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Check against delivery!

**Remarks by Herbert Marner, Chief Financial Officer,
on the occasion of the Koelnmesse Annual Press Conference
on 29 May 2019, 11:00 a.m., Messehochhaus, GroÙer Sitzungssaal**

Dear Ladies and Gentlemen:

'Power meets potentials' - the motto of our Annual Report also suits the occasionally dry-looking area of finance. Because if not for the power of our employees and the potentials of the trade fair business, we would not have this good news to announce to you today. Ultimately - and in this I am all businessman - success is expressed in numbers.

And these numbers are indeed encouraging. Koelnmesse maintains its place among the top ten of all trade fairs worldwide.

The final and audited financial figures for 2018 relate to the Koelnmesse consolidated companies, with Koelnmesse GmbH, Koelnmesse Ausstellungen GmbH and the subsidiaries abroad that are included in our balance sheets.

The newly founded, wholly-owned subsidiary, Koelnmesse SAS, in Colombia, has been included in the consolidated financial statements in 2018 for the first time since its establishment.

As always, you will find a detailed overview in our Annual Report.

We have exceeded our forecasts again in 2018 - in terms of sales, EBITDA, but also in terms of net income after taxes. I am delighted to report this once again. This time, too, there are a number of top scores for Koelnmesse.

First: Sales in 2018 increased by more than 23 percent in relation to the comparable even-numbered year, 2016, and stood at 337.4 million euro. Sales are more than 15.2 million euro higher than forecast.

Second: Earnings before interest, taxes, depreciation, and amortization total to a considerable 81.3 million euro. This is the essential measure of our operational success.

In this, too, we bested our previous record year of 2017 by more than 48 percent. EBITDA is 57.9 million euro higher than forecast.

Thirdly, 2018 is also the first even-numbered year since 2006 in which the consolidated companies again reported a profit, and they did so with a record result in the history of the Koelnmesse consolidated companies - at 53.4 million euro after taxes.

The last two key performance indicators are influenced not only by the improvement in operating result but also by a special effect due to the reversal of 40.1 million euro in provisions for rental payments.

The years of dispute over rental amounts for the North Halls of the Cologne trade fair grounds were brought to a close through a settlement with the lessor that went into effect at the end of 2018; a lease was signed on reduced terms compared to the original lease.

Equity for the consolidated companies totals to 224.4 million euro and has been increasing continuously for years; it grew last year by 53.9 million euro. The equity ratio stands at 61.8 percent. By comparison, the average equity ratio for medium-sized enterprises in Germany is around 30%.

The cash flow from ongoing business operations amounts to more than 42 million euro. We invested a total of around 34 million euro in fixed assets last year. This means that we financed everything ourselves in 2018 and continue to do so without borrowing. Koelnmesse will require financing in the medium term, however.

Between now and 2023, we will have a loan requirement of approximately 120 million euro for the Koelnmesse 3.0 infrastructure project, among other things. A credit agreement to this effect has already been signed.

Ladies and gentlemen, in operational terms, the good result is attributable to development of Koelnmesse own events and guest events at the Cologne trade fair location and in the leading markets worldwide, as well as to the service business.

Koelnmesse GmbH's trade fair business, and thus its result, have a very significant impact on the key financial performance indicators for the consolidated companies. The trend for most of the trade fairs and exhibitions organised by Koelnmesse GmbH has been above-average. Compared to the respective previous events, sales were more than 8% higher on average.

Four events, from all areas of expertise, show sales growth in the double-digit percentage range. These are imm cologne, with +12.8 percent, ANUGA FOODTEC with +38.7 percent, ORGATEC with +20.3 percent and INTERNATIONALE EISENWARENMESSE with +16.3 percent.

Due to cyclical effects, the consolidated companies' international business before consolidation was stronger in 2018 than in 2017, with sales of 36.8 million euro. Sales the previous year totalled to 33.2 million euro. Our foreign companies are performing well and are delivering positive results overall. The Asian market provided a particular contribution towards earnings generated abroad.

In spite of a portfolio of guest fairs and events that was weaker due to cyclical effects, Koelnmesse Ausstellungen GmbH again reached record levels of both sales and result in 2018. Our subsidiary was able to generate sales of 19.8 million euro with the marketing and rental of available hall capacity to national and international trade fair organisers, companies and event agencies; and generated a surplus of 9.3 million euro.

The positive developments at Koelnmesse Ausstellungen GmbH mainly stem from its existing business. In addition, the successful acquisition by the special events segment of Digital 2018, the premiere event for Deutsche Telekom, made a positive contribution to sales and result.

To the investments:

We invested 34 million euro in 2018. Not all of this amount was devoted to the construction work under Koelnmesse 3.0, which we continued in 2018 with the completion of Car Park Zoobrücke and the launch of Hall 1plus.

With Car Park Zoobrücke, we have created parking space to make up for the space lost due to the construction work around the trade fair, such as MesseCity and COLOGNEO I and II, as well as on our trade fair grounds. Now there are more than 3,200 new parking spaces available near the trade fair grounds for our exhibitors and visitors. The car park also has a direct link to the city motorway with an exit of its own. This way, trade fair traffic flows out faster and does not burden roads in the city centre.

We laid the foundation stone for the new Hall 1plus in January 2019. Construction is proceeding rapidly. Once complete, it will offer 10,000 m² of exhibition space, optimum connections within the trade fair grounds, and high flexibility in terms of functionality and exhibition capabilities. Hall 1plus is ideal for trade fairs, exhibitions and special shows with up to 4,000 participants.

And the following still applies: The renovation and construction work will not create an impairment for events.

As for the financial year currently under way:

In 2019, Koelnmesse aims to continue its sustainable growth, laying the foundation required to continue investing in its infrastructure and events from its own financial strength in the future.

The first events of 2019 confirm the solid trend at Koelnmesse. The indications for the programme of trade fairs still to come this year are consistently positive.

Based on the economic and business trend that has been forecast, we can exceed the 400 million euro threshold in sales for the first time in 2019. The consolidated companies' result is forecast at more than 20 million euro after tax.

Assuming this trend in business, in 2019 we envision investments of more than 100 million euro. For Koelnmesse 3.0 - the name of the project reveals the planned completion date of 2030 - investments of 400 million euro are planned or will already have been made by 2023. The favourable economic situation specific to construction, however, means that construction costs will run higher than previously anticipated. In general, however, the following is still true: we will only implement what we can also pay for ourselves.

The short-term target for Koelnmesse 3.0 in the current fiscal year 2019 is:

We will have largely completed shell construction on the new Hall 1plus and finalised plans for Confex®. The second phase of the renovation of Hall 10 will be completed in time for gamescom. This means that half of the renovations of what is by far the largest hall at Koelnmesse will already be complete. Mr Böse has already informed you of the digital investments we will be making above and beyond this.

And finally, Koelnmesse 3.0 will be visible once again outside the trade fair grounds: We will begin work on the outdoor design. Autumn 2019 marks the starting signal for the redesign of the facades of Halls 10 and 11 as well as the walking paths and green areas in the northern area of Deutz-Mülheimer Straße.

Even by the project's end in 2030, by which time we will have invested some 700 million euro in Koelnmesse 3.0, Koelnmesse will be a place for special encounters. And then we will have one of the most modern trade fair grounds in the world.

Thank you for your attention.