<table>
<thead>
<tr>
<th>Section</th>
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<tbody>
<tr>
<td>Presentation</td>
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<td>Management</td>
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<td>Economic balance</td>
<td>5</td>
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<td>Governing bodies by 31st of Dec</td>
<td>6</td>
</tr>
</tbody>
</table>

by 31st of December 2018
Presentation
The year 2018 has been a good one for Feria Valencia, to the extent that its activity benefits the whole region and the city of València. Once again, the trade fair has proved to be a great opportunity for the city. And that is something we should all celebrate.

The activity of Feria Valencia benefits the economic climate of the city. And the important activity developed by the fair during 2018 has had its effects on the service sector of our city, which once again sees how different events fill hotels, restaurants, generate work for the taxi sector...

Overcoming the crises of the past, and under an efficient management, Feria Valencia is on the right track to be what the Valencian society wants it to be. A tool at the service of this society to which it owes a great deal. The results obtained in 2018, exceeding the expectations set in the annual budget, support this statement.

Having facilities such as the Feria Valencia premises is an opportunity since without that infrastructure, it would not be possible to accommodate big fairs organized by the institution, nor would it be possible to host the great events that choose València, year after year.

A city with a great cultural, environmental, gastronomic, architectural, leisure offer ... and which is being chosen more and more as a destination for family tourism, also wants to gain a foothold in the MICE sector. València has a series of important assets, among which Feria Valencia stands out, as it puts our capital in the restricted group of four Spanish cities with the capacity to host large events that facilitate the arrival of more than 15,000 foreign visitors to the city, or fairs such as some of those already hosted, that bring 100,000 visitors to the city for the five days they last.

It is also important to highlight the good economic result obtained by Feria Valencia in 2018. The commercial efforts of the fair and prudent management have had their impact on the accounts of the institution, leaving behind the hardest years, caused by the crisis and a management that proved to be manifestly improvable.

And all this has also been possible thanks to the involvement of the Feria Valencia staff who, with their already proven professionalism, managed to stage major events organized by the company with a known and recognized level of excellence and efficiency.

From the València City Council we will continue to support the future of Feria Valencia. As we have been doing for the past few years. We will support an efficiently managed fair, at the service of the city and with an eye on the future. A fair that wants to grow and fosters the growth of the city of València. Because what I want for València is to promote quality employment, innovation and a knowledge-based economy. And thanks to all this, the activity of Feria Valencia benefits the whole of Valencian society.
This report is the summary of a year in which the activity of Feria Valencia has grown steadily, consolidating the role of the company as the great marketing tool for small and medium-sized companies. A consolidation that has been achieved by efficiently assisting the internationalization of Valencian and Spanish companies. And all this while generating a significant economic impact on the immediate environment of the fair and the exhibiting companies themselves.

This is a good moment to thank the more than 3,600 companies that last year placed their trust in the team of Feria Valencia and its excellent facilities to present their novelties in the 34 fairs (28 own and six external) held in our space. I also want to thank the organizers of events that counted on Feria Valencia to celebrate up to 41 external events of the most diverse nature. And it is also time to thank the more than 600,000 visitors who made the activities held in the Feria Valencia a success.

In our own fairs, around 46% of the more than 3,600 companies that relied on Feria Valencia as a platform to sell their products in the global market are based in the Valencian Community. 40% are from the rest of Spain. And 14% come from abroad.

To serve these clients, Feria Valencia has reinforced its commitment to the industry. The major fair events linked to the Valencian and national productive fabric have once again shown the recovery of the industry, a recovery that is essential for the refloating of the Spanish economy.

Throughout 2018, CEVISAMA, FIMI, FIMMA, Maderalia, Habitat, Home Textil Premium, Ecofira and Iberflora, among others, have shown clear signs of recovery that could be expected from both the evolution of the economy and the commercial effort made by Feria Valencia.

In parallel, public events such Expojove, Creativa, Bebés y Mamás, Beauty Valencia, Automóvil, Fiesta y Boda, Urbe Desarrollo, Dos ruedas or the Salón de la Franquicia, among others, have also maintained an ascending line both in terms of exhibitors and visitors.

Finally, our business for external events has also grown, in this case with the support of a city like Valencia, which in a continuous effort to adapt to the new times and in close collaboration with facilities such as Feria Valencia, has been consolidated on the European map of major fair events.

All this, together with the management efforts made by the entire staff of Feria Valencia and its management team, has allowed the closing of the year 2018 to be very positive economically, with the best recorded ebitda since 2008 and the best final result since 2004. These data encourage us to work even harder to make the fair return to what it was in numbers and to be what it should have always been, a tool for the regional productive fabric and a stimulus of the local economy.
2/ Management
For the year 2018, Feria Valencia confirmed the upward business trend of recent years. A trend that has resulted in a growth of all the activity ratios of Feria Valencia.

