

## easyFairs' parent company the Artexis Group continues to enjoy double-digit growth despite the poor economic climate

Brussels, 3 December 2012 – Artexis Group, whose core business is organising trade fairs and managing exhibition halls, continues to grow, increasing its presence in Belgium and Sweden. *“This double-digit growth should be confirmed for the current tax year, which will close on 30 June 2013, as well,”* says Eric Everard, CEO Artexis Group and Executive Chairman, easyFairs.

### Some facts about the sector in Belgium and abroad



Eric Everard – CEO Artexis Group

Despite the difficult economic context, Artexis Group booked revenues of € 80 million in the financial year that closed on 30 June 2012 up more than 12%. Artexis' EBITDA has increased 40% to € 8.8 million.

*“The results of the trade fairs we organise and the expansion of our activities into the Nordic countries have both contributed to these excellent results,”* explains Eric Everard, CEO of Artexis Group.

*“Faced with the big German and British actors, our strategy is to organise innovation-oriented trade fairs that are very reasonably priced for the exhibitors. This approach is bearing fruit and meets a demand in the market, which means we can seize opportunities and strengthen our presence both in Belgium and across Europe.”*

### Positive outlook for 2012-2013

In Belgium, the recent renewal of the operating concession for Namur expo confirms the Group's foothold. In fact, Artexis has just managed to get an extension of the concession to run the exhibition halls in Namur for a **period of 20 years**, and that was after a European call for tenders, too. *“This new concession strengthens the activities of our subsidiary, Artexis Expo, which is based in Namur and is completely dedicated to the development of the Group in Wallonia,”* says Eric Everard.

On the international scene, Artexis Group has considerably **strengthened its presence in Sweden**, in particular by winning the tender to manage the completely newly built exhibition hall in Malmö, and by taking over the management of an exhibition hall in Stockholm as well as some trade

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fairs that are organised there. These developments have had an impact on the results to 30 June 2012, but their full impact will be felt in the current financial year.

**Furthermore, Artexis Group's Scandinavian subsidiary, Artexis Nordic, recently acquired property management trade fairs in Sweden.** *"Specifically, we acquired three trade fairs dedicated to property management. These are organised on an alternating basis in Stockholm, Malmö and Göteborg. They fit perfectly into our portfolio of trade fairs associated with the construction business,"* Eric Everard explains.

Finally, Artexis is currently engaged in the **international development of the "Tank Storage" fairs, which cover everything relating to the storage of hydrocarbons.** *"A year ago we took over StocExpo, a fair organised alternately in Antwerp and Rotterdam. Our intention is to **develop similar fairs in other regions of the world, based on this European model.** We have already organised one in Calgary (Canada) in October 2012 and another will open next week in Singapore. We are studying other possibilities for 2013, in Germany and Turkey, for example."*

These different projects should once again ensure double-digit growth in the current tax year, which will close on 30 June 2013.

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## About Artexis Group

Artexis Group has annual revenues of € 80 million and employs around 330 people in 15 countries.  
[www.artexisgroup.com](http://www.artexisgroup.com)

Artexis Group comprises the following business units:

### Artexis Belgium

Artexis' mission is to create "ultimate meeting & market places".

Artexis stands out as one of the leading Belgian trade fair organisers with 24 B2C and B2B fairs to its name, such as Art Brussels, Belgian Boat Show, bis, Horeca Expo, Realty, etc.

With four venues - Antwerp expo, Flanders expo, Namur expo and Namur Palais des Congrès - Artexis manages a network of 14 exhibition halls and three meeting centres in Belgium.

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Every year they accommodate around 403 trade fairs and other events (seminars, product shows, congresses, conferences, meetings, shareholders' meetings, etc), for over 15,000 exhibitors and nearly 2 million visitors.

### **Artexis Nordic**

Artexis Nordic (founded in 2011) is the most recent company to join the Artexis Group. It manages two sites.

MalmöMässan (Malmö) is a "classified green building", in other words, a new building that conforms to the latest environmental standards.

Kistamässan (Stockholm) was taken over by the Artexis Group in January 2012. A strategic takeover since Kistamässan is situated at the centre of Kista Science City (big IT companies), the Swedish "Silicon Valley".

### **easyFairs**

easyFairs makes it easy for professional communities to experience innovation and do business face-to-face and online.

The easyFairs concept has evolved since 2004 to deliver a great visitor experience, while offering excellent value for money to exhibitors and minimising carbon footprint.