From 2007, the Interstoff Asia trade fair will have "essential" added to its name in order to underscore the event's new orientation towards innovative Asian textiles. With Intertextile Shanghai Apparel Fabrics, Messe Frankfurt also organises the world's biggest trade fair for apparel fabrics. These two trade fairs are complemented by further textiles events tailored to different specific regions and focal themes, such as Intertextile Beijing Apparel Fabrics, Yarn Expo and Cinte Textil China.

Messe Frankfurt also organises its Automechanika brand in Shanghai. The development of the fair reflects the dynamic market in China for car manufacturing and automotive components: both the number of exhibitors and the exhibition space more than doubled in 2006 compared to the previous event; the number of visitors rose by nearly a third to more than 12,000.

In the growth market India, Messe Frankfurt is continuing to expand its portfolio of textiles fairs. Heimtextil India was joined in 2006 by Texworld India, and in 2007 Techtexil India will round off the offering. Thus all three of Frankfurt's textiles fairs segments are now offered in India.

In the Dubai boom market ...

... Messe Frankfurt has been continually positioning its brands since 2002. Automechanika Middle East, Light Middle East, ISH Kitchen + Bath Middle East and Beautyworld Middle East offer excellent prerequisites for successful business matching in the United Arab Emirates. They are frequented in particular by visitors from the Middle East, Iran, Africa, India and the former CIS states.



Some 5,000 shows are held every year in North and South America. This makes the region by far the biggest event market in the world. With 23 trade fairs – including five new events – Messe Frankfurt is well represented in America.

America

Almost no other country has more trade fairs and more trade fair organisers than the USA. The multiplicity of corporations operating on regional and national level results in a highly complex and fragmented market. Despite the intense competition this generates, Messe Frankfurt is well-positioned in the world's largest economy. Brands such as ISH North America and Techtexil North America have gained a firm foothold in the US market.

From 2006, the already very successfully positioned Interior Lifestyle USA was extended by a second show in the spring. Interior Lifestyle has been held at the Las Vegas World Market Center in tandem with the "Las Vegas Market" since 2005. This is a magnet twice a year for international buyers and specialists from the home textiles and consumer goods sectors.



Exhibiting companies therefore gain from the possibility to display their products on an exclusive platform within the context of such a large-scale event.

Launched only in 2006, Texworld USA was a success from the start. With around 160 exhibitors, the second event held at the New York Penn Plaza Pavilion in January 2007 was already a sell-out. In order to double the number of exhibiting companies at the show to around 300 in the medium term, Texworld will be staged from July 2007 in the larger Jacob K. Javits Convention Center, also in New York.

In Canada, Messe Frankfurt is organising the first-ever Automechanika in Toronto in September 2007. The fair will be produced in partnership with the media corporation Business Information Group, which has up to now been responsible for organising an automotive trade show of its own in Toronto. Automechanika Canada is in the meantime the third event next to the Canadian Waste & Recycling Expo and the Canadian Public Works Expo to be staged by Messe Frankfurt in the northernmost country of America.

Messe Frankfurt has also made positive experiences with partnerships in Latin America. PAACE Automechanika Mexico held in Mexico, for example, is sponsored by the US Specialty Equipment Market Association (SEMA). Not least for this reason, PAACE Automechanika Mexico has become the most important trade platform for the international automotive industry



in Central America. In 2006, PAACE Automechanika Mexico attracted a record number of some 520 exhibitors and over 17,500 visitors.

The interest of the US association reflects the strong ties between the two countries: some 85 per cent of goods produced in Mexico are exported to the USA. However, the country has not only signed a free trade agreement with the USA and Canada (NAFTA). Mexico has respective agreements with 42 countries and thus constitutes a common market with 1.2 billion consumers. Messe Frankfurt established its own subsidiary in Mexico in 2001 and has in the meantime extended its portfolio of themes to include four events. 2007 will see the addition of Exintex, an international trade fair for home and apparel textiles, fashion and machinery.

Apart from Mexico, Argentina has represented one of Messe Frankfurt's core markets in Latin America since 1999. Even during the economic crisis in Argentina, Messe Frankfurt did not follow the example of many other international corporations and pull out of the market. It was the only foreign trade fair organiser to continue to hold trade fairs during this time. The confidence it placed in the Argentine economy is now bearing fruit: today, Messe Frankfurt enjoys an excellent reputation among the country's economic and political elite.

In the meantime, Argentina's business statistics are once again more than encouraging. The recession was followed by a boom, with growth rates of the gross national product of up to nine per cent. Messe Frankfurt's activities in Argentina show a similarly positive development, with the launch on average of one new trade fair a year. 2006 saw the debut of the Intima Punto & Seguido Buenos Aires apparel fair, which welcomed over 80 exhibitors and more than 6,300 trade visitors. Cosmesur Beautyworld Buenos Aires has registered growing exhibitor and visitor numbers every year since it premiered in 2003. In 2006, some 150 exhibiting companies presented their product ranges in the field of perfume, cosmetics, aesthetics, hairdressing and haircare products as well as fashion jewellery and accessories to the 40,000 trade visitors. The eighth Tecno Fidta in Buenos Aires – International Food Technology, Additives and Ingredients Trade Fair – was the most important exhibition for the industry in Latin America.

For the fourth time already, Automechanika Argentina took place in Buenos Aires in November 2006. With more than 530 industry exhibitors, it occupied the entire exhibition grounds of the La Rural Trade Center – corresponding to around 30 per cent more exhibitors than at the previous event in 2004. The increase in visitor numbers from 32,400 to 41,100 over the same period testifies to the fact that Automechanika Argentina has become the leading trade platform for the automotive supplier industry in South America.

In Europe, Messe Frankfurt is well-positioned with strong brands in France, Russia and Turkey. Like this, it demonstrates its ability to establish successful trade fair themes in both well-developed and emerging markets.



Europe

Year for year, Texworld in **France** proves that with the right concept it is also possible to be successful in Europe's well-developed markets with their high competitive density. On track for success since 2002, in the year under review it once again demonstrated its cutting-edge position among the international textiles trade fairs. In March 2007, it was held for the first time at the Paris Le Bourget exhibition centre. More space and light and better accessibility provide the best possible prerequisites to continue to strengthen and develop Texworld. The first show to be held at the new venue already notched up notable increases: more than 800 exhibitors (up by around 20 per cent) presented their product mix to over 17,000 trade visitors. The prolonged success of Texworld led in 2006 to a roll-out of the brand in the Indian and US markets.

In order to continue to underscore the high quality of the products on display, Messe Frankfurt France in conjunction with the Institut Français du Textile et de l'Habillement has decided to introduce a joint quality seal. This will designate products which, among other things, do not contain any substances that are harmful to consumers.

In the burgeoning **Russian market**, Messe Frankfurt organises seven events in the country's two major economic centres. While Auto + Automechanika has firmly established itself in St. Petersburg, the majority of the events organised by Messe Frankfurt are held in Moscow. With nine million inhabitants and a share of 12.5 per cent of the Russian gross national product, the Russian capital is the ideal venue for international trade fairs.

The development of Heimtextil Rossija, a firm fixture in the market since 1999, underscores the high demand for textiles in Russia. The event once again recorded significant growth in 2006 – six per cent on the exhibitor side (220) and nine per cent on the visitor side (8,500). This makes Heimtextil Rossija in the meantime the biggest international home textiles fair in the whole of Russia.

The positive development of Ambiente Rossija is partly the result of a new "buyer's programme" that has contributed to a further professionalisation of Ambiente as a business platform. The project is geared towards further enhancing the attractiveness of Ambiente for wholesalers and retailers even in more remote parts of Russia. For the first time the seminar "How to do business in Russia" was organised in cooperation with the Moscow Chamber of Commerce, and met with great success. In order to enable it to better respond to the order cycles in the consumer goods sector, Messe Frankfurt decided to put on an additional Ambiente Russia Spring in Moscow for the first time in 2007.

Having been shaken at the beginning of this millennium by the worst economic crisis since the end of the Second World War, the reforms initiated in **Turkey** by the International Monetary Fund are in the meantime beginning to take hold. Since 2004, Turkey has managed to significantly boost its gross national product again.

The trade fairs on the Bosphorus have almost mirrored the economic situation in their development: while Automechanika Istanbul, which is organised every two years by Messe Frankfurt in partnership with Deutsche Messe in Hanover, suffered a decline in 2003, it was able to pull back significantly in 2005 and is expected to establish new records in 2007.

With around 660 exhibitors from 27 countries, Automechanika Istanbul 2007 – which is held in parallel to Petroleum Istanbul – is the biggest international trade fair for the automotive accessories industry in the Eurasian region. This means exhibiting companies benefit not only from the fact that Turkey alone builds around a million cars annually, but also from the country's economically strategic position as a bridgehead between the Orient and the West.



02.06

Name: **Michael Ring**
Country: **Denmark**
Profession: **Director**
Company: **Stelton A/S**



Ambiente

A SOURCE OF INSPIRATION. There is no facet of life which cannot be made even simpler and more pleasant by good design.

The Pingo vacuum flask by John Sebastian received the Design Plus Award at Ambiente in February 2006 – and Stelton in Denmark has received lots of orders ever since.

2006 Group management report of Messe Frankfurt GmbH

I. Presentation of development of business

General economic trend

The dynamic development of the world economy continued in 2006, resulting in 3.6 per cent growth¹⁾. Apart from East Asia and the United States, the euro area also again recorded a significant rise in the gross domestic product. World trade – an especially important indicator for the international trade fair industry – rose by 8.5 per cent. The business trend in the key economic areas also gives reason for optimism.

In the USA, the gross domestic product increased by 3.3 per cent in the reporting year. At 2.2 per cent, the Japanese economy also grew in 2006 at around the same rate as in the previous year. Growth in China's economy reached 10.7 per cent, driven in particular by investments, which increased by 18.0 per cent, and private consumption (+9.5 per cent).

The economy in the EU area showed a clear broad-based upswing of 2.7 per cent, with the growth rates of the member states lying significantly closer together than in the previous years. The cyclical upturn in the German economy in particular had a positive knock-on effect in the other member states. At 2.1 per cent, private consumption in the EU increased at a substantially higher rate than in the previous years.

With a 2.7 per cent rise in the gross domestic product, Germany experienced its strongest economic growth since 2000. German exports went up by a further 12.5 per cent, but for the first time private consumption, which accounts for almost 59 per cent of the gross domestic product, picked up again (+0.8 per cent after 0.1 per cent in the previous two years).

Development of the German trade fair sector

The economic revival also had an impact on the trade fair sector: for the first time since 2001, visitor figures for the international trade fairs in Germany again showed a rise. According to preliminary figures published by the Ausstellungs- und Messeauschuss der Deutschen Wirtschaft (AUMA) e.V., Berlin (Association of the German Trade Fair Industry), almost 9.6 million visitors attended the 159 supra-regional trade fairs held in the reporting year, that is nearly two per cent more than in the previous year. The number of exhibitors rose by a good one per cent to more than 170,000: while attendance by German exhibitors stagnated at 81,500, almost 2.5 per cent more came from abroad, bringing the number of firms at German trade fairs to close to 89,000 in total. The amount of exhibition space booked increased by one per cent to around 6.5 million square metres.

¹⁾ Source of all economic data: ifo EEAG Report; monthly report of the European Central Bank, March 2007; German Council of Economic Experts: Annual Report 2006/2007, 8.11.2006; Federal Statistical Office, Series 22.2.2007

Messe Frankfurt corporate group



Objectives and strategies of the Messe Frankfurt corporate group

Messe Frankfurt consistently pursued its goal of continuous, profitable and sustainable growth in 2006. Economic soundness, foresighted planning and flexibility are the indispensable preconditions for success in the increasingly competitive environment of the German, European and international trade fair sector. In the year under review, Messe Frankfurt continued to follow its four strategic roads to growth – broadening international scope, innovation, diversification and alliances.

Broadening international scope

The international scope of event operations is being accelerated in two directions: on the one hand Messe Frankfurt is concerting efforts to internationalise its flagship fairs in Frankfurt. On the other hand, internationality is also being promoted by organising trade fairs outside Germany. The higher the level of internationality of events, the higher their quality. Close to 70 per cent of exhibitors and around 40 per cent of visitors travelled from outside Germany to the own events held at the Frankfurt exhibition venue. These indicators are proof of maximum customer value both on the supply and demand side. By way of comparison: the AUMA puts the average rates for Germany as a trade fair venue at 52 per cent for exhibitors and 22 per cent for visitors.

Messe Frankfurt's event operations outside Germany are gaining in importance from year to year. With 64 events, the number of Messe Frankfurt trade fairs abroad in 2006 was slightly lower than in the previous year (68) due to the rotation of events.

Asia remains the regional focus of overseas business with 27 events in the reporting year, of which 18 were held in China alone. Although this is currently the area of strongest growth, Messe Frankfurt is not disregarding the attractive markets of the EMEA (Europe, Middle East, Africa) economic area as well as North and South America either. In the boom region around Dubai alone, 11 events were held in 2006. From Canada to Argentina, Messe Frankfurt's subsidiaries organised 19 trade fairs in the year under review.

Innovation

In the trade fair sector, the route to innovation is multidimensional. Trade fairs by definition act as pacesetters for their customers' innovations by offering them an early platform to present future themes, new products, trends and fashions. What's more, Messe Frankfurt itself acts as an innovator, on the one hand by permanently adapting its trade fair concepts to new market developments, and further by highlighting trends at its events through special presentations and publications and honouring pioneering product innovations of its exhibiting customers. On the other hand it is also expanding its own product range above all within the scope of its three core areas of competence consumer goods, textiles and technology. Three new events were launched in Frankfurt in the reporting year: The Design Annual, Fireprotec and the Texcare Forum complemented the existing portfolio with new thematic focuses.

Messe Frankfurt's foreign subsidiaries organised a total of 13 new trade fairs abroad, five of these in America and seven in Asia. Thus Texworld, a trade fair for apparel fabrics that has been successfully organised by Messe Frankfurt in Paris since 2002, was rolled out in the USA and in India in 2006. With Eco Expo Asia in Hong Kong and Senior Health & Lifestyle in Dalian (China), platforms were created in Asia for two internationally important themes of the future – environmental protection and elderly living.