At this point, I think it is important to highlight the role of fair events owned by Feria Valencia, which have shown a very positive trend during 2018. The economic recovery and the high demand associated with this recovery, together with the efficient work of the Feria Valencia team have made that the institution not only houses but organizes and manages events itself. These products are one of the basic pillars of Feria Valencia’s business. In fact, Feria Valencia, with its dual nature as both organizer and manager of the venue, is the Spanish exhibition institution in which the own products are of major importance. Around 90% of the annual turnover.

This is a solid foundation on which to build the future of the company. A future that has to be based on the strengthening of these products; on the launching of more fair events, especially in collaboration with external organizers; and on attracting more external events. It must be borne in mind that, in the business of large Spanish exhibition venues, external events amount to more than 70% of total billing in some cases. In our case, that number is now around 10%. The growth potential is very big. And Feria Valencia will follow that path of growth.

Returning to the balance of 2018, it is important to highlight the economic result of Feria Valencia. If we compare the data with those of the year 2016 (this comparison is made due to the effect of the biennial fairs) our turnover has increased by 27.6%, reaching 23.8 million euros. The ebitda has grown by 312.5%, reaching 3.6 million euros. And our final result is now very positive, 2.3 million euros, for the first time since 2008. In all cases, the data ostensibly improve both the Feria Valencia annual budget and the five-year business plan that the company made for the period 2017-2021. All thanks to the work of the professional team of Feria Valencia and the trust of more than 3,600 direct exhibitors who in 2018 counted on our products, and the more than 600,000 visitors from more than 160 countries visiting the facilities of Feria Valencia.

Throughout these last years we have worked hard in collaboration with our employers- Generalitat, Valencia City Council and entrepreneurs, and with a great involvement of the Feria Valencia staff, to lay the foundations of what will be the fair of the future. The results obtained in 2018, presented in this report, prove that the path initiated is correct and adequate. Now it is up to everyone to continue on this path.

Enrique Soto Ripoll
General Director of Feria Valencia
Executive Summary

During the year 2018, Feria Valencia hosted a total of 75 events, both its own and of third parties, and received 642,308 visitors.

As for the proprietary fairs, Feria Valencia celebrated 28 during the financial year 2018, there were a total of 3,607 exhibiting companies that presented new products for 5,448 brands. A total of 535,507 visitors were welcomed to these fairs.

Regarding the origin of the exhibiting companies, of the 3,607, 46% (1,673) were from the Comunitat Valenciana, while 40% (1,444) came from the rest of Spain and the remaining 14% (490) were from abroad.

In these own fairs, Feria Valencia was visited by 25,926 foreign professional buyers. Here we are dealing with high quality visitors that attend professional events and have a great impact both on the event and on the city. This type of highly professional fairs receives a total of 210,985 visits at Feria Valencia, which means that almost 13% of its visitors are foreigners.

Coming from 161 countries, just like in the last three years, Portugal, Italy, France and the United Kingdom lead the ranking of international visitors to Feria Valencia.

In addition, the facilities of Feria Valencia welcomed a total of 47 events, congresses and external fairs, which attracted 106,801 participants to the city.

All this resulted in a significant increase in the number of meters marketed, both in our own fairs and in the external fairs and events. Thus, during 2018, Feria Valencia sold a total of 472,066 square meters, 8.8% more than last year.
### 2018

**ACTIVITIES**

- **Represented Brands:** 5,448
- **Direct Exhibitors:** 3,607

**ECONOMIC DATA**

**Income Statement**
- **Income:** 23.8 millions of euros
- **EBITDA:** 3.6 millions of euros
- **Earnings:** 2.3 millions of euros

**Economic Impact**
- **Induced Billing:** 1,201.9 millions of euros
- **GDP:** 514.9 millions of euros (0.5% of the autonomic total)
- **Employment:** 11,143 jobs (0.6% of the autonomic total)

**Visitor Statistics**
- **Visitors:** 535,507
  - Own Fairs: 243,378
  - External Events: 292,129

**Participant Statistics**
- **Participants:** 106,801
  - Own Fairs: 251,890
  - External Events: 36,911

**Marketed Area**
- **Total:** 472,066 m²
  - Own Fairs: 251,890 m²
  - External Events: 220,176 m²

**Geographical Distribution**
- **Comunitat Valenciana:** 46%
- **Rest of Spain:** 40%
- **Foreigners:** 14%
More exposure, more buyers

The year 2018 shows very positive data on the business evolution of the Feria Valencia. While it is true that the events and fairs held produced figures similar to those of previous years, it is also true that there are two ratios that are soaring, giving a clear sign of the business recovery.

It is clear that the fairs must provide a powerful offer and a qualified demand. It is in these two sections that the figures for 2018 are outstanding. In the case of the offer, the number of brands that presented their novelties at Feria Valencia during the past year grew by 41.9%, going from 3,838 in 2017 to 5,448 in 2018. This growth is based on an increase in direct exhibitors, that went from 3,263 in 2017 to 3,607 in 2018, an increase of 10.5%.

On the internationality of the offer, it is important to highlight that in 2018, of the total of direct exhibitors, 14% were from abroad (46% were from the Comunitat Valenciana and the remaining 40 from the rest of Spain). As for brands represented, the 991 foreign brands that attended Feria Valencia accounted for 18% of the total.

Number of EXHIBITORS

<table>
<thead>
<tr>
<th>Year</th>
<th>Comunitat Valenciana</th>
<th>Rest of Spain</th>
<th>Foreigners</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td></td>
<td></td>
<td></td>
<td>3,048</td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td></td>
<td></td>
<td>3,263</td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td></td>
<td>3,607</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
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<th>Rest of Spain</th>
<th>Foreigners</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
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<td>3,048</td>
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<td>2017</td>
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<td></td>
<td>3,607</td>
</tr>
</tbody>
</table>

Number of EXHIBITORS

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<thead>
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<th>Year</th>
<th>Comunitat Valenciana</th>
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<tbody>
<tr>
<td>2016</td>
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<tr>
<td>2018</td>
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<td></td>
<td>3,607</td>
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</tbody>
</table>

Represented Brands

<table>
<thead>
<tr>
<th>Year</th>
<th>Brands</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>4,930</td>
</tr>
<tr>
<td>2017</td>
<td>3,838</td>
</tr>
<tr>
<td>2018</td>
<td>5,448</td>
</tr>
</tbody>
</table>

+ 41.9%
This growth in the number of exhibitors had a direct impact on the occupied space during the fair. Thus, the square meters marketed grew by 8.8%, from 433,869 to 472,066. However, this growth figure rises to 13% in the case of the meters marketed at Feria Valencia’s own fairs.

To complement this offer, it is necessary to bring together a qualified demand. And here there has also been considerable growth. In 2018, Feria Valencia received 535,507 buyers to its own fairs, 38.6% more than in the previous year. Foreign buyers accounted to 25,926 in 2018, 16% more than the previous year.

The total number of foreign buyers represents 12.2% of the total number of visitors received at the fairs that are likely to receive foreign visitors (basically, excluding local and public fairs).

### Square meters MARKETED

<table>
<thead>
<tr>
<th>Year</th>
<th>Own and local fairs</th>
<th>Events</th>
<th>External fairs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>380,111 m²</td>
<td></td>
<td></td>
<td>380,111 m²</td>
</tr>
<tr>
<td>2017</td>
<td>433,869 m²</td>
<td></td>
<td></td>
<td>433,869 m² + 14.1 %</td>
</tr>
<tr>
<td>2018</td>
<td>472,066 m²</td>
<td></td>
<td></td>
<td>472,066 m² + 8.8 %</td>
</tr>
</tbody>
</table>

When it comes to the number of fairs and external events hosted, the figures of 2018 remain at levels similar to those of previous years. As a conclusion to this activity report, we can conclude that the products of Feria Valencia are considerably strengthened on the market. They clearly increase the interest of exhibitors and visitors, a number that grows at a rate not seen before in recent years and increase the square meters marketed for the fair events.
External business events at Feria Valencia showed a positive trend during the year 2018. The turnover of these events grew by 20.28%, reaching a total of 1,845,875 euros. The exhibition centre hosted 47 events that brought a total of 106,801 people to the city. It is worth noting that the four largest events accounted for 64.61% of the total turnover and that the film shootings are the fastest growing type of events, with a total turnover of 186,395 euros.

Among the main highlights is the IGARSS (International Geoscience and Remote Symposium) scientific congress held from July 22 to 27. The meeting brought together 2,356 scientists specialized in observing, understanding and predicting the dynamics of our planet, something fundamental to know the measures to take in the future. This congress was also awarded with the prestigious iCon Award from the IEEE (Institute of Electrical and Electronics Engineers) for its innovation in formats and its capacity of stimulating of the scientific community.

Also, it is worth highlighting the convention that Adidas held from October 8th to 11th. A corporate event with a spectacular show in which the German company shared ideas among 1,500 employees from different business units and internally presented thousands of references for the new season. An event with a high dose of creativity and with the added challenge of managing the very high confidentiality of the information and products that were presented.

The shooting of Miracle Tunes was, in the words of Onil Ganguly - Production and Content Manager of Mediterraneo Media, the biggest production ever shot in Valencia. It involved more than 180 technicians, 70 actors and more than 650 extras during 2 months of preparation and 17 weeks of shooting.

The increase in turnover is a result of focusing efforts on major events. The commercial strategy and the availability policy are aimed at attracting this event profile, thus exploiting the main strength that Feria Valencia has as a venue, i.e., its large covered and open spaces.

The 47 events held covered the full range of existing event types in the market: Private product presentations, film shootings, internal corporate meetings, gala dinners, training courses, conferences and, of course, fairs.
900 million opportunities

The exhibitors of the fairs look for repercussion. The objective is to be known, to reach the customer, to present new products... The fairs that were held during the year 2018 at Feria Valencia accumulated a total of almost 900 million opportunities to be discovered. Exactly, 891 million opportunities, thanks to the reflection that the fair activity had in the media.

According to the annual study carried out by Auditmedia, the online world continues to gain importance every year and accumulates 642 million media visibility opportunities, 72% of the total, while press, radio and television provide the remaining 15, 7 and 5% respectively.

Another relevant fact is the importance and added value of those appearances in the media. According to the same audit, the news coverage of the Feria Valencia products during 2018 had a value, considering advertising rates, of 15 million euros. All this thanks to the almost 5,000 news reports that were published in the different media.

Feria Valencia issued more than 500 press releases in 2018, has a database of more than 2,000 journalists from virtually the entire world. Last year, there were 1,000 of them, coming from over 20 countries, attending the different events organized by Feria Valencia. They were responsible for reporting on the impact of Feria Valencia’s activity to the general public.

The information of all the activities of Feria Valencia is also made known through the 32 websites that the company keeps active and that in 2018 had more than one million unique users and one and a half million visits. The pages visited exceeded 3.7 million.

In addition, social networks also directed requests for information to these websites. The different profiles of Feria Valencia and its products accumulate more than half a million followers on Facebook, 169,000 on Twitter, almost 6,000 on Linkedin, 10,000 on YouTube and more than 100,000 on Instagram, the network that shows the best growth data.

Web traffic was also promoted through the newsletters issued by Feria Valencia. There were 470 in 2018 that were sent selectively to the database of seven million contacts, both exhibitors and visitors.
3/ The Products
FIMI
86th International Fair of Children and Youth Fashion
from the 19th to 21st January

**SHOWCASE**
260 exhibiting brands (24 foreign brands)

**VISITORS**
5,300 (635 foreign visitors)

CEVISAMA
36th Salon International Ceramics for Architecture, equipment of bathroom and kitchen, natural stone, raw materials, glazes, frits and machinery.
from the 5th to 9th February

**SHOWCASE**
838 exhibiting brands (532 foreign brands)

**VISITORS**
90,572 (17,651 foreigners)

FIMMA
38th International Fair for Woodworking Machinery for Furniture Carpentry and Decoration
from the 6th to 9th February

**SHOWCASE**
318 exhibiting brands (180 foreign brands)

**VISITORS**
18,812 (1,801 foreigners)

MADERALIA
38th International Exhibition of the Wood Industry, Furniture and Decoration Suppliers
from the 6th to 9th February

**SHOWCASE**
556 exhibiting brands (209 foreign brands)

**VISITORS**
18,891 (1,811 foreigners)
**CREATIVA**  
6th Fair of Crafts, activities and fine arts  
From 23rd to 25th February  
**SHOWCASE**  
51 exhibiting brands  
(3 foreign brands)  
**VISITORS**  
4,503

**BEAUTY VALENCIA**  
Professional exhibition for beauty parlours, spas, nail salons and hairdresser salons  
From 24th to 26th February  
**SHOWCASE**  
82 exhibiting brands  
(3 foreign brands)  
**VISITORS**  
8,554

**HEROES COMIC CON VALENCIA**  
Comic Exhibition of Valencia  
From 23rd to 25th February  
**SHOWCASE**  
134 exhibiting brands  
**VISITORS**  
23,600

**BEBÉS & MAMÁS**  
3rd Exhibition for Babies, Mothers, Fathers and future families  
From 3rd to 4th March  
**SHOWCASE**  
41 exhibiting brands  
**VISITORS**  
3,310
FORINVEST
11º International Forum and Exhibition of Financial Products and Services, Investments, Insurance and Technological Solutions for the sector
From 7th to 8th March

VISITORS
7,000 (40 foreigners)

SHOWCASE
102 exhibiting brands (6 foreign brands)

FORINVEST

FERIA VEHÍCULO SELECCIÓN OCASIÓN
10th Used vehicle fair
From 19th to 22nd April

VISITORS
12,626

SHOWCASE
43 exhibiting brands

DÍA MÁGICO BY FIMI
6th Fair of First Communion and Ceremonies
From 4th to 6th May

VISITORS
3,902 (65 foreigners)

SHOWCASE
140 exhibiting brands (4 foreign brands)

PANADERÍA ARTESANA
II International Event of Artisanal Bakery
From 12th to 15th April

VISITORS
1,601 (133 foreigners)

SHOWCASE
11 exhibiting brands

PANADERÍA ARTESANA

DÍA MÁGICO by FIMI
6th Fair of First Communion and Ceremonies
From 4th to 6th May

VISITORS
3,902 (65 foreigners)

SHOWCASE
140 exhibiting brands (4 foreign brands)

The products
FIVAC 2018
Hunting, nature and rural world Fair
From 8th to 10th June
SHOWCASE 93 exhibiting brands (4 foreign brands)
VISITORS 5,632

FIMI
87th Children’s and Teenagers’ international fashion fair
From 22nd to 24th June
SHOWCASE 200 exhibiting brands (27 foreign brands)
VISITORS 2,900 (359 foreigners)

DREAMHACK VALENCIA
eSports Festival
From 12th to 15th July
SHOWCASE 47 exhibiting brands (3 foreign brands)
VISITORS 52,000

HOME TEXTIL PREMIUM
BY TEXTIL HOGAR
4th International Exhibition of Home and Decoration Fabrics
From 12th to 14th September
SHOWCASE 237 exhibiting brands (2 foreign brands)
VISITORS 2,000 (222 foreigners)
FERIA HABITAT VALENCIA
54th International Furniture Fair
from 18th to 21st September
SHOWCASE
415 exhibiting brands
(62 foreign brands)
VISITORS
26,140 (2,207 foreigners)

IBERFLORA
47th International fair of plants, flowers, gardening, technology and DIY gardening
from 3rd to 5th September
SHOWCASE
483 exhibiting brands
(1 foreign brand)
VISITORS
7,216 (690 foreigners)

EUROBRICO
10th International DIY Fair
from 3rd to 5th October
SHOWCASE
338 exhibiting brands
(106 foreign brands)
VISITORS
5,126 (131 foreigners)

SIF
29th International exhibition of franchise and business opportunities and associated trade
from 25th to 27th October
SHOWCASE
200 exhibiting brands
(11 foreign brands)
VISITORS
4,713 (65 foreigners)
FIESTA Y BODA
20th Salon of Products and Services for Events and Celebrations
From 26th to 28th October
SHOWCASE 250 exhibiting brands
VISITORS 12,000

ECOFIRA
16th International trade fair for environmental solutions
From 6th to 8th November
SHOWCASE 64 exhibiting brands (1 foreign brand)
VISITORS 1,814 (11 foreigners)

URBE
Mediterranean Real Estate Fair
From 26th to 28th October
SHOWCASE 53 exhibiting brands
VISITORS 4,300

GASTRÓNOMA — 2018
The big event of gastronomy
From 11th to 13th November
SHOWCASE 154 exhibiting brands (5 foreign brands)
VISITORS 15,000 (105 foreigners)
DOS RUEDAS - VLC BIKE
6th Commercial motorcycle showroom and 5th Bicycle fair
from 16th to 18th November

VISITORS 17,000

SHOWCASE 120 exhibiting brands
(2 foreign brands)

EXPOCANINA
75th National Dog Show
40th International Dog Show
from 15th to 16th December

VISITORS 8,000

SHOWCASE 15 exhibiting brands

FERIA DEL AUTOMÓVIL
21st Used and Commercial Vehicle Fair
from 5th to 9th December

VISITORS 65,000

SHOWCASE 115 exhibiting brands

EXPOJOVE
37th Childhood and Youth Fair
from 26th December to 4th January

VISITORS 107,997

SHOWCASE 88 exhibiting brands
<table>
<thead>
<tr>
<th>Event</th>
<th>VISITORS</th>
</tr>
</thead>
<tbody>
<tr>
<td>FTTH Conference</td>
<td>9,000</td>
</tr>
<tr>
<td>EXPO DOLL SHOW 2018</td>
<td>2,300</td>
</tr>
<tr>
<td>EXPOJOC</td>
<td>2,400</td>
</tr>
<tr>
<td>TATTO SHOW VALENCIA</td>
<td>2,500</td>
</tr>
<tr>
<td>IEE-GEOSCIENCE AND REMOTE SENSING SOCIETY</td>
<td>10,000</td>
</tr>
<tr>
<td>SALÓN DEL MANGA</td>
<td>15,000</td>
</tr>
<tr>
<td>SALÓN DEL MANGA</td>
<td>14,768</td>
</tr>
</tbody>
</table>
CALENARIO DE EVENTOS 2018