Diversification

Launched at the beginning of 2006, the Productpilot Internet platform, Messe Frankfurt's future new business field, chalked up a highly successful first year. By the end of the year, as many as 25,000 Messe Frankfurt exhibitors from the areas of core competence textiles, consumer goods and technology had already registered in Productpilot. Five million visits and 65 million page views were counted. In addition to the planned cooperation with Koelnmesse, Messe Frankfurt aims to expand the platform through additional partners and also to integrate its foreign trade fairs into the offering. Furthermore, business matching events are planned in order to enhance the awareness level of Productpilot and firmly position it in the market.

Alliances

At home and abroad, Messe Frankfurt is also continuously reinforcing its market position through strategic alliances.

A letter of intent was signed with the Rome Trade Fair for a cooperation between the two trade fair companies. In a first step – probably in 2008 – it is planned to hold an Automechanika fair at the new Roman exhibition grounds. In a second step, further trade fairs in the consumer goods and textiles sectors could follow.

Another significant partnership agreement was signed in Q1 of 2006 between Messe Frankfurt (H. K.) Ltd. and the Chinese trade fair organiser Guangzhou Guangya Exhibition & Trade Co. Ltd. This joint venture will host the biggest Asian lighting exhibition Guangzhou International Lighting Exhibition together with the parallel event Electrical Building Technology China. Thus a new brand event was added to the portfolio to complement the Frankfurt Light + Building flagship fair.

A second letter of intent was signed towards the end of the year with Koelnmesse. This aims at a participation of Koelnmesse in Productpilot GmbH, which was set up in 2006. The Productpilot Internet platform offers purchasers worldwide around-the-clock direct, professional contact with the exhibitors registered in the portal and is at the same time a strategic instrument intended to strengthen Germany as a trade fair venue.

At the Frankfurt venue – following the International Motor Show (IAA PKW) and the Frankfurt Book Fair – a new framework agreement with Dechema renewed and intensified the partnership with the third major guest event held every three years, ACHEMA – International Exhibition Congress on Chemical Engineering, Environmental Protection and Biotechnology.

Reinforcing customer value is the basis for all of Messe Frankfurt's strategies. This is further underscored by the concerted "Messe Frankfurt against Copying" campaign, through which exhibitors and visitors learn from experts at the trade fair how to protect their ideas, designs and products early on and how to take action against infringements. Messe Frankfurt is supported in this effort by all relevant partner organisations and private initiatives. These include the Office for Harmonisation in the Internal Market: Trademarks and Designs, the German Patent and Trademark Office, the Industrial Property Rights Department of German Customs, as well as the Anti-Product Piracy Campaign Committee of German Industry and the Plagiarius campaign.

Messe Frankfurt can only successfully pursue its international business strategy with the help of a ramified and efficient network of national and international partners and participations. At the end of 2006, in addition to the parent company Messe Frankfurt GmbH, the Messe Frankfurt corporate group included 13 German and 21 foreign subsidiaries and branch offices as well as 48 international sales partners operating for a total of 151 countries.

With respect to the group structure of Messe Frankfurt GmbH, the following changes were made: Messe Frankfurt Exhibition GmbH increased its shareholding in Mesago Messe Frankfurt GmbH to 80 per cent from 60 per cent in the previous year. It is planned to acquire the remaining 20 per cent shareholding in 2007. Further, the Hong Kong subsidiary holds a 50 per cent stake in the joint venture company Guangzhou Guangya Messe Frankfurt Company Ltd. based in Guangzhou, China. For the organisation of Automechanika Mexico, the American subsidiary, Messe Frankfurt Inc., Atlanta, set up the joint venture company PAACE Automechanika Mexico, LLC in Atlanta with the American cooperation partners, in which it holds 50 per cent of the shares.

In December 2006, Productpilot GmbH was founded as a subsidiary of Messe Frankfurt GmbH. This will be responsible from 2007 for the Productpilot segment developed by Messe Frankfurt Medien und Service GmbH and form the basis for the planned cooperation with Koelnmesse.

Performance ratios

Trade fairs and exhibitions

Messe Frankfurt and its subsidiaries staged 110 trade fairs and exhibitions worldwide in the reporting year. Altogether, around 68,100 exhibitors and 2.7 million visitors were counted; the total net leased area was over 2.0 million square metres. These were complemented by 226 congresses, shows and other events at the Frankfurt venue which attracted around 492,000 visitors. Thus, all Messe Frankfurt group events taken together drew 3.2 million visitors.

Overall activities of Messe Frankfurt in 2006

	Events	Exhibitors	Net area* (in '000 m ²)	Visitors (in '000)
Trade fairs and exhibitions				
– at the Frankfurt venue	38	44,469	1,464	1,676
– at other venues in Germany	8	2,948	85	104
Total Germany	46	47,417	1,549	1,780
Other countries	64	20,692	452	919
Total trade fairs and exhibitions	110	68,109	2,001	2,699
Other events	226			492
Total activities	336	68,109	2,001	3,191

* including special show space

The group's exhibition centre in Frankfurt was the venue for 38 trade fairs altogether, including 14 events organised by Messe Frankfurt Exhibition GmbH and five by the two German subsidiaries Mesago Messe Frankfurt GmbH, Stuttgart (2) and Messe Frankfurt Ausstellungen GmbH, Wiesbaden (3). These 19 own group events in Frankfurt recorded around 25,200 exhibitors and 895,000 visitors. A little over one million square metres of exhibition space was booked. Since, as in all even-numbered years, an Automechanika fair was held in 2006 – one of the group's strongest events – all three parameters were, as expected, up compared to the previous year.

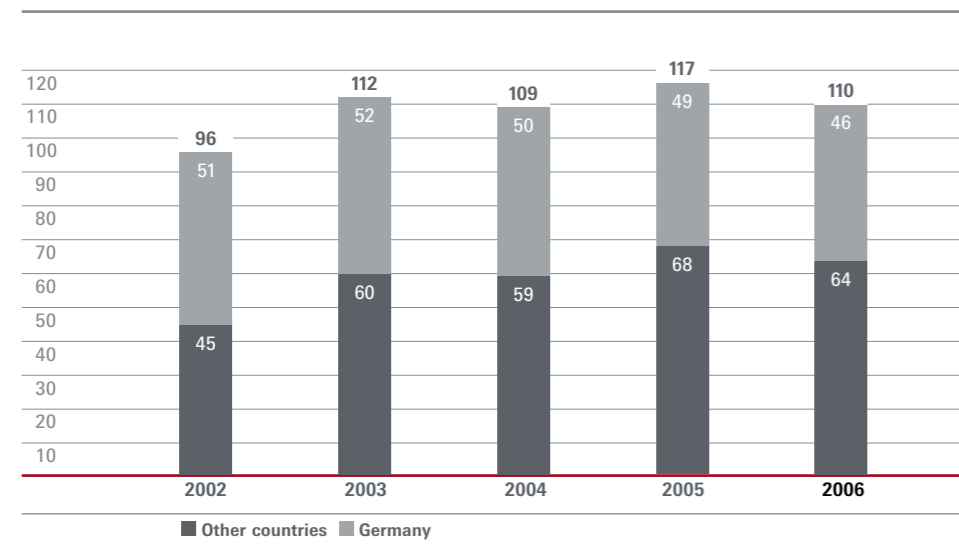
Guest fairs have always played an important role at the Frankfurt exhibition venue. Key events in this category have for decades included world-renowned trade fairs such as the Frankfurt Book Fair, the International Motor Show (IAA PKW) and ACHEMA. Since the crowd-puller International Motor Show (IAA PKW) is only held in uneven years due to the rotation of events, visitor figures at the Frankfurt venue were, at 1.7 million, as expected significantly lower than in the previous year (2.4 million). A highly promising newcomer in 2006 was Airtec, a new annual aerospace supply fair, which took off with 490 exhibitors and nearly 8,800 visitors. A total of 19 fairs and exhibitions guested in 2006, which attracted some 19,300 exhibitors and 781,700 visitors.

A total of 13 trade fairs were organised by the two German subsidiaries Mesago Messe Frankfurt GmbH and Messe Frankfurt Ausstellungen GmbH in 2006, five at the Frankfurt venue and the remainder at other trade fair venues in Germany. Altogether 2,530 exhibitors and 84,200 visitors were counted at the six trade fairs staged by Mesago Messe Frankfurt GmbH; 75,400 square metres of space was leased. The corresponding figures for the seven trade fairs organised by Messe Frankfurt Ausstellungen GmbH were 1,340 exhibitors, around 76,700 visitors and 31,700 square metres. Thus a total of 27 own group events were held in Germany in 2006 with 28,100 exhibitors and 998,000 visitors on more than 1.1 million square metres of exhibition area.

Messe Frankfurt's foreign operations chalked up new records in the reporting year: the number of exhibitors at the 64 events rose by 9.7 per cent to almost 20,700. Visitor figures increased to around 919,000.

Exhibitor numbers at home and abroad totalled over 68,000 altogether – the highest figure to date in Messe Frankfurt's history.

Number of trade fairs in Germany and abroad



Congresses, conventions and Festhalle events

The Congress Center in the Frankfurt exhibition grounds celebrated its ten-year anniversary in autumn 2006. During these ten years, Messe Frankfurt has established itself as a first-class congress destination in Germany. In the 2006 financial year, 126 congresses and conferences were held at the Frankfurt exhibition centre independently of trade fairs, attracting a total of some 101,500 participants. The main focal themes of the congress programme are in the fields of science, medicine, IT and the finance sector.

An additional 56 special events that drew a total of 390,000 visitors were held at the exhibition centre in 2006, 35 of these in the Festhalle, whose programme with wide public appeal features a varied mix of concerts by international stars, sporting events and other attractive entertainment shows, and that welcomed 323,000 guests in 2006. Highlights of the Festhalle year were, for example, the popular TV show "Wetten, dass..?" ("You bet!") and the Festhalle Riding Tournament with top international riders and horses.

Infrastructure development – 2010 master plan

Within the scope of the modernisation and extension of the Frankfurt exhibition grounds by the subsidiary Messe Frankfurt Venue GmbH & Co. KG, 2006 saw extensive earth moving and road construction work. The additional parcel of land of the former rail freight area acquired in 2004 was integrated into the existing complex. At the same time, a new ring road was built to the south-west of the exhibition grounds to divert public traffic around the complex and guarantee the best possible link-up of the rest of the exhibition centre. Towards the end of the year, building work started on a new Cargo Center to the south-west of the grounds.

The way was paved for the construction of Hall 11: in November the decision was taken in favour of the design of Hascher Jehle Architektur, which is to be implemented from spring 2007 to the west of Hall 10. Negotiations with the companies concerned with a view to concluding a contract are still under way. The two-storey building will offer more than 24,000 square metres of exhibition space; there will also be a separate entrance building. The building complex is scheduled for completion in 2009.

II. Description of the position of the company

Results of operations

With a new all-time high in 2006 of € 406.1 million, the successful 2006 financial year is also mirrored in the rise in group sales. The increase over the previous year amounted to around € 27.4 million, or 7.2 per cent, and was for the main part generated by Messe Frankfurt Exhibition GmbH and its subsidiaries. Measured against the year 2004, which by virtue of its event structure lends itself better to comparison, this corresponds to an increase of as much as € 41.6 million or 11.4 per cent.

Sales development 2004–2006

	2004 € m	2005 € m	2006 € m	Change compared to 2005 in % ³⁾		2004 in % ³⁾
Germany						
Messe Frankfurt GmbH, Frankfurt	34.5	35.5	38.4	8.2		11.3
Messe Frankfurt Exhibition GmbH, Frankfurt	213.3	188.3	202.3	7.4		-5.2
Messe Frankfurt Venue GmbH & Co. KG, Frankfurt	150.0	153.7	163.4	6.3		8.9
Messe Frankfurt Ausstellungen GmbH, Wiesbaden	6.1	7.0	6.6	-5.7		8.2
Mesago Messe Frankfurt GmbH, Stuttgart ¹⁾	14.1	16.6	18.6	12.0		31.9
Messe Frankfurt Medien und Service GmbH, Frankfurt	27.9	26.9	33.5	24.5		20.1
Accente Gastronomie Service GmbH, Frankfurt	22.4	25.9	28.5	10.0		27.2
Messe Frankfurt Grundbesitz GmbH & Co. KG, Frankfurt	13.4	12.9	13.3	3.1		-0.7
Other countries						
Messe Frankfurt France S. A. S., Paris	10.6	11.5	12.9	12.2		21.7
Messe Frankfurt Italia Srl., Milan	2.5	2.5	2.9	16.0		16.0
Messe Frankfurt Istanbul L. S., Istanbul	1.0	1.8	1.1	-38.9		10.0
O.O.O. Messe Frankfurt RUS, Moscow	2.3	3.5	3.5	0.0		52.2
EPOC Messe Frankfurt GmbH, Frankfurt/Dubai	5.2	9.7	10.5	8.2		++
Messe Frankfurt Asia Holding Ltd., Hong Kong ²⁾	32.7	40.2	49.1	22.1		50.2
Messe Frankfurt Inc., Atlanta	7.8	8.6	10.2	18.6		30.8
Messe Frankfurt México S. de R. L. de C.V., Mexico City	3.5	4.2	3.0	-28.6		-14.3
Messe Frankfurt Feiras Ltda., São Paulo	2.8	3.8	3.6	-5.3		28.6
Indexport Messe Frankfurt S. A., Buenos Aires	5.2	3.2	3.6	12.5		-30.8
Intercompany sales	-190.8	-177.1	-198.9	12.3		4.2
Group sales	364.5	378.7	406.1	7.2		11.4

1) sub-group

2) sub-group including the subsidiaries: Messe Frankfurt (H. K.) Ltd., Hong Kong, Messe Frankfurt (Shanghai) Co. Ltd., Shanghai, Mesago Messe Frankfurt Corp., Tokyo, Messe Frankfurt Korea Ltd., Seoul, Messe Frankfurt Trade Fairs India Pvt. Ltd., Mumbai

3) deviations of more than 100% are shown with ++ or --.

Messe Frankfurt Exhibition GmbH with its key international flagship fairs is the mainstay of sales and generated € 202.3 million. The rise in sales over the previous year (+7.4 per cent) can largely be explained by the two-yearly rhythm of Automechanika and Light + Building. The drop compared to the more readily comparable year 2004 (-5.2 per cent) can be attributed to the fact that the pluri-annual events IFFA (every three years) as well as Texcare (every four years) were additionally both held in 2004.

With Messe Frankfurt Venue GmbH & Co. KG, the absence of the International Motor Show (IAA PKW) was compensated by the rotation of own events as well as the triennial AACHEMA, resulting in sales of € 163.3 million (+6.3 per cent). Even after adjustment for intercompany sales, these two companies account for the largest shares of group sales. They total € 190.0 million, or 46.8 per cent, for Messe Frankfurt Exhibition GmbH and € 67.6 million, or 16.6 per cent, for Messe Frankfurt Venue GmbH & Co. KG.

Together with the service subsidiaries Accente Gastronomie Service GmbH and Messe Frankfurt Medien und Service GmbH, which also posted peak sales, consolidated sales of € 293.6 million were generated at the Frankfurt venue, corresponding to around 72 per cent of group sales (year for year 2005: € 277.9 million, or 73.4 per cent; 2004: € 280.5 million, or 77.0 per cent).

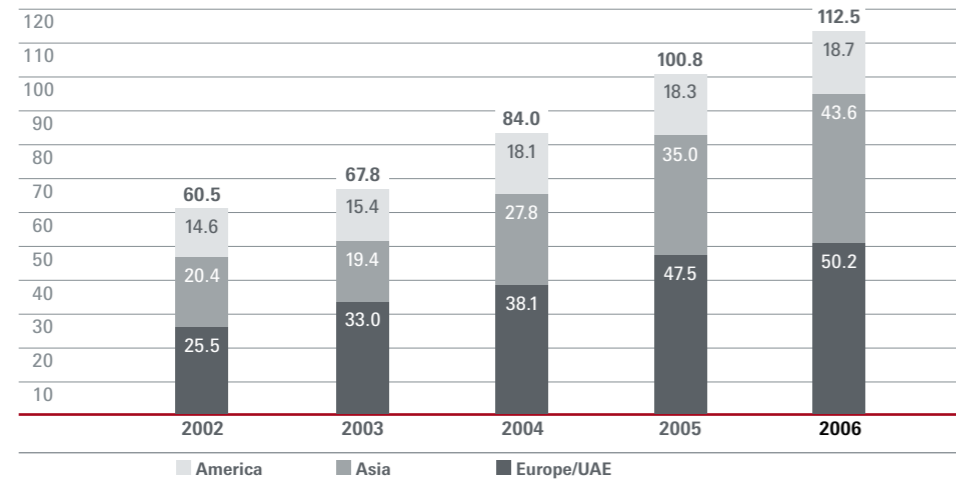
Messe Frankfurt Ausstellungen GmbH, Wiesbaden, posted lower sales than in the previous year due to the rotation of Marketing Services (Frankfurt) and realised € 6.6 million. Mesago Messe Frankfurt GmbH, Stuttgart, achieved a significant earnings increase compared to the previous years (+€ 2.0 million, or +12.0 per cent) and at € 18.6 million also recorded its highest sales level to date.

Business was especially encouraging on the international front. With a total of € 100.4 million, sales of the foreign subsidiaries were € 11.4 million or 12.8 per cent higher than in the preceding period. This rise can be explained especially by the positive development of trade fair activities in Asia (+€ 8.9 million), the USA (+€ 1.6 million) and in France (+€ 1.4 million). EPOC Messe Frankfurt GmbH with its branch office in Dubai, as well as the Italian and Argentine subsidiaries, also contributed to the positive sales development.

The decline in sales posted by Messe Frankfurt Istanbul L. S. is accounted for by the biennial rotation of Automechanika Istanbul. The Mexican and Brazilian subsidiaries on the other hand reorganised their respective event portfolios. The main driving forces of sales outside Germany were the subsidiaries in Hong Kong (€ 35.5 million), Paris (€ 12.9 million), Atlanta (€ 10.2 million) and the branch office in Dubai (€ 10.5 million).

The contribution of the foreign subsidiaries to group sales after consolidation was € 88.1 million, or around 22 per cent, compared to € 78.1 million, or 21 per cent, in the previous year. This represents a doubling of foreign sales in just five years. Taking the last seven years into account, sales have even more than tripled.

Sales development of the event subsidiaries (consolidated) in € m



Operating result

With a figure of € 48.2 million prior to taxes on income, the consolidated group posted earnings of € 7.5 million, or 18.5 per cent, above the previous year's level. The reason for this, apart from the increase in sales (+€ 27.4 million), was an only under-proportional increase in event-related expenses (+€ 9.6 million) as well as personnel expenses (+€ 2.5 million) and a decline in other operating expenses (–€ 6.8 million). The latter figure was elevated in the previous year (€ 62.2 million), due to commitments vis-à-vis the City of Frankfurt to carry out infrastructure measures within the framework of the planned hall extension scheme.

At € 29.5 million, other operating income was again very high, although it lies € 8.4 million below the previous year's level (€ 37.9 million). Apart from operating income from the annual write-back of deferred income as well as the reversal of the equity-similar special reserve for the financial contribution to fixed assets (each at € 2.1 million) of Messe Frankfurt Venue GmbH & Co. KG, this includes the reversal of provisions and an extraordinary item (€ 9.0 million) of Messe Frankfurt Grundbesitz GmbH & Co. KG. This resulted from the refinancing of this company, which allowed the existing bank loans, which carried interest of two per cent, to be paid off early. The reason for the high level of other operating income in the previous year were gains from the sale of a parcel of land to KIA Motors Europe.

At € 197.7 million, event-related expenses are the biggest expense item. They are 5.1 per cent higher than in the previous year and correspond to a cost/income ratio of around 48.7 per cent. Personnel expenses amount to € 77.5 million. Compared to the previous year, this represents a rise of € 2.5 million (+3.4 per cent) due to the recruitment of 100 additional employees. Taking account of the increase in sales, this results in a personnel expenses ratio of 19.1 per cent, which is slightly lower than the previous year's level (19.8 per cent). Depreciation, amortisation and write-downs

increased by € 4.7 million to € 53.2 million due to investments made in the reporting year (previous year € 48.5 million). This item also includes the write-down of a trade fair right.

The financial result (–€ 0.9 million) includes interest income from securities and investments (€ 4.3 million) as well as interest expenses amounting to € 5.1 million. These result from a bank loan to Messe Frankfurt Grundbesitz GmbH & Co. KG, as well as interest payments made on account of an external audit for the year 2000 carried out in the reporting year.

Net of taxes on income (€ 20.7 million), as well as other taxes (€ 2.8 million), the group recognised consolidated net income for the financial year of € 27.5 million, an increase of € 5.1 million over the previous year (€ 22.4 million). This produces a return on sales after taxes of 6.8 per cent (previous year 5.9 per cent) and a return on equity of 8.4 per cent (previous year 7.0 per cent).

Profit development 2004–2006

	2004 € '000	2005 € '000	2006 € '000	Change compared to	
				2005 in %	2004 in %
Earnings before taxes on income	33,458	40,676	48,220	18.5	44.1
Taxes on income	14,023	18,249	20,730	13.6	47.8
Consolidated net income for the financial year	19,435	22,427	27,490	22.6	41.4

If the EBITDA (Earnings before Interest, Taxes, Depreciation and Amortisation) earnings ratio is taken into consideration, Messe Frankfurt achieved the best result in the company's history with € 102.3 million after the previous record year 2004 (€ 95.2 million). As a percentage of sales, the EBITDA margin is 25.2 per cent.

EBITDA development 2004–2006

	2004 € '000	2005 € '000	2006 € '000	Change compared to	
				2005 in € '000	2004 in € '000
Consolidated net income for the financial year	19,435	22,427	27,490	5,063	8,055
Taxes on income	14,023	18,249	20,730	2,481	6,707
less financial result	–367	–846	861	1,707	1,228
Depreciation, amortisation and write-downs	62,068	48,541	53,217	4,676	–8,851
Consolidated EBITDA	95,159	88,371	102,298	13,927	7,139

Messe Frankfurt GmbH as parent disclosed pre-tax profits of € 8.6 million, after € 16.9 million in the previous year. This includes intercompany income from investments amounting to € 3.5 million (previous year € 14.8 million) resulting from an advance distribution undertaken by Messe Frankfurt Exhibition GmbH. Drawing up an independent balance sheet for the third time, Messe Frankfurt Exhibition GmbH reported earnings before taxes on income of € 7.5 million (previous year € 13.1 million) and a

net income for the financial year of € 1.8 million (previous year € 7.4 million). The main reason for the decline compared to the previous year is that event-related expenses increased at a higher rate than sales. This additional expenditure was necessary on the one hand to position new or still young events in the market and on the other hand to further enhance the quality of existing events – especially in the consumer goods and textiles sectors. Further, the company had to take into account a five per cent price rise for hall rental as well as interest and tax charges arising from the external audit. Due to the profit situation of the subsidiary in Brazil, Messe Frankfurt Exhibition GmbH had to write down the investment at the carrying amount.

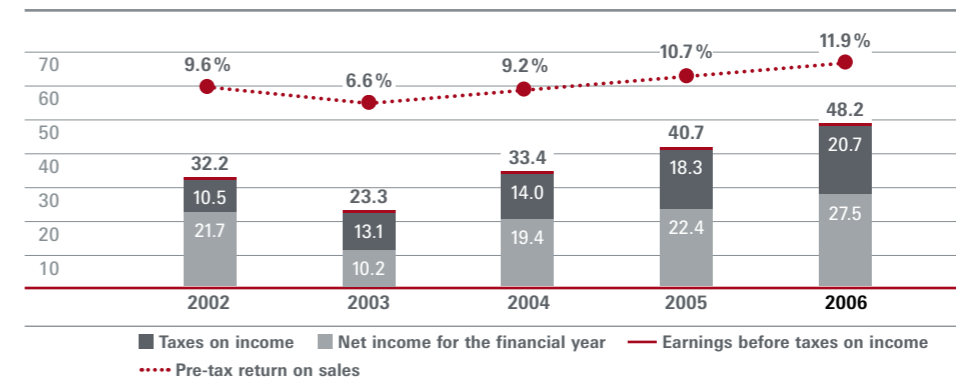
Showing a net income for the financial year of € 7.6 million, Messe Frankfurt Venue GmbH & Co. KG was once again able to surpass the previous year's result of € 4.5 million. The main reasons for this, in addition to the plus in sales, were lower maintenance costs, as well as improved profits of Messe Frankfurt Medien und Service GmbH (€ 1.1 million) and Accente Gastronomie Service GmbH (€ 5.0 million), which were recognised by Messe Frankfurt Venue GmbH & Co. KG in the year under review on the basis of existing profit and loss transfer agreements.

The operating results of the German and foreign subsidiaries of Messe Frankfurt Exhibition GmbH showed a differentiated development, which, however, on balance produced a result slightly above that of the previous year. The net retained profits add up to € 10.9 million in the 2006 financial year, following € 10.8 million in the previous year.

Particularly encouraging are the results of the Asian companies, which improved on 2005 (€ 3.1 million) with earnings of € 6.5 million in the year under review. The main driving force behind this dynamic development was Messe Frankfurt (H. K.). However, with a net income for the year of € 4.5 million, Mesago Messe Frankfurt GmbH in Stuttgart also once again boosted its profits (previous year € 3.7 million). The French subsidiary with € 1.8 million and Messe Frankfurt Inc. in the USA with € 0.7 million also made substantial contributions to the overall result. Particularly noteworthy is Messe Frankfurt México, which for the first time turned the profit corner in 2006. Only in Turkey and Brazil did the operating results fall short of the targets, resulting in the recognition of net losses for the year. The loss reported by Messe Frankfurt Istanbul was, however, moderate at € 23,000 and can be attributed to cuts in subsidies for participation at foreign trade fairs made by the Turkish government.

In Brazil, it was once again not possible to achieve a positive operating result. Despite the generally positive economic climate, few chances are currently seen of developing a sustainable event portfolio. Furthermore, a risk assessment was carried out in the reporting year. The re-appraisal of unsettled and expected tax and industrial proceedings led to the need to form additional provisions amounting to € 2.1 million. Against this background and in consideration of the action alternatives, the Supervisory Board of Messe Frankfurt took the decision only to hold the events already scheduled for 2007 and subsequently to suspend event operations. Provisions have also been formed for the expenditure this will entail, so that below the line the Brazilian company recognised a net loss for the financial year of € 3.9 million.

Earnings before taxes on income and pre-tax return on sales 2002–2006 (in € m)



Net assets and financial position

The fixed assets of the Messe Frankfurt group are made up primarily of land and buildings as well as trade fair rights and goodwill. In the year under review, additional investments were made amounting to around € 63.9 million (previous year € 64.1 million). Of this amount, € 21.2 million is apportioned to intangible fixed assets. Apart from the investment costs for trade fairs, this also includes the acquisition of the additional shares in Mesago Messe Frankfurt GmbH, as well as a purchase price adjustment for existing holdings. Investments in tangible fixed assets were apportioned in a large part (€ 10.4 million) to the core refurbishment of the Torhaus building, a further € 8.3 million to the preparation of the infrastructure and external facilities for the construction of Hall 11. € 2.6 million has been spent so far on renovating the Festhalle. Additions to fixed assets were also posted for various operating facilities in the halls and for operating and office equipment. Net of disposals of fixed assets (€ 4.8 million) and depreciation, amortisation and write-downs amounting to € 53.2 million, fixed assets totalling € 541.6 million (previous year € 533.1 million) are shown in the balance sheet at year's end 2006, which corresponds to a share of 67.7 per cent of total assets (€ 800.4 million).

The increase in current assets of € 65.0 million to € 257.1 million results in particular from a higher level of cash-in-hand and bank balances by € 85.8 million and an increase in other assets (+€ 3.9 million). Securities holdings were reduced by € 18.3 million to € 18.6 million. Trade receivables were € 6.3 million lower than in the previous year.

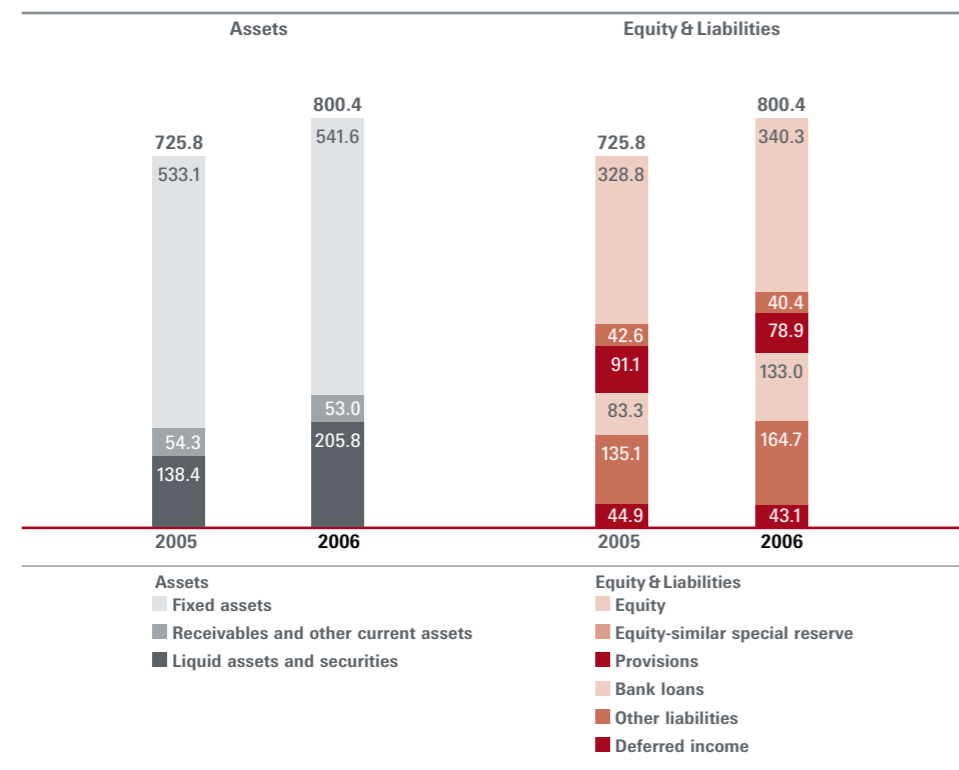
On the equity and liabilities side, € 340.3 million is shown in the balance sheet under equity on the basis of the agreed appropriation of profits (distribution to the shareholders of € 13.0 million) and the earned net income for the 2006 financial year. This is € 11.5 million higher than the previous year's figure (€ 328.8 million). This corresponds to an equity ratio of 42.5 per cent and leads to an equity/fixed assets ratio of around 63 per cent. Together with the equity-similar special reserve for subsidies or grants for the acquisition of fixed assets (€ 40.4 million), as well as deferred income, which for the most part is also available over the long term, of € 43.1 million and long-term provisions for pensions, the equity/fixed assets ratio increases to 80.1 per cent.

Taking into consideration the long-term bank loan taken out at the end of the year (€ 133.0 million), this value increases to over 100 per cent. Provisions decreased by € 12.2 million compared to the previous year to € 78.9 million. Apart from the separately disclosed and almost unchanged provisions for pensions and taxes (€ 25.3 million), these primarily include provisions for maintenance and building modernisation commitments, provisions for infrastructure measures, indemnification claims from foreign agents, claims from employees, as well as outstanding invoices.

Group liabilities amount to € 297.7 million (previous year: € 218.4 million). This corresponds to around 37 per cent of total equity and liabilities, and leads to a higher debt/equity gearing ratio of around 88 per cent compared to around 62 per cent in the previous year. The rise results on the one hand from the refinancing of Messe Frankfurt Grundbesitz GmbH & Co. KG, which allowed the shareholder's loans of Messe Frankfurt GmbH as well as the previously existing bank loan (€ 83.3 million) to be repaid and replaced by a new annuity assistance loan amounting to € 133.0 million. On the other hand, payments on account received from exhibitors for the trade fairs in Q1 2007 increased to € 136.3 million (+€ 22.4 million). This rise can be attributed to the biennial rhythm of the ISH trade fair, which is scheduled again for March 2007. Furthermore, trade payables increased by € 8.3 million.

Messe Frankfurt corporate group:

Year-for-year comparison of group balance sheet structure (in € m)



Financing

Investments made in the reporting period were financed through the positive cash flow. As the sum of the net income for the year, depreciation, amortisation and write-downs and the changes in provisions for pensions, a cash flow of around € 76.1 million results after deduction of the non-liquidity-related reversal of the equity-similar special reserve for subsidies or grants for the acquisition of fixed assets and the write-back of deferred income. Thus it was € 9.1 million or 13.6 per cent higher than last year's figure.

Statement of cash flow 2004–2006

	2004 €'000	2005 €'000	2006 €'000	Change compared to 2005 in €'000	
				2005	2004
				in €'000	in €'000
Net income for the financial year	19,435	22,427	27,490	5,063	8,055
Depreciation, amortisation and write-downs	62,068	48,541	53,217	4,676	-8,851
Changes to provisions for pensions	882	258	-369	-627	-1,251
Reversal of special reserve and write-back of deferred income	-4,247	-4,247	-4,247	0	0
Consolidated cash flow	78,138	66,979	76,091	9,112	-2,047

Human resources

At 31.12.2006, the Messe Frankfurt corporate group employed 1,394 people worldwide, 100 more than at the end of 2005.

The increase in the number of employees in Germany is primarily accounted for by the fact that Messe Frankfurt Exhibition GmbH began to build up its own sales operations. At Messe Frankfurt Venue GmbH & Co. KG, staff were hired to cover key service functions in the transport/logistics, event operating and building services segments. In addition to this, Accente Gastronomie Service GmbH again raised its number of regular staff from 125 to 148. This growth is the result of the continuation of the policy to take temporary staff into permanent employment in order to stabilise the quality level. Furthermore, the expansion of the personnel services segment (stand supervision, cloakrooms) made additional staff necessary.

Outside Germany, the expansion of operations above all in China, Dubai (EPOC Messe Frankfurt GmbH), Turkey, India, Italy, Russia, Japan, Mexico and Argentina led to an – in some cases significant – rise in new staff appointments. In response to the business development, the number of employees in Brazil was reduced.

In order to promote integration within the Messe Frankfurt group, the central human resources management services offer for the foreign subsidiaries was further extended. Apart from giving trainees the option to complete an internship abroad, an international exchange scheme was launched. Through brief assignments with other group companies, it is intended to promote knowledge transfer, intercultural understanding and worldwide cooperation, as well as reinforce staff commitment to Messe Frankfurt – especially in the dynamic emerging markets an increasingly important factor for the consistent quality of the company's performance.

Messe Frankfurt considers the continuous investment in its employees to be a vital factor of success for the company. In response to the demands of the market, human resources development therefore continued to be a focus of activities. The development of executive manager potential and demand-driven qualification measures were systematically and consistently continued. A new module in the form of an executive training programme was added to complement the existing offer of human resources development measures.

As an important outcome of a series of workshops held in the previous year, a new project called "VELO" was also initiated. VELO stands for Vergüten – Entwickeln – Leiten – Orientieren (Remuneration – Development – Management – Orientation). The aim of the project is to create an integrated system for staff that, based on the competences required in the trade fair sector, offers development paths and performance evaluations in a dialogue-oriented context between employees and management. It is intended to round off this approach with a corresponding remuneration system which for the first time clearly takes trade fair-specific factors into account.

The employees of the Messe Frankfurt corporate group once again demonstrated in 2006 that with a great deal of motivation as well as unswerving and flexible efforts, it is possible to achieve successes everyone can justifiably be proud of. The Board of Management would like to take this opportunity to thank all employees for the good work done.

Employee development 2004–2006

2004–2006	2004	2005	2006
Messe Frankfurt GmbH, Frankfurt	221	233	238
Messe Frankfurt Exhibition GmbH, Frankfurt	245	233	247
Messe Frankfurt Venue GmbH & Co. KG, Frankfurt	236	237	248
Mesago Messe Frankfurt GmbH, Stuttgart	57	61	58
Messe Frankfurt Ausstellungen GmbH, Wiesbaden	33	32	29
Messe Frankfurt Medien und Service GmbH, Frankfurt	59	64	65
Accente Gastronomie Service GmbH, Frankfurt	104	125	148
Germany	955	985	1,033
Messe Frankfurt France S. A. S., Paris, France	10	11	11
Messe Frankfurt Italia Srl., Milan, Italy	15	14	18
Messe Frankfurt Istanbul L. S., Turkey	10	11	17
O. O. O. Messe Frankfurt RUS, Moscow, Russia	15	21	25
EPOC Messe Frankfurt GmbH, Frankfurt/Dubai	21	27	33
Messe Frankfurt Asia Holding Ltd., Hong Kong, China		3	2
Messe Frankfurt (H. K.) Ltd., Hong Kong, China	74	93	118
Mesago Messe Frankfurt Corp., Tokyo, Japan	17	19	21
Messe Frankfurt Korea Ltd., Seoul, South Korea	7	8	8
Messe Frankfurt Trade Fairs India Pvt. Ltd., Mumbai, India	13	15	20
Messe Frankfurt Inc., Atlanta, USA	22	22	22
Messe Frankfurt México S. de R. L. de C. V., Mexico City, Mexico	14	12	15
Messe Frankfurt Feiras Ltda., São Paulo, Brazil	22	20	16
Indexport Messe Frankfurt S. A., Buenos Aires, Argentina	32	33	35
Other countries	272	309	361
Messe Frankfurt group	1,227	1,294	1,394
Increase in number of employees		67	100

III. Risk report

In line with the Act on Corporate Control and Transparency (KonTraG), the Messe Frankfurt group has consolidated all the measures taken within the company to control risk in a uniform and consistent risk management system which also encompasses the group subsidiaries. Early-warning signals have been defined to enable future development risks to be identified in a timely manner. These include, for example, developments in the industry, activities by competitors and exhibitor and visitor development.

The risk management manual defines in particular the risk principles, the risk management process and the documentation and monitoring of the risk management system. Risk management is conceived as a continuous process and is reviewed at regular intervals to ensure its adequacy.

The increasing expansion of exhibition space capacities in Germany and Europe is driving up competitive pressure, which Messe Frankfurt successfully counters by continuously improving the quality of its events. To support this, the processes, structures and systems in the financial, human resources and IT divisions are continuously being optimised.

Messe Frankfurt is attempting to counter the fundamental capacity utilisation risk of the exhibition centre, which is exacerbated through the additionally created hall capacities of its competitors, by initiating long-term customer retention strategies. In addition, a high standard of service and quality – combined with a moderate price policy – and a continuous improvement in internal processes are intended to secure the long-term competitiveness of the Frankfurt exhibition venue.

The relatively weak business activity in the consumer goods sector in Germany, combined with further concentrations in the retail sector, continue to pose a serious challenge for Paperworld, Beautyworld and Collectione. The shift in the scheduling of Tendence Lifestyle from 2008 to early July involves the risk that the new date may not be accepted by some exhibitors and visitors as planned. However, it also offers the opportunity to reposition the event in the market and win back both exhibitors and visitors.

The absence of some key accounts as well as the loss of individual exhibitor segments in the consumer goods and textiles sectors must be compensated by new concepts, consolidations and recovery measures.

Integrating the many Asian companies thronging onto the German market poses problems with respect to the more difficult allocation of the hall space and lacking acceptance by the regular European customers. Asian investors are therefore seeking to lease halls for permanent exhibitions by Chinese companies in particular at central venues in Germany (for example Frankfurt). Were Messe Frankfurt to lease space capacities to these investors, this would entail the risk of a negative reaction on the part of the German associations and advisory councils in the respective sectors, with corresponding impacts on the attendance of the represented exhibitors, and possibly even the migration of these groups of exhibitors to other trade fair venues. As a countermeasure, Messe Frankfurt aims to closely examine its investment and impact possibilities together with all stakeholders.

Outside Germany, wars or terrorist activities pose inherent risks. This makes it more difficult to win international exhibitors and visitors for events in the affected regions. If trade fair participations abroad are no longer subsidised by the federal and regional governments, there is a risk that the joint European stands will become smaller. Many European exhibitors also look for local sales partners, eliminating the need to exhibit themselves. Messe Frankfurt is attempting to respond to these current trends and nevertheless attain its set goals through the reorganisation of its international sales structure and the increased timely integration of relevant market partners.

The many new potential events and business segments in and outside Germany harbour risks in terms of the analysis, implementation and management of these new projects. It is aimed to optimise the situation by introducing human resources and organisational measures.

Over and above those disclosed, no risks that pose a threat to the existence or future development of the company are currently anticipated.

IV. Report on expected developments

Business policy/Sales

Against the background of an economic revival in Germany and Europe, Messe Frankfurt Exhibition GmbH – despite tougher competition within the German and international trade fair sector – is looking confidently to the future. The grounds for this optimism continue to be the positive general mood within the exhibiting industry. This is also reflected in the results of the annual AUMA survey carried out by TNS Emnid among 500 German exhibitors. Although companies are still budgeting tightly, one third of those interviewed nevertheless intend to increase the amount they spend on trade fairs over the next two years, half are planning investments at the same level and only 17 per cent aim to reduce their trade fair expenditure.

Furthermore – in some cases significant – increases can be recorded for all key financial ratios at the major trade fairs in spring 2007.

Messe Frankfurt Exhibition GmbH is launching a total of six new trade fairs at home and abroad in 2007. At the Frankfurt venue, Hair & Beauty is being organised for the first time by Messe Frankfurt. All new events being staged abroad are brand events of the established flagship fairs in Frankfurt. In Europe, these include Ambiente Russia Spring and Automechanika Moscow. In Asia, Techtextil India, the consumer goods fair Interior Lifestyle China and the textiles fair Texworld USA Winter will all debut in 2007.

Furthermore, in some countries the event portfolio is to be extended by a special form of event: the new format is known as matchmaking and is intended to bring together the right business partners in specialised communication forums through an IT-supported environment, thus eliminating the element of chance when sourcing and scouting for industry know-how.

After a phase of global growth, Messe Frankfurt will partly embark on a consolidation process with a view to further increasing the group's operating profit and the sustainability of the value added. The challenges here lie in concentrating on and developing strengths, but also in recognising and reducing weaknesses. Having seen rapid expansion over the past few years, the task in hand is now to harmonise the increasing complexity of the organisation on all levels. Only like this will it be possible to enhance the effectiveness and the efficiency of the group's activities.

The first steps in this direction have already been undertaken in the form of a group manual of applicable rules which aims to establish group-wide standards and like this improve cooperation between the group companies also in the interests of their common customers. In order to raise effectiveness and further promote the internationalisation of the events, the management of worldwide sales is successively being adapted to changing market conditions.

At over € 430 million, group sales of Messe Frankfurt GmbH for 2007 will again show a rise over the previous year especially driven by increases in the subsidiaries of Messe Frankfurt Exhibition GmbH. The planning for 2008 anticipates a further moderate increase in sales.

Investments/Financing

The further expansion of the exhibition grounds within the scope of the 2010 master plan will create optimum conditions for as many types of event as possible. Construction of the new Hall 11 is scheduled to begin in the first half of 2007. This will be a two-storey building offering more than 24,000 square metres of exhibition area and is expected to be completed in 2009. The new Hall 11 will be linked up to the existing Halls 9 and 10 in the western section via the Via Mobile visitor conveyor system. A new separate entrance building will complete the complex. From September 2007, the logistics for the entire exhibition complex will be concentrated in a new, 6,000 square metre Cargo Center. These investments can initially be financed from cash flow and the liquidity available within the group. Resource needs over and above this – up to approximately € 120 million – will need to be covered from 2008 by external borrowings.

Operating result

A positive result for the Messe Frankfurt group is again expected both in 2007 and in subsequent years.

Consolidated income statement of Messe Frankfurt GmbH for the 2006 financial year

	Notes	2005 € '000	€ '000	2006 €	€
1. Sales	(13)	378,715		406,134,386.63	
2. Other operating income	(14)	37,934		29,507,275.53	
			416,649		435,641,662.16
3. Event-related expenses	(15)	188,120		197,679,377.89	
4. Personnel expenses	(16)	74,959		77,498,159.39	
5. Amortisation and write-downs of intangible fixed assets, depreciation and write-downs of tangible fixed assets	(17)	48,541		53,217,392.91	
6. Other operating expenses	(18)	62,187		55,346,157.56	
			373,807		383,741,087.75
7. Financial result	(19)		846		-860,849.27
8. Result from ordinary activities			43,688		51,039,725.14
9. Taxes	(20)		21,261		23,549,571.65
10. Consolidated net income for the financial year			22,427		27,490,153.49
11. Profit attributable to minority interests			-1,940		-1,020,948.43
12. Loss attributable to minority interest			0		178,344.22
13. Consolidated retained profits carried forward			13,679		19,525,879.21
14. Appropriation of net profit			-13,000		-13,000,000.00
15. Appropriation to revenue reserves			-1,639		-13,495,410.95
16. Currency adjustment			-1		-281,298.37
Consolidated net retained profits			19,526		19,396,719.17

Explanatory notes to the 2006 consolidated financial statements

General disclosures

The consolidated group financial statements of Messe Frankfurt GmbH have been drawn up in accordance with the statutory requirements for consolidated financial statements and generally accepted accounting principles, whilst taking account of trade fair-related specificities.

Companies included in the consolidated financial statements

In addition to Messe Frankfurt GmbH, Frankfurt am Main, as parent, the consolidated financial statements also embrace the following subsidiaries

Messe Frankfurt Exhibition GmbH, Frankfurt am Main
Messe Frankfurt Venue GmbH & Co. KG, Frankfurt am Main
Messe Frankfurt Medien und Service GmbH, Frankfurt am Main
Accente Gastronomie Service GmbH, Frankfurt am Main
Productpilot GmbH i. G., Frankfurt am Main
Messe Frankfurt Grundbesitz Verwaltung GmbH, Frankfurt am Main
Messe Frankfurt Grundbesitz GmbH & Co. KG, Frankfurt am Main
EPOC Messe Frankfurt GmbH, Frankfurt am Main
Messe Frankfurt Ausstellungen GmbH, Wiesbaden
Mesago Messe Frankfurt GmbH, Stuttgart
Messe Frankfurt France S. A. S., Paris/France
Messe Frankfurt Italia Srl., Milan/Italy
Messe Frankfurt Istanbul L. S., Istanbul/Turkey
O.O.O. Messe Frankfurt RUS, Moscow/Russia
Messe Frankfurt Asia Holding Ltd., Hong Kong/China
Messe Frankfurt (H. K.) Ltd., Hong Kong/China
Guangzhou Guangya Messe Frankfurt Co. Ltd., Guangzhou/China
Messe Frankfurt (Shanghai) Co. Ltd., Shanghai/China
Mesago Messe Frankfurt Corporation, Tokyo/Japan
Messe Frankfurt Korea Ltd., Seoul/South Korea
Messe Frankfurt Trade Fairs India Pvt. Ltd., Mumbai/India
Messe Frankfurt Inc., Atlanta/USA
Messe Frankfurt México S. de R. L. de C. V., Mexico City/Mexico
Messe Frankfurt Feiras Ltda., São Paulo/Brazil
Indexport Messe Frankfurt S. A., Buenos Aires/Argentina

which are either collectively managed by Messe Frankfurt GmbH, Frankfurt am Main, or in which Messe Frankfurt GmbH directly or indirectly holds the majority of voting rights.

The 100 per cent interests held by Mesago Messe Frankfurt GmbH, Stuttgart, in Mesago Messemanagement GmbH, Stuttgart, Mesago PCIM GmbH, Stuttgart, (formerly ZM Communications GmbH International Publishing, Conferences, Marketing, Nuremberg), as well as an additional holding are also included in the consolidated financial statements on the basis of sub-group consolidated accounts. SMT/ASIC/Hybrid Mesago Messe & Kongreß GmbH & Co. oHG, Nuremberg, is managed jointly by Mesago Messe Frankfurt GmbH and a company not included in the consolidated financial statements and is therefore included in the consolidated financial statements with 75 per cent in proportion to the shares in its capital held (Section 310 HGB – German Commercial Code).

ICT World Forum LLC, Lake Mary, Florida/USA, which in the previous year was included in the consolidated financial statements pursuant to Section 312 HGB (German Commercial Code), was disposed of in the reporting year.

On 9 January 2006, Guangzhou Guangya Messe Frankfurt Co. Ltd was founded, in which Messe Frankfurt (H. K.) Ltd., Hong Kong, China, holds a 50 per cent share. With effect from 20 December 2006, Messe Frankfurt GmbH founded Productpilot GmbH.

In the reporting year, Messe Frankfurt Exhibition GmbH, Frankfurt am Main, acquired an additional 19.87 per cent share in Mesago Messe Frankfurt GmbH, Stuttgart, thus increasing its holding to 79.87 per cent.

Where changes in the reporting entity have resulted in material changes in the presentation of the consolidated financial statements, these are recorded in the notes below.

An adjustment item is disclosed in Equity as Minority interests to indicate shares held by minority shareholders in the equity capital carried in the balance sheet of a fully consolidated company.

Consolidation principles

The balance sheet date for the consolidated financial statements as well as all subsidiaries included in the financial statements is 31 December.

The assets and liabilities of the companies included in the consolidated financial statements were measured uniformly using the measurement principles applicable to the group as a whole.

Shares held by the parent in subsidiaries included in the consolidated financial statements were accounted for using the book-value acquisition method of accounting for acquisitions by eliminating the carrying amounts against the proportionate amount that these shares represented in the equity of the subsidiary at the time of acquisition. Receivables, liabilities, expenses and income items between companies included in the consolidated financial statements were eliminated. Intercompany profits were eliminated. The equity of the subsidiaries included in the consolidated financial statements is translated at historical cost. Resulting currency differences are recognised directly in Equity under Foreign currency translation differences with no effect on income.

Where acquisition accounting resulted in goodwill, this was amortised systematically in accordance with Section 309, (1), Sentence 2 HGB (German Commercial Code) over the term of the underlying agreement or over a useful life of 15 years, or written down to fair value on the balance sheet date. The company managed jointly with a company not included in the consolidated financial statements is included in the consolidated financial statements in accordance with Section 310 HGB (German Commercial Code) at 75 per cent in proportion to the shares in its capital held by the parent.

Accounting and measurement policies, currency translation

The consolidated financial statements were drawn up in compliance with the German Accounting Standards (DRS) applicable for the reporting year insofar as these do not inhibit statutory options and require additional disclosures not mandatory by law.

Intangible fixed assets and tangible fixed assets acquired against payment are recognised at cost, less depreciation and amortisation through use as well as accumulated impairment losses. Depreciation for use is calculated on a straight-line basis on the basis of unchanged principles. In the case of new additions in the period 1989 to 1993, use was made of the right to opt for a higher depreciation value for buildings in accordance with Section 7, (5) EStG (German Income Tax Law). With effect from the 2004 financial year, new additions are written down on a pro rata temporis basis. Assets of minor value are written down in full in the year of acquisition.

Long-term financial assets are stated at the lower of cost or fair value.

Inventories are carried at cost – using permitted simplified measurement methods – or at the lower net realisable value. Identified individual risks relating to trade and other receivables are recognised through valuation allowances. As in the previous year, no global valuation allowances were made in the reporting period.

Other assets are shown in the balance sheet at nominal value. Securities were measured at the lower of cost or fair value. Liquid assets are disclosed at nominal value.

Pension provisions are mainly measured according to the Projected Unit Credit Method in line with IAS 19. Based on the “2005G actuarial tables” published by Prof. Klaus Heubeck, an interest rate of 4.5 per cent (previous year 4.0 per cent) p.a. as well as a rate of pension progression of 1.5 per cent (previous year 1.5 per cent) p.a. and a qualifying trend of 4.0 per cent (previous year 4.0 per cent) p.a. were assumed.

No pension progressions, employment trends or fluctuations were taken into account with respect to provisions for pension obligations arising from deferred compensation. Based on the “2005G actuarial tables” published by Prof. Klaus Heubeck, an interest rate of 4.5 per cent (previous year 4.0 per cent) was assumed.

The heading Other provisions takes account of all identifiable risks and uncertain obligations. This includes, for example, provisions for necessary maintenance work where scheduled events prevent this from being carried out in the reporting period. Provisions were also set aside for possible indemnification claims by commercial agents. Such provisions were formed in an extent sufficient to cover the anticipated claims. Provisions for pre-retirement part-time employment as well as provisions for seniority were formed on the basis of the “2005G actuarial tables” drawn up by Prof. Klaus Heubeck with an interest rate of 5.5 per cent (previous year 5.5 per cent).

Liabilities are carried at their repayment amount.

Receivables and liabilities in foreign currencies are translated at the mid-rate on the acquisition date or reporting date in accordance with the lower- or higher-of-cost-or-market principle. End-of-year financial statements of the foreign subsidiaries prepared in a foreign currency are translated at the (mid-) rate on the balance sheet date.

Incurred costs for press, advertising and public relations work for events in subsequent years were posted throughout the group as expenses in the reporting year.

Notes to the consolidated balance sheet

(Amounts in € '000 unless otherwise indicated)

(1) Fixed assets

The classification of the combined fixed asset headings disclosed in the consolidated balance sheet and their development trend (Statement of changes in fixed assets) in 2006 is attached to these notes. The additions to tangible fixed assets result primarily from the post-capitalisation relating to the Torhaus within the framework of the core refurbishment and from the production of a plant facility in Hall 4 in Frankfurt am Main.

The first-time inclusion of Guangzhou Guangya Messe Frankfurt Co. Ltd., Guangzhou/China, in the consolidated financial statements has given rise to an increase in intangible assets of € 2.846 million.

The rise in goodwill results principally from the first-time consolidation of the shares additionally acquired in Mesago Messe Frankfurt GmbH, Stuttgart, in 2006, as well as the deferred acquisition costs for the existing shares in Mesago Messe Frankfurt GmbH, Stuttgart.

A list of share ownership at 31 December 2006 has also been attached to the financial statements and placed with the Commercial Register of the District Court of Frankfurt am Main under number HRB 6640.

(2) Inventories

This account covers raw materials, consumables and supplies as well as finished goods and merchandise.

(3) Trade receivables

Receivables due after more than one year are not included in this item.

(4) Other assets

	due within one year	due between one and five years	due after more than five years
Taxes	28,932	2,260	748
Prepayments	2,774	10	0
Other	2,787	334	86
Total for 2006	34,493	2,604	834
Total for 2005	33,383	617	0

(5) Securities

Securities include shares in money market funds and commercial papers.

(6) Cash-in-hand, bank balances and cheques

	2006	2005
Cash-in-hand and cheques	1,002	408
Bank balances	186,143	100,977
	187,145	101,385

The first-time inclusion of Guangzhou Guangya Messe Frankfurt Co. Ltd., Guangzhou/China, in the consolidated financial statements has given rise to an increase in liquid assets of € 1.026 million.

(7) Equity

The classification of equity and minority interests is attached to these notes.

(8) Equity-similar special reserve for subsidies or grants for the acquisition of fixed assets

A special tax-allowable reserve was formed in 2000 containing subsidies and grants made by the city of Frankfurt am Main in relation to the exhibition centre car park. The special reserve is written back on a straight-line basis over the useful life of the car park.

(9) Other provisions

Other provisions mainly include outstanding purchase invoices, repairs and refurbishment commitments, indemnification claims from foreign agents and claims from employees.

(10) Liabilities

	due within one year	due between one and five years	due after more than five years
Liabilities to banks ¹⁾	6,810	30,885	95,305
Payments received on account of orders	136,322	0	0
Trade payables	25,112	0	0
Other liabilities	3,270	0	0
– of which taxes	(1,657)	(0)	(0)
– of which social security	(197)	(0)	(0)
Total for 2006	171,514	30,885	95,305
Total for 2005²⁾	143,015	33,745	41,620

1) The liabilities are secured by a first-rank land charge on the part of Messe Frankfurt Grundbesitz GmbH & Co. KG, an assignment on the part of Messe Frankfurt Grundbesitz GmbH & Co. KG of the rent demand from Messe Frankfurt Venue GmbH & Co. KG as well as the assignment of claims arising from the property insurance (fire/terror) of Messe Frankfurt Grundbesitz GmbH & Co. KG in favour of a bank consortium.

2) The previous year was adjusted to allow for comparability.

(11) Deferred income

The one-off payments received in advance in the years 1988 and 1996 for 35 years respectively for two building leases and a payment for a 99-year joint usufruct in parts of buildings were disclosed under Liabilities as Deferred income. The three partial deferred income amounts are written back on a straight-line basis over the specified terms.

The previous year was adjusted to allow for comparability.

(12) Other financial commitments and contingent liabilities

Other financial commitments total € 56.846 million. These are primarily made up of commitments from open purchase orders related to investments, refurbishment measures due to official requirements and orders and commitments relating to the acquisition of additional company shares. In addition, Messe Frankfurt is required to pay annual ground rents of € 2.657 million. The ground rents have a remaining term of 66, 30 and 25 years respectively.

In connection with the conclusion of an agreement governing an automatic cash management system between Messe Frankfurt GmbH and the other participating companies in the cash management system, Messe Frankfurt Venue GmbH & Co. KG, Messe Frankfurt Exhibition GmbH, Accente Gastronomie Service GmbH, Messe Frankfurt Medien und Service GmbH and Messe Frankfurt Ausstellungen GmbH, the participating companies have assumed a joint and severable liability for all liabilities arising from the automatic cash management system towards Commerzbank Aktiengesellschaft, Frankfurt am Main. The subsidiaries of Messe Frankfurt GmbH participating in the cash management system are liable only insofar and to the extent that they have themselves generated the liability balance and/or themselves received the loan resulting from the overdraft. They are additionally liable insofar and to the extent that compliance with the assumed obligation to pay does not affect the assets required to maintain the nominal capital at the time of entering into the payment obligation. The assumption of joint and several liability also applies in the event that the accorded overdraft limit or credit line is exceeded.

Furthermore, unlimited joint and several liability exists in connection with a cash-concentrating agreement between Dresdner Bank AG, Frankfurt am Main, and Messe Frankfurt GmbH together with the other companies participating in the cash concentrating, Messe Frankfurt Venue GmbH & Co. KG, Messe Frankfurt Exhibition GmbH, Messe Frankfurt Grundbesitz GmbH & Co. KG, Messe Frankfurt Medien und Service GmbH, Mesago Messe Frankfurt GmbH and Productpilot GmbH i. G., for the squaring of the respective debit balances/borrowings on the main account and corresponding or separately agreed foreign currency accounts, including interest and costs apportioned thereto.

In the reporting year, three forward exchange transactions were concluded on a USD basis (in the amount of USD 150,000 respectively). They are intended to hedge currency fluctuations relating to an event organised by Messe Frankfurt Ausstellungen GmbH in the USA.

Notes to the consolidated income statement

(Amounts in € '000 unless otherwise indicated)

(13) Sales

according to type	2006	2005
Stand rents	249,086	231,869
Halls, site and other rents	33,679	32,768
Admission fees and participation fees	11,641	9,542
Services and other income	111,728	104,536
	406,134	378,715

according to region	2006	2005
Germany	515,136	466,820
Europe (excl. Germany)	20,423	19,217
Asia	49,084	49,883
America	20,424	19,889
	605,067	555,809
of which intercompany	-198,933	-177,094
	406,134	378,715

(14) Other operating income

This account mainly includes income from other operating income from the premature repayment of a bank loan, income unrelated to the accounting period in particular from the reversal of provisions and income from recoveries on receivables written down in prior periods, as well as income from the pro rata write-back of deferred income (€ 2.099 million) and the reversal of the equity-similar special reserve for subsidies or grants for the acquisition of fixed assets (€ 2.147 million).

(15) Event-related expenses

	2006	2005
Cost of consumables and supplies and of purchased merchandise	13,833	13,475
Cost of purchased services	183,846	174,645
	197,679	188,120

Cost of purchased services comprises in particular expenses for hall and site rental, hall fitting, maintenance of the exhibition grounds and expenses for corporate communication.

(16) Personnel expenses/employees

	2006	2005
Wages and salaries	63,590	61,336
Social security, post-employment and other employee benefit costs	13,908	13,623
of which in respect of old-age pensions	(2,859)	(3,356)
	77,498	74,959
Employees (annual average)		
Vice presidents	28	45
Other salaried employees	1,198	1,136
Wage-earning employees	82	49
	1,308	1,230

(17) Amortisation and write-downs of intangible fixed assets and depreciation and write-downs of tangible fixed assets

Amortisation and write-downs of intangible fixed assets include a write-down of € 1.026 million.

Where acquisition accounting resulted in goodwill, this was amortised systematically in accordance with Section 309, (1), Sentence 2 HGB (German Commercial Code) over the term of the underlying agreement or over a useful life of 15 years, or written down to fair value on the balance sheet date.

Amortisation, depreciation and write-downs include € 1.966 million in accordance with Section 7, (5) of the EStG (German Income Tax Law).

(18) Other operating expenses

Apart from non-capitalised expenses, rental and lease expenses and office costs, Other operating expenses principally include legal, consulting and auditing costs, expenses for promotional activities and allowances for bad debts.

(19) Financial result

	2006	2005
Interest and similar income	4,268	3,782
Interest and similar expenses	5,129	2,319
Write-downs of long-term financial assets and securities classified as current assets	0	617
	5,129	2,936
Financial result	-861	846

(20) Taxes

	2006	2005
Taxes on income	20,730	18,249
Other taxes	2,820	3,012
	23,550	21,261

Consolidated statement of changes in fixed assets of the Messe Frankfurt GmbH group

Cost						
Amounts in €'000	At 01.01.2006	Additions	Disposals	Reclassifica- tions	Currency translation differences	At 31.12.2006
Intangible fixed assets						
Concessions, industrial and similar rights and assets and licences in such rights and assets	51,952	7,083	7		-76	58,952
Goodwill arising from acquisition accounting	32,245	14,084			-169	46,160
	84,197	21,167	7	0	-245	105,112
Tangible fixed assets						
Land, land rights and buildings, incl. buildings on third-party land	903,611	9,109	1,503	1,286	-53	912,450
Technical equipment and machinery	72,198	2,506	362			74,342
Other equipment, operating and office equipment	77,761	6,077	2,286	216	-187	81,581
Prepayments and assets under construction	5,997	20,000	672	-1,502		23,823
	1,059,567	37,692	4,823	0	-240	1,092,196
Long-term financial assets						
Long-term equity investments	41					41
Securities classified as fixed assets		5,000				5,000
	41	5,000	0	0	0	5,041
	1,143,805	63,859	4,830	0	-485	1,202,349

Depreciation, amortisation and write-downs (cumulative)				Carrying amounts		
At 01.01.2006	Additions	Disposals	Currency translation differences	At 31.12.2006	At 31.12.2006	At 31.12.2005
33,782	11,205	5	-60	44,922	14,030	18,170
18,145	3,475		-23	21,597	24,563	14,100
51,927	14,680	5	-83	66,519	38,593	32,270
443,170	28,661	445	-22	471,364	441,086	460,441
56,640	2,763	359	2	59,046	15,296	15,558
58,962	7,113	2,187	-135	63,753	17,828	18,799
					23,823	5,997
558,772	38,537	2,991	-155	594,163	498,033	500,795
21			0	21	20	20
				0	5,000	
21	0	0	0	21	5,020	20
610,720	53,217	2,996	-238	660,703	541,646	533,085

Supervisory Board of Messe Frankfurt GmbH

Petra Roth

(Chairwoman)

Presiding mayoress of the city of Frankfurt am Main, Frankfurt am Main

Dr Alois Rhiel

(Vice-chairman)

Minister for Economics, Transport and State Development for the State of Hesse, Wiesbaden

Josef A. Beckmann

CEO IBENA

Textilwerke Beckmann GmbH & Co. KG, Bocholt

Volker Bouffier

Minister of the Interior and Sport for the State of Hesse, Wiesbaden

Bernd Dombek

Project manager Messe Frankfurt Venue GmbH & Co. KG, Frankfurt am Main

Jutta Ebeling

Mayoress of the city of Frankfurt am Main, Frankfurt am Main (from 24 October 2006)

Horst Hemzal

City treasurer of the city of Frankfurt am Main, Frankfurt am Main

Klaus J. Maack

CEO of ERCO Leuchten GmbH, Lüdenscheid

Alexander Neumann

Member of the Works Council Messe Frankfurt GmbH, Frankfurt am Main

Peter Pippart

Project manager Messe Frankfurt Venue GmbH & Co. KG, Eppstein

Franz Porstner

Project manager Messe Frankfurt GmbH, Gründau

Dr Lutz Raettig

Chairman of the Supervisory Board of Morgan Stanley Bank AG, Frankfurt am Main

Christiane Rüdiger

Director Messe Frankfurt GmbH, Frankfurt am Main

Peter Saalmüller

Until 31 October 2005, Director Messe Frankfurt GmbH, Idstein

Ute Schuchardt

Chairwoman of the Works Council Messe Frankfurt GmbH, Frankfurt am Main

Edwin Schwarz

Councillor of the city of Frankfurt am Main, Frankfurt am Main

Lutz Sikorski

Councillor of the city of Frankfurt am Main, Frankfurt am Main

Joachim Vandreiike

Mayor of the city of Frankfurt am Main, Frankfurt am Main (until 30 June 2006)

Dr Martin Viessmann

CEO of Viessmann Werke GmbH & Co. KG, Allendorf

Karlheinz Weimar

Minister for Finance for the State of Hesse, Wiesbaden

Detlef Wittig

Member of the Brand Management Board Volkswagen AG, Chairman of the Board of Management Auto Skoda s.a., Mlada Boleslav

Hamid Yazdtschi

CEO of Gilde-Handwerk Macrander GmbH & Co. KG, Bocholt

Other disclosures

Remuneration of the members of the executive bodies

In 2006, the members of the Board of Management received total remunerations of € 1.555 million, taking into account all amounts subject to disclosure. Superannuation benefits and retirement annuities of € 536,000 were paid to former members of the Board of Management and surviving dependents. Pension provisions and provisions for other payment obligations totalling € 3.446 million and € 5.503 million respectively were formed for the latter group of persons up to 31 December 2006. The members of the Supervisory Board do not receive any remuneration. The expenses allowance paid to them amounted to a total of € 6,000.

Board of Management

Uwe Behm, Diplom-Ingenieur/Diplom-Wirtschaftsingenieur (FH) (Graduate in Engineering/Graduate in Industrial Engineering (University of Applied Sciences)), Osthofen (from 1 November 2006)

Detlef Braun, Diplom-Betriebswirt (Graduate in Business Administration), Wiesbaden

Dr Michael Peters, Diplom-Kaufmann (Graduate in Business Studies), Wehrheim

Michael von Zitzewitz, Diplom-Volkswirt (Graduate in Economics), Kronberg (Chairman of the Board of Management)

Frankfurt am Main, 31 March 2007



Michael von Zitzewitz



Dr Michael Peters



Detlef Braun



Uwe Behm

Consolidated cash flow statement of the Messe Frankfurt GmbH group

in € '000	2005	2006
Net income for the financial year (including minority interest in net income)	22,427	27,490
Depreciation, amortisation and write-downs of fixed assets	48,541	53,217
Increase/decrease in provisions	8,752	-12,188
Other non-cash income	-4,246	-13,216
Gain/loss on disposal of fixed assets	-19,055	-197
Increase in inventories	-16	28
Increase (-)/decrease (+) in trade receivables and other assets not attributable to investing or financing activities	-10,388	1,264
Decrease (-)/increase (+) in trade payables and other liabilities not attributable to investing or financing activities	-15,291	29,859
Cash flows from operating activities	30,724	86,257
Intangible fixed assets/tangible fixed assets		
- Capital expenditures	-63,697	-49,911
- Gains on disposals of fixed assets	21,390	2,030
- Purchase price reduction	0	0
Investments		
- Capital expenditures	-400	-8,018
- Purchase price reduction/increase	4	-5,930
Receipts from/payments for cash investments (securities classified as current assets)	13,945	18,342
Cash flows from investing activities	-28,758	-43,487
Cash payments to the shareholders of Messe Frankfurt GmbH and minority interests	-14,231	-14,609
Cash repayments of bank loans	-5,209	-7,916
Cash payments for the redemption of bank loans	0	-66,365
Cash proceeds from the issuance of bank loans	0	133,000
Cash flows from financing activities	-19,440	44,110
Net change in cash funds	-17,474	86,880
Effect on cash funds of exchange rate movements	766	-1,120
Cash funds, beginning balance	118,093	101,385
Cash funds, ending balance	101,385	187,145

Consolidated statement of changes in equity of Messe Frankfurt group and minority interests

in € '000	Subscribed capital	Capital reserves	Revenue reserves	Adjustment item for foreign currency translation	Net retained profits	Treasury shares	Minority interests	Total
At 01.01.2005	180,000	87,219	40,214	-2,544	13,679	318,568	957	319,525
Dividends paid	-	-	-	-	-13,000	-13,000	-1,231	-14,231
Reclassifications	-	-2,000	2,000	-	-	0	-	0
Appropriation to revenue reserves	-	-	1,639	-	-1,639	0	-	0
Currency adjustments	-	-	-	1,357	-1	1,356	-	1,356
Other changes	-	-	-	-	-	0	-273	-273
Net income for the financial year	-	-	-	-	20,487	20,487	1,940	22,427
At 01.01.2006	180,000	85,219	43,853	-1,187	19,526	327,411	1,393	328,804
Dividends paid	-	-	-	-	-13,000	-13,000	-1,609	-14,609
Appropriation to revenue reserves	-	-	13,495	-	-13,495	0	-	0
Currency adjustments	-	-	20	-1,495	-281	-1,756	-30	-1,786
Other changes	-	-	-	-	-	0	419	419
Net income for the financial year	-	-	-	-	26,647	26,647	843	27,490
At 31.12.2006	180,000	85,219	57,368	-2,682	19,397	339,302	1,016	340,318

Auditors' report

We have audited the consolidated financial statements prepared by Messe Frankfurt GmbH, Frankfurt am Main, – comprising the balance sheet, income statement, notes, cash flow statement and statement of changes in equity – and the group management report for the financial year from 1 January 2006 to 31 December 2006. Responsibility for the preparation of the consolidated financial statements and the group management report in compliance with the provisions set forth under German commercial law lies with the company's legal representatives. Our responsibility is to express an opinion on the consolidated financial statements and the group management report based on our audit.

We conducted our audit of the consolidated financial statements in accordance with the provisions of Section 317 HGB (German Commercial Code) and the generally accepted auditing principles for the audit of financial statements as laid down by the Institut der Wirtschaftsprüfer (IDW) (Institute of German Independent Auditors). Those standards require that we plan and perform the audit such that misstatements and violations having a material effect on the presentation of the net assets, financial position and results of operations as conveyed by the consolidated financial statements in compliance with German accepted accounting principles and by the group management report can be detected with reasonable assurance. In determining audit procedures, the auditor is guided by his understanding of the business activities concerned, of the commercial and legal environment in which the group operates, and his assessment of the risks of possible misstatements. The auditor considers, primarily on a random basis, the effectiveness of the accounting-related internal control system and evidence supporting the amounts and disclosures in the consolidated year-end financial statements and the group management report. The audit includes assessing the annual financial statements of the companies included in the consolidated financial statements, the definition of the reporting entity structure, the appropriateness of the accounting and consolidation policies applied and material estimates made by the legal representatives, as well as evaluating the overall presentation of the consolidated financial statements and the group management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit did not lead to any objections.

In our opinion, based on the information obtained in our audit, the consolidated financial statements comply with the legal regulations and give a true and fair view of the net assets, financial position and results of group operations in accordance with German accepted accounting principles. The group management report is consistent with the consolidated financial statements and on the whole provides a suitable understanding of the group's position and accurately presents the risks and opportunities of future development.

We have drawn up the above report in compliance with the legal regulations and the generally accepted auditing principles for the audit of financial statements.

Frankfurt am Main, 15 May 2007

BDO Deutsche Warentreuhand
Aktiengesellschaft
Auditors

Simon-Heckroth pp Erbe
Auditor Auditor

Report of the Supervisory Board

During the course of the financial year, the Supervisory Board of Messe Frankfurt GmbH informed itself routinely of the company's position in regular meetings with the Board of Management as well as through written or oral reports, and discussed important issues with the Board of Management.

The Supervisory Board has examined the annual financial statements and consolidated annual financial statements of Messe Frankfurt at 31 December 2006 for the financial year from 1 January to 31 December 2006, as well as the reports of the Board of Management on the position of the company and the group for the 2006 financial year, which have been audited and issued an unqualified opinion by the auditing company BDO Deutsche Warentreuhand Aktiengesellschaft Wirtschaftsprüfungsgesellschaft, Frankfurt am Main.

It recommends that the General Meeting should adopt the annual financial statements and consolidated annual financial statements of Messe Frankfurt GmbH as at 31 December 2006 and accept the reports on the position of the company and the group for the financial year from 1 January to 31 December 2006.

Frankfurt am Main, 28 June 2007

The Supervisory Board

pp Petra Roth

Overall activities of Messe Frankfurt in 2006

Trade fairs and exhibitions at the Frankfurt exhibition venue in 2006

Event	Exhibitors			Net area (in m ²) incl. special show space	Visitors			
	Number of events	Germany	Other countries		Germany	Other countries	Total	
■ AACHEMA		2,157	1,723	3,880	136,256	129,975	48,073	178,048
■ ACS		90	8	98	1,356	5,290	934	6,224
■ Ambiente		1,493	3,105	4,598	192,323	83,746	61,513	145,259
■ Airtec		262	224	486	13,901	7,011	1,755	8,766
■ Automechanika		920	3,663	4,583	171,383	94,298	63,636	157,934
■ Beautyworld		159	263	422	9,836	7,204	3,949	11,153
■ Book Fair ¹⁾		3,288	3,984	7,272	100,000	198,577	88,044	286,621
■ Christmasworld		337	738	1,075	52,118	17,965	11,729	29,694
■ Collectione		177	154	331	25,481	3,136	2,520	5,656
■ EuroMold		1,045	629	1,674	37,991	43,216	17,160	60,376
■ European Banking & Insurance Fair		167	44	211	4,337	6,147	706	6,853
■ Fine Art Fair Frankfurt ²⁾		38	12	50	2,025	10,700	0	10,700
■ Fur & Fashion Frankfurt		65	41	106	6,359	4,474	3,968	8,442
■ Heimtextil		478	2,283	2,761	147,667	35,868	53,205	89,073
■ HI – Health Ingredients Europe		60	384	444	8,332	1,400	3,600	5,000
■ Imex		448	2,841	3,289	18,900	3,584	4,019	7,603
■ Light + Building		867	1,272	2,139	121,118	83,378	45,692	129,070
■ Media-Tech Expo		41	120	161	5,490	1,163	1,899	3,062
■ Musikmesse		545	1,035	1,580	54,489	52,727	21,957	74,684
■ OPTATEC		268	251	519	9,330	3,510	1,890	5,400
■ Paperworld		588	2,011	2,599	91,413	29,976	33,939	63,915
■ Prolight + Sound		310	473	783	29,980	17,276	8,939	26,215
■ Prosign		117	54	171	5,564	6,034	1,236	7,270
■ Tendence Lifestyle		1,356	1,808	3,164	111,975	57,513	21,959	79,472
■ The Design Annual		44	36	80	2,772	8,265	272	8,537
■ Turntec		119	57	176	3,107	8,697	3,382	12,079
International trade fairs	26	15,439	27,213	42,652	1,363,503	921,130	505,976	1,427,106

■ International trade fairs ■ Trade exhibitions ■ Exhibitions open to the public

Event	Exhibitors			Net area (in m ²) incl. special show space	Visitors			
	Number of events	Germany	Other countries		Germany	Other countries	Total	
■ Facility Management		161	12	173	2,569	3,276	358	3,634
■ Salon		126	25	151	6,944	16,500	0	16,500
■ ITeG		253	17	270	6,162	3,567	111	3,678
■ IT-Sparkassenforum		76	1	77	6,400	6,154	6	6,160
■ Other trade exhibitions	2	430	0	430	30,950	19,000	0	19,000
Trade exhibitions	6	1,046	55	1,101	53,025	48,497	475	48,972
■ Marathon Mall ³⁾		104	3	107	3,644	39,800	0	39,800
■ Sales marts and exhibitions	5	609	0	609	43,644	160,400	0	160,400
Exhibitions open to the public	6	713	3	716	47,288	200,200	0	200,200

Trade fairs and exhibitions at the Frankfurt exhibition venue in 2006

Event	Exhibitors			Net area (in m ²) incl. special show space	Visitors			
	Number of events	Germany	Other countries		Germany	Other countries	Total	
■ International trade fairs	26	115,439	27,213	42,652	1,363,503	921,130	505,976	1,427,106
■ Trade exhibitions	6	1,046	55	1,101	53,025	48,497	475	48,972
■ Exhibitions open to the public	6	713	3	716	47,288	200,200	0	200,200
	38	17,198	27,271	44,469	1,463,816	1,169,827	506,451	1,676,278

1) net area of the Book Fair – Messe Frankfurt estimate

2) visitors to the Fine Art Fair Frankfurt including vernissage and other free admissions

3) free admission for visitors to and participants in the Frankfurt Marathon

■ International trade fairs ■ Trade exhibitions ■ Exhibitions open to the public

Trade fairs and exhibitions in Germany outside the Frankfurt exhibition venue in 2006

Event	Exhibitors			Net area (in m ²)	Visitors			
	Number of events	Germany	Other countries		Total	Germany	Other countries	Total
■ Asianliving		7	224	231	2,837	8,360	0	8,360
■ EMV		80	17	97	1,169	3,050	715	3,765
■ Handarbeit & Hobby		96	105	201	8,148	7,204	2,308	9,512
■ Marketing Services		354	23	377	6,487	7,220	984	8,204
■ PCIM		131	77	208	4,555	3,990	1,793	5,783
■ SMT/Hybrid/Packaging		361	218	579	14,097	17,200	6,200	23,400
■ Sportinfra		51	1	52	745	926	0	926
■ SPS/IPC/Drives		991	212	1,203	46,845	37,662	6,229	43,891
	8	2,071	877	2,948	84,883	85,612	18,229	103,841

Trade fairs and exhibitions in Germany in 2006

Event	Exhibitors			Net area (in m ²)	Visitors			
	Number of events	Germany	Other countries		Total	Germany	Other countries	Total
■ International trade fairs	34	17,510	28,090	45,600	1,448,386	1,006,742	524,205	1,530,947
■ Trade exhibitions	6	1,046	55	1,101	53,025	48,497	475	48,972
■ Exhibitions open to the public	6	713	3	716	47,288	200,200	0	200,200
	46	19,269	28,148	47,417	1,548,699	1,255,439	524,680	1,780,119

■ International trade fairs ■ Trade exhibitions ■ Exhibitions open to the public

Events outside Germany in 2006

Event	Exhibitors			Net area (in m ²)	Visitors			
	Number of events	Host country	Other countries		Total	Host country	Other countries	Total
Consumer goods fairs								
Ambiente								
Interior Lifestyle Japan		288	238	526	9,106	23,020	683	23,703
Ambiente Rossija		59	123	182	3,492	4,768	220	4,988
	2	347	361	708	12,598	27,788	903	28,691
Paperworld								
Hong Kong International Stationery Fair		87	174	261	2,685	6,910	7,816	14,726
Paperworld USA		150	156	306	3,785	896	501	1,397
Paperworld China		395	132	527	10,146	13,289	4,197	17,486
	3	632	462	1,094	16,616	21,095	12,514	33,609
Beautyworld								
Beautyworld Japan		383	282	665	9,887	45,567	1,702	47,269
Beautyworld Japan West		156	46	202	3,038	11,344	51	11,395
Beautyworld Middle East Gulf Beauty		93	553	646	7,744	5,117	2,408	7,525
Cosmesur Beautyworld Buenos Aires		136	16	152	4,533	39,533	621	40,154
	4	768	897	1,665	25,202	101,561	4,782	106,343
Musikmesse								
Music China		751	248	999	25,542	30,478	2,649	33,127
	1	751	248	999	25,542	30,478	2,649	33,127
Other consumer goods fairs								
Home Tech Middle East		27	114	141	1,983	1,411	246	1,657
Toy Fair Middle East		32	100	132	1,623	1,823	576	2,399
	2	59	214	273	3,606	3,234	822	4,056
Total consumer goods fairs	12	2,557	2,182	4,739	83,564	184,156	21,670	205,826

Textiles fairs		Exhibitors			Net area (in m ²)	Visitors		
Event	Number of events	Host country	Other countries	Total	incl. special show space	Host country	Other countries	Total
Heimtextil								
Interior Lifestyle Spring – USA		39	9	48	920	5,000	0	5,000
Interior Lifestyle Fall – USA		66	44	110	2,235	5,000	0	5,000
Intertextile Shanghai Home Textiles		629	48	677	39,034	24,985	4,045	29,030
Heimtextil Rossija		90	131	221	5,780	8,232	280	8,512
Heimtextil India		206	14	220	5,559	7,917	4,539	12,456
	5	1,030	246	1,276	53,528	51,134	8,864	59,998
Interstoff								
Interstoff Asia Autumn		58	261	319	2,961	6,320	2,501	8,821
Interstoff Asia Spring		47	229	276	2,635	6,235	2,555	8,790
Interstoff Rossija Autumn		15	63	78	1,119	2,578	72	2,650
Interstoff Rossija Spring		14	94	108	1,426	2,340	280	2,620
Intertextile Beijing Apparel Fabrics		494	195	689	10,275	15,457	1,880	17,337
Intertextile Shanghai Apparel Fabrics and Accessories		1,549	484	2,033	37,914	37,711	8,613	46,324
Texworld (Spring)		3	686	689	13,288	2,399	14,700	17,099
Texworld (Autumn)		4	674	678	13,266	2,627	16,153	18,780
Texworld India		61	35	96	1,907	7,917	4,539	12,456
Texworld USA Summer		5	152	157	1,583	1,654	230	1,884
Yarn Expo Autumn		54	12	66	840	4,867	1,104	5,971
Yarn Expo Spring		95	21	116	1,205	4,602	374	4,976
	12	2,399	2,906	5,305	88,419	94,707	53,001	147,708
Intima								
Intima Punto & Seguido Buenos Aires		82	0	82	2,095	6,314	33	6,347
	1	82	0	82	2,095	6,314	33	6,347
Techtextil								
Cinte Techtextil China		160	166	326	4,196	6,044	1,205	7,249
Techtextil North America		154	175	329	4,172	3,173	908	4,081
	2	314	341	655	8,368	9,217	2,113	11,330
Total textiles fairs	20	3,825	3,493	7,318	152,410	161,372	64,011	225,383

Technical fairs		Exhibitors			Net area (in m ²)	Visitors		
Event	Number of events	Host country	Other countries	Total	incl. special show space	Host country	Other countries	Total
IFFA								
Tecno Fidta		286	16	302	8,344	14,435	643	15,078
	1	286	16	302	8,344	14,435	643	15,078
Prolight + Sound								
Prolight + Sound Shanghai		183	22	205	5,915	10,932	1,358	12,290
	1	183	22	205	5,915	10,932	1,358	12,290
Architecture + technology								
ISH								
ISH China		225	68	293	7,807	14,613	694	15,307
ISH Kitchen + Bathroom Gulf		28	86	114	1,714	1,277	426	1,703
ISH North America		420	122	542	13,423	4,964	287	5,251
	3	673	276	949	22,944	20,854	1,407	22,261
Light + Building								
Lightstyle Gulf Light		27	86	113	1,503	2,618	0	2,618
Guangzhou Int. Lighting Exhibition		1,205	22	1,227	31,366	33,317	8,380	41,697
	2	1,232	108	1,340	32,869	35,935	8,380	44,315
	5	1,905	384	2,289	55,813	56,789	9,787	66,576
Automotive + technology								
Automechanika								
Automechanika Thailand		77	122	199	2,310	5,558	1,210	6,768
Automechanika Gulf		61	601	662	7,650	4,112	2,214	6,326
PAACE Automechanika Mexico		167	354	521	8,397	15,779	1,778	17,557
Auto + Automechanika St. Petersburg		261	42	303	10,976	80,846	637	81,483
Automechanika Argentina		427	104	531	15,337	38,038	3,094	41,132
Expo Transporte		231	56	287	32,929	30,954	680	31,634
Automechanika Shanghai		506	109	615	10,192	8,977	3,062	12,039
	7	1,730	1,388	3,118	87,791	184,264	12,675	196,939
Total technical fairs	14	4,104	1,810	5,914	157,863	266,420	24,463	290,883

Other trade fair themes outside Germany					Exhibitors		Net area (in m ²)	Visitors	
Event	Number of events	Host country	Other countries	Total	incl. special show space	Host country	Other countries	Total	
ABF Franchising Show		122	6	128	4,365	9,052	19	9,071	
Arena Gamer Experience Brazil		21	1	22	196	1,946	0	1,946	
Canadian Waste Recycling/ Public Works Expo		150	50	200	3,725	1,502	200	1,702	
Eco Expo Asia		72	30	102	1,104	6,149	1,812	7,961	
Expo Forestal		305	30	335	9,921	12,500	500	13,000	
Expoprint		140	31	171	13,256	24,011	452	24,463	
Garden, Landscaping & Outdoor Living		43	38	81	1,038	1,713	326	2,039	
Hardware & Tools Middle East		23	217	240	2,320	1,980	435	2,415	
Housewares & Homestyle Middle East		30	149	179	1,537	1,594	0	1,594	
Ideal Home		78	4	82	1,183	18,000	0	18,000	
Intersec		103	266	369	6,684	4,013	1,924	5,937	
Korea Intern. Commercial & Special Vehicles Show		40	7	47	4,311	16,545	228	16,773	
Media-Tech Showcase		54	7	61	861	712	389	1,101	
Micromachine		294	19	313	1,552	11,580	156	11,736	
Open Network Automation System Expo		33	0	33	133	1,590	2	1,592	
Seguriexpo Buenos Aires		161	12	173	4,199	11,197	224	11,421	
Senior Health & Lifestyle Expo		76	4	80	963	59,900	100	60,000	
Super Showcase		20	85	105	837	5,914	0	5,914	
Total other trade fair themes outside Germany	18	1,765	956	2,721	58,185	189,898	6,767	196,665	
Overall activities of Messe Frankfurt outside Germany	64	12,251	8,441	20,692	452,022	801,846	116,911	918,757	

Congresses, conventions and other activities in 2006

Event	Exhibitors			Net area (in m ²)	Visitors		
	Number of events	Germany	Other countries		Germany	Other countries	Total
Congresses and conferences at the exhibition centre not linked to trade fairs	117			98,000			98,000
Congresses and conventions (supervised by Conventure)*	9			3,500			3,500
Conventions (concerts, sporting, religious, political and other events)	56			389,705			389,705
German Pavilions (planning and imple- mentation of show participations)	16						0
Akademie Messe Frankfurt	28			351	205		556
	226			491,556	205		491,761

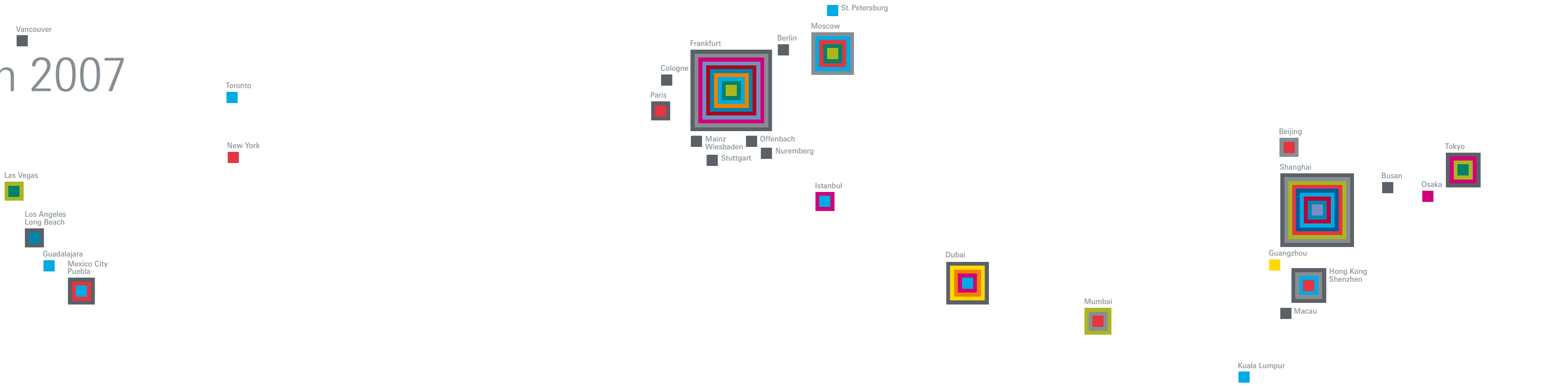
* The total number of participants amounts to approx. 6,100, of whom approx. 2,600 were already included under own events.

Overall activities of Messe Frankfurt in 2006

Event	Exhibitors			Net area (in m ²)	Visitors			
	Number of events	Germany	Other countries		Germany	Other countries	Total	
Trade fairs and exhibitions at the Frankfurt exhibition venue	38	17,198	27,271	44,469	1,463,816	1,169,827	506,451	1,676,278
Trade fairs and exhibitions in Germany outside the Frankfurt exhibition venue	8	2,071	877	2,948	84,883	85,612	18,229	103,841
Events outside Germany	64	12,251	8,441	20,692	452,022	801,846	116,911	918,757
Congresses, conventions and other activities	226				491,556	205		491,761
	336	31,520	36,589	68,109	2,000,721	2,548,841	641,796	3,190,637

Trade fairs in 2007

Overview according to venue



- Ambiente
- Beautyworld
- Musikmesse
- Paperworld
- Heimtextil
- Interstoff/Textworld
- Textextil/Intertextile
- Automechanika
- ISH
- Light + Building
- Prolight + Sound
- Texcare
- Independent Brands

America	Brazil
<p>Paperworld USA Los Angeles 13.–15.6.2007</p> <p>Texworld USA New York 17.–19.7.2007</p> <p>Interior Lifestyle USA Las Vegas • Heimtextil USA • Ambiente USA 31.7.–3.8.2007</p> <p>Canadian Public Works Expo Vancouver 28.–29.11.2007</p> <p>Canadian Waste & Recycling Expo Vancouver 28.–29.11.2007</p> <p>USA</p> <p>Texworld USA New York 23.–25.1.2007</p> <p>Interior Lifestyle USA Las Vegas • Heimtextil USA • Ambiente USA 29.1.–2.2.2007</p> <p>Media-Tech Expo Long Beach 15.–17.5.2007</p>	<p>Digital Imaging São Paulo 25.–28.4.2007</p> <p>ABF Franchising Expo São Paulo 27.–30.6.2007</p> <p>Fenavem São Paulo 6.–10.8.2007</p> <p>Argentina</p> <p>Seguriexpo Buenos Aires 4.–6.7.2007</p> <p>Íntima Punto y Seguido Buenos Aires 23.–25.08.2007</p> <p>Expo Ferretera Buenos Aires 30.8.–2.9.2007</p> <p>Cosmesur Beautyworld Buenos Aires Buenos Aires 14.–17.9.2007</p> <p>BIEL Light + Building Buenos Aires Buenos Aires 6.–10.11.2007</p>

Canada	Germany	EMEA
<p>Automechanika Canada Toronto 26.–28.9.2007</p> <p>Mexico</p> <p>Exintex Puebla 7.–9.3.2007</p> <p>PAACE Automechanika Mexico Mexico City 11.–13.7.2007</p> <p>Expo Transporte Guadalajara 14.–16.11.2007</p>	<p>Heimtextil Frankfurt am Main 10.–13.1.2007</p> <p>Beautyworld Frankfurt am Main 24.–28.1.2007</p> <p>Christmasworld Frankfurt am Main 24.–28.1.2007</p> <p>Paperworld Frankfurt am Main 24.–28.1.2007</p> <p>Trau Dich – Die Hochzeitsmesse Frankfurt am Main 3.–4.2.2007</p> <p>Ambiente Frankfurt am Main 9.–13.2.2007</p> <p>Asianliving Offenbach 10.–13.2.2007</p> <p>EMV Stuttgart 6.–8.3.2007</p> <p>ISH Frankfurt am Main 6.–10.3.2007</p>	<p>Europe, Middle East, Africa</p> <p>Fur & Fashion Frankfurt am Main 22.–25.3.2007</p> <p>Musikmesse Frankfurt am Main 28.–31.3.2007</p> <p>Prolight + Sound Frankfurt am Main 28.–31.3.2007</p> <p>Handarbeit & Hobby Cologne 30.3.–1.4.2007</p> <p>Fine Art Fair Frankfurt, Quality Street® Frankfurt am Main 13.–15.4.2007</p> <p>IMEX Frankfurt am Main 17.–19.4.2007</p> <p>ITeG Berlin 17.–19.04.2007</p> <p>Facility Management Frankfurt am Main 24.–26.4.2007</p> <p>SMT/Hybrid/Packaging Nuremberg 24.–26.4.2007</p> <p>IFFA Frankfurt am Main 5.–10.5.2007</p> <p>Hair & Beauty Frankfurt am Main 12.–14.5.2007</p>

France	Russia
<p>Texworld Paris 20.–23.2.2007</p> <p>Smart Systems Integration Paris 27.2.–28.3.2007</p> <p>Texworld Paris 17.–20.9.2007</p> <p>Russia</p> <p>Interstoff Russia Spring Moscow 27.2.–1.3.2007</p> <p>Ambiente Russia Spring Moscow 27.2.–2.3.2007</p> <p>Automechanika Moscow Moscow 13.–16.5.2007</p> <p>Tehtextil Russia Moscow 29.–31.5.2007</p>	<p>Marketing Services Frankfurt am Main 22.–24.5.2007</p> <p>PCIM Nuremberg 22.–24.5.2007</p> <p>Avantex-Symposium Frankfurt am Main 11.–14.6.2007</p> <p>Tehtextil-Symposium Frankfurt am Main 11.–14.6.2007</p> <p>Avantex Frankfurt am Main 12.–14.6.2007</p> <p>Tehtextil Frankfurt am Main 12.–14.6.2007</p> <p>The Design Annual Frankfurt am Main 14.–17.6.2007</p> <p>Collectione Frankfurt am Main 17.–20.6.2007</p> <p>Parken Wiesbaden 4.–5.7.2007</p> <p>Tendence Lifestyle Frankfurt am Main 24.–28.8.2007</p> <p>62nd IAA PKW Frankfurt am Main 13.–23.9.2007</p>

India	China/Hong Kong
<p>Techtextil India Mumbai 10.–12.10.2007</p> <p>Texworld India Mumbai 10.–13.10.2007</p> <p>Heimtextil India Mumbai 10.–13.10.2007</p> <p>Malaysia</p> <p>Automechanika Asia Kuala Lumpur 29.3.–1.4.2007</p> <p>Hong Kong International Stationery Fair Hong Kong 8.–11.1.2007</p> <p>Interstoff Asia Essential – Spring Hong Kong 14.–16.3.2007</p> <p>Intertextile Beijing Apparel Fabrics Beijing 22.–24.3.2007</p>	<p>Wireless Technologies Stuttgart 18.–19.9.2007</p> <p>Frankfurt Book Fair Frankfurt am Main 10.–14.10.2007</p> <p>Airtec Frankfurt am Main 23.–26.10.2007</p> <p>Marathonmall Frankfurt am Main 26.–28.10.2007</p> <p>Viva Touristika & Caravaning Frankfurt am Main 2.–4.11.2007</p> <p>Product Life live 2007 Mainz 6.–7.11.2007</p> <p>European Banking & Insurance Fair Frankfurt am Main 20.–22.11.2007</p> <p>NanoSolutions Frankfurt am Main 21.–23.11.2007</p> <p>Material Vision Frankfurt am Main 22.–23.11.2007</p> <p>SPS/IPC/Drives Nuremberg 27.–29.11.2007</p>

Asia	Japan
<p>Yarn Expo Beijing 22.–24.3.2007</p> <p>Guangzhou International Lighting Exhibition Guangzhou 8.–11.6.2007</p> <p>Electrical Building Technology Guangzhou Guangzhou 8.–11.6.2007</p> <p>Senior Lifestyle Asia Hong Kong 5.–7.7.2007</p> <p>Intertextile Pavilion Shenzhen 12.–14.7.2007</p> <p>Intertextile Shanghai Home Textiles Shanghai 29.–31.8.2007</p> <p>Interior Lifestyle China Shanghai 13.–16.9.2007</p> <p>Texcare Asia Shanghai 19.–21.9.2007</p> <p>Asiamold Guangzhou 27.–29.9.2007</p> <p>The Emirates Today Ideal Home Show Dubai 30.11.–3.12.2007</p>	<p>Automechanika Istanbul Istanbul 19.–22.4.2007</p> <p>Petroleum Istanbul Istanbul 19.–22.4.2007</p> <p>Marketplace Match-making Beautyworld Istanbul Istanbul 6.–7.11.2007</p> <p>United Arab Emirates</p> <p>Intersec Middle East Dubai 21.–23.1.2007</p> <p>Garden + Landscaping Middle East Dubai 13.–15.5.2007</p>

Korea	Japan
<p>Interstoff Asia Essential – Autumn Hong Kong 3.–5.10.2007</p> <p>Music China Shanghai 17.–20.10.2007</p> <p>Prolight + Sound Shanghai Shanghai 17.–20.10.2007</p> <p>Eco Expo Asia Hong Kong 27.–30.10.2007</p> <p>Source It Shanghai 29.10.–1.11.2007</p> <p>Intertextile Shanghai Apparel Fabrics Shanghai 29.10.–1.11.2007</p> <p>Yarn Expo Shanghai 29.–31.10.2007</p> <p>Motorworld Macau Macau 13.–15.11.2007</p> <p>Paperworld China Shanghai 20.–22.11.2007</p> <p>Micromachine/MEMS Tokyo 25.–27.7.2007</p> <p>Beautyworld Japan West Osaka Tokyo 22.–24.10.2007</p>	<p>Automechanika Shanghai Shanghai 5.–7.12.2007</p> <p>Korea Railways Fair Busan 16.–19.5.2007</p> <p>Korea Logistics Fair Busan 16.–19.5.2007</p> <p>Super Market Trade Show Tokyo 28.2.–2.3.2007</p> <p>Beautyworld Japan Tokyo 7.–9.5.2007</p> <p>Interior Lifestyle Tokyo Tokyo • Ambiente Japan • Heimtextil Japan • Homedesign Japan 6.–8.6.2007</p>

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