ENERO JANUARY
19-21 FIMI - EL UNIVERSO DE LA INFANCIA (Madrid) 16º Feria Internacional de la Moda Infantil y Juvenil (Tendencias O/I 2018) 16th International Children’s & Youth Fashion Fair (Trends Fall/Winter 2018) FIMI KIDS FASHION WEEK PASARELA / CATWALK
12-15 El CERTAMEN INTERNACIONAL Panamericano Ilustre de la Moda Infantil 12th International Children’s Fashion Show
12-15 47º CONCURSO INTERNACIONAL Juvenil Fimar 47th International Competition for Young Bakers
13-16 SPORT WOMAN VALENCIA Feria de la Mujer, Salud y Deporte Health and sport women
19-22 VEHÍCULO SELECCIÓN OPCIÓN 17º Feria del Vehículo Selección Opción 17th Second-hand Vehicles Trade Fair
28-29 EXPO DOLL SHOW Exposición de muñecas recicladas y recetas hechas a mano Made and Handmade Doll Exhibition
24-28 EXPOSICIÓN (EN ATENEO MERCANTIL VALENCIA) Exposición de la cartelería histórica de Feria Valencia Actuals Memorial 24 de abril al 13 de mayo
MAYO MAY
4-6 DÍA MÁGICO BY FIMI 6º Foro de Comunicación y Ceremonias 6th Congress and Occasion Fair PASEO MÁGICO by FIMI DESFILE / CATWALK
10-11 BDB MEETING
19-20 SALÓN DEL MANGA Manga Show
JUNIO JUNE
5-6 FERIA CONGRESO EXPUCO 2018 Expcongreso de Juego de la Comunidad Valencia Gaming Expcongreso of the Valencia Community
8-10 FIVAC 2018 Salón de la Casa, Naturaleza y Mundo Rural Hunting, Nature and Rural World Show
10 URBAN BEAT VALENCIA Compromiso de Danza Urbana Urban Dance Commitment
15-17 VALENCIA TATTOO CONVENTION
JULIO JULY
12-14 DREAMHACK VALENCIA Exponor Internacional de Gacelografía y Teleselección International Seascience and Future Sensory Symposium
22-27 IOARBS Exponor Internacional de Gacelografía y Teleselección International Seascience and Future Sensory Symposium
SEPTEMBRE SEPTEMBER
12-14 HOME TEXTILES PREMIUM by Textilhogar (Madrid) 4º Salón Internacional de Textiles para el Hogar y la Decoración 4th International Home Textile and Decoration Show
18-21 FERIA HÁBITAT VALENCIA 54º Feria Internacional del Mobiliario 54th International Furniture Trade Fair
13-15 57º Feria Internacional de la Iluminación 57th International Lighting Fixtures Trade Fair
16 NOVEMBRE NOVEMBER
27-28 LEVEL UP
27-29 ICCA SECTOR VENUE EUROPEAN CSBW
OCTUBRE OCTOBER
3-5 WIFFFLORA 47º Feria Internacional de Plantas, Flor, Jardinería, Tecnología y Biología 47th International Fair for Plants and Flower, Gardening, Technology and Garden DIY
3-5 EUROBIORCO 10º Feria Internacional del Bricolaje 10th DIY Trade Fair
18 CONGRESO HÁBITAT 2018 Empresa emprendedora en el sector de Hábitat Business strategy around the Habitat sector
25-27 SIF 3º Salón Internacional de la Francipan 3rd International Franchise Show
26-28 UBIRJE Feria Inmobiliaria del Mediterráneo Mediterranean Real Estate Fair
26-28 FIESTA Y BODA 20º Feria de Productos y Servicios para Eventos y Celebraciones 20th Product & Services for Events and Celebrations Trade Fair
MÁRZO MARCH
3-4 BEBÉS & RAMAS 7º Salón del Bebe para Mamás, Padres y Familias 7th Babies Show for Moms, Dads and Families
3-4 BEBÉS & FIJAS 3º Salón de la Familia para Mamás, Padres y Familias 3rd Babies Show for Moms, Dads and Families
7-8 FIVACONVERSE 15º Foro Exposición Internacional de Productos y Servicios Financieros, Inversiones, Seguros y Soluciones Tecnológicas para el Sector 15th International Forum Exhibition of Financial Products & Services, Investment, Insurance, Technological Solutions for the Sector
8-9 NEGOCIOS PROFER 4º Foro de Negocios Profes (evento privado) 4th Profes Business Fair (Private Event)

¿Salias que Did you Know
en Feria Valencia puedes organizar tus reuniones, cursos, conferencias, tu... en el futuro están confirmadas por nuestro staff, cursos, conferencias... Informa en [Infal Nail 2018] www.feriavalencia.com

IMPORANTES / IMPORTANT
Ferias internacionales de intercambio, cultura, divulgación, exposición, industria, comercio, etc. anuales antes de abrir el último trimestre.

Feria Internacional de la Moda Infantil y Juvenil (Tendencias O/I 2018) 16th International Children’s & Youth Fashion Fair (Trends Fall/Winter 2018)
Economic impact
The exhibitors attribute to Feria Valencia up to 21% of the annual turnover

The exhibitors attribute to participating in Feria Valencia events up to 21% of their annual turnover. This is one of the main conclusions of the study carried out during 2018 by the Valencian Institute of Economic Research to evaluate the impact of the activity of Feria Valencia in the exclusive area of the Comunitat Valenciana.

The relevance of this data varies depending on the type of company. Thus, SMEs estimate that their participation in the fair generates between 10 and 21% of their turnover. Medium-sized companies estimate this impact between 5 and 10%, while large firms consider that the fair facilitates up to 5% of their turnover. The study concludes that, in total, the Valencian exhibitors of Feria Valencia manage to invoice up to 1,030.7 million euros, which on average means 7.5% of their turnover.

In order to determine the overall impact of Feria Valencia, it must be borne in mind that Valencian exhibitors account for 46% of the total of those who choose Feria Valencia to present their new products.

To these 1,030.7 million euros we must add another 30.4 million thanks to the operation of Feria Valencia; 58.9 million thanks to visitors’ expenses and, finally, 71.9 million turnover thanks to the expense of the exhibitors themselves. Thus, the report concludes that thanks to the activity of Feria Valencia, 1,201.9 million euros are invoiced annually in the Comunitat Valenciana.

The document of the IVIE explains that the impact of this figure on the Gross Domestic Product reaches 514.9 million, equivalent to 0.5% of GDP, and that thanks to the fair activity, 11,143 jobs are maintained, 0.6% of the total of the Comunitat Valenciana.

In terms of sectors benefited by this invoicing, the study concludes that services receive 771.2 million; the manufacturing sector, 198.8 million; that of energy, 154.2 million; and other sectors invoice the remaining 76.8 million. Finally, the work of the IVIE concludes that for each euro allocated to the operation of Feria Valencia, 23.9 euros in sales and 10.2 euros in GDP are generated. And that each million euros for the fair operation supports a total of 221 jobs.
The activity of Feria Valencia generates a turnover in the Comunitat Valenciana of 1,201.9 million euros

**GDP and EMPLOYMENT**

<table>
<thead>
<tr>
<th></th>
<th>GDP</th>
<th>EMPLOYMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Millions of Euros</td>
<td>514.9</td>
<td>11,143 Jobs</td>
</tr>
<tr>
<td>% of the Regional Total</td>
<td>0.5%</td>
<td>0.6%</td>
</tr>
</tbody>
</table>

**Origin of expenditure**
- 40.4 Millions of Euros from the functioning of Feria Valencia
- 58.9 Millions of Euros from the expenditure of visitors
- 1,030.7 Millions of Euros from the sales generated - Valencian exhibitors
- 71.9 Millions of Euros from visitors

**Destination of expenditure**
- 771.2 Millions of Euros to the services sector
- 1,988 Millions of Euros to the manufacturing sector
- 1,542 Millions of Euros to the energy sector
- 76.8 Millions of Euros to the rest of sectors

**GDP and Employment generated thanks to the activity of**
- Feria Valencia
  - 497 Jobs
  - 18.9 Millions of Euros
- Visitors
  - 620 Jobs
  - 15 Millions of Euros
- The Exhibitors
  - 794 Jobs
  - 41.4 Millions of Euros
- Business generated for the Valencian exhibitors
  - 9,203 Jobs
  - 439.6 Millions of Euros

**For each Million of Euros assigned to the fair operation, Valencia generates / maintains**
- 221 Jobs in the Comunitat Valenciana

**For each Euro assigned to the operation of Feria Valencia**
- €3.9 of Sales
- €10.2 of GDP (Added Value)
5/ Economic balance
Economic report

From the economic point of view, the year 2018 has been very positive for Feria Valencia. Improving all the projections of the five-year business plan 2017-2021, the most important numbers have grown under the evident increase of the fair activity in all its aspects.

In fact, 2018 has been for Feria Valencia the consolidation of the economic recovery, after the serious effects of the general economic crisis that started in 2008.

Taking a closer look at the results, in 2018 the fair obtained an Ebitda of 3,600,312 euros and a surplus of 2,315,440 euros.

The measures applied by the institution allowed surpassing the results foreseen in the business plan 2017-2021, by means of the increase of the income of own fairs and events and the restraint in expenses, which underwent drastic reductions in past few years.

The Ebitda, which reaches 3.6 million euros, represents a significant increase compared to 0.9 million euros in 2016 and 2017 and represents 15.1% of operating income, compared to 4.7% in the aforementioned years.

The year result, amounting to 2.3 million euros, is positive for the first time since 2008 and represents 9.7% of the operating income.

Revenues reached 23.8 million euros, which represent an increase of 27.7% compared to 2016, similar to biennial fairs, and 18.6% compared to the year 2017.

Operating expenses amounted to 20.2 million euros, which represents an increase of 13.7% over 2016 and 5.6% over 2017.

Overall, Feria Valencia’s income statement for the year 2018 offers the best results of the last decade.
Economic balance

REVENUES BY LINE OF BUSINESS

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Own fairs</td>
<td>90.7 %</td>
</tr>
<tr>
<td>Events and external fairs</td>
<td>8 %</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>1.3 %</td>
</tr>
</tbody>
</table>

Percentage distribution of EXPENSES BY ACTIVITY of the total INCOME

<table>
<thead>
<tr>
<th>Activity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assemblies and service charges</td>
<td>29.1 %</td>
</tr>
<tr>
<td>Staff</td>
<td>24.2 %</td>
</tr>
<tr>
<td>General expenses and conservation</td>
<td>13.4 %</td>
</tr>
<tr>
<td>Promotion, publicity and public relations</td>
<td>12.3 %</td>
</tr>
<tr>
<td>Parallel activities</td>
<td>4.3 %</td>
</tr>
<tr>
<td>External agents</td>
<td>1.5 %</td>
</tr>
</tbody>
</table>
### Balance sheet by 31st December 2018

<table>
<thead>
<tr>
<th>Assets</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NON-CURRENT ASSETS</strong></td>
<td>471,678,914</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>25,948</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>399,736,408</td>
</tr>
<tr>
<td>Long-term financial investments</td>
<td>71,916,558</td>
</tr>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td>38,705,580</td>
</tr>
<tr>
<td>Stocks</td>
<td>32,709</td>
</tr>
<tr>
<td>Commercial debts and others receivables</td>
<td>691,400</td>
</tr>
<tr>
<td>Short-term financial investments</td>
<td>16,367,507</td>
</tr>
<tr>
<td>Cash and other equivalent liquid assets</td>
<td>19,851,833</td>
</tr>
<tr>
<td>Adjustments for accrual</td>
<td>1,762,131</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>510,384,494</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net worth and liabilities</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NET WORTH</strong></td>
<td>15,361,037</td>
</tr>
<tr>
<td>Equity</td>
<td>(3,080,507)</td>
</tr>
<tr>
<td>Equity</td>
<td>3,235,533</td>
</tr>
<tr>
<td>Contributions by City Council of València</td>
<td>3,436,667</td>
</tr>
<tr>
<td>Voluntary reserves</td>
<td>(12,068,147)</td>
</tr>
<tr>
<td>Surplus of the financial year</td>
<td>2,315,440</td>
</tr>
<tr>
<td>Grants, donations and legacies</td>
<td>18,441,544</td>
</tr>
<tr>
<td><strong>NON-CURRENT LIABILITIES</strong></td>
<td>448,737,672</td>
</tr>
<tr>
<td>Long-term provisions</td>
<td>1,106,903</td>
</tr>
<tr>
<td>Long-term debts</td>
<td>447,630,769</td>
</tr>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td>46,285,785</td>
</tr>
<tr>
<td>Short-term provisions</td>
<td>12,425</td>
</tr>
<tr>
<td>Short term debts</td>
<td>19,369,458</td>
</tr>
<tr>
<td>Trade creditors and accounts payable</td>
<td>20,165,673</td>
</tr>
<tr>
<td>Adjustments for accrual</td>
<td>6,738,229</td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td>510,384,494</td>
</tr>
</tbody>
</table>
# Income statement for the financial year 2018

<table>
<thead>
<tr>
<th>Economic balance</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income statement</strong></td>
<td></td>
</tr>
<tr>
<td><strong>NET BUSINESS TURNOVER</strong></td>
<td><strong>23,161,569</strong></td>
</tr>
<tr>
<td>Procurements</td>
<td><strong>(3,992,564)</strong></td>
</tr>
<tr>
<td>Other operating income</td>
<td><strong>639,122</strong></td>
</tr>
<tr>
<td>Personnel expenses</td>
<td><strong>(5,782,154)</strong></td>
</tr>
<tr>
<td>Other operating expenses</td>
<td><strong>(10,425,661)</strong></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td><strong>(13,337,102)</strong></td>
</tr>
<tr>
<td>Fixed-asset allocation grants</td>
<td><strong>12,627,483</strong></td>
</tr>
<tr>
<td>Impairment and result from disposals of property, plant and equipment</td>
<td><strong>(58,961)</strong></td>
</tr>
<tr>
<td>Other results</td>
<td><strong>41</strong></td>
</tr>
<tr>
<td><strong>ACTIVITY SURPLUS</strong></td>
<td><strong>2,831,773</strong></td>
</tr>
<tr>
<td>Financial income</td>
<td><strong>14,077,724</strong></td>
</tr>
<tr>
<td>Financial expenses</td>
<td><strong>(14,594,057)</strong></td>
</tr>
<tr>
<td><strong>FINANCIAL RESULTS</strong></td>
<td><strong>(516,333)</strong></td>
</tr>
<tr>
<td>Surplus for the financial year</td>
<td><strong>2,315,440</strong></td>
</tr>
</tbody>
</table>
Governing bodies
**BOARD OF TRUSTEES**
(by 31st December 2018)

**PRESIDENT**
His Excellency, Mr. Joan Ribó Canut
Mayor of the City Council of Valencia

**1st VICEPRESIDENT**
The Honourable Sr. D. Natxo Costa Pina
General Director of Trade and Consumer Affairs

**2nd VICEPRESIDENT**
Mr. José Vicente Morata Estragues
Chairman of the Official Chamber of Commerce, Industry and Navigation of Valencia

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**EX OFFICIO MEMBERS**

The Honourable Ms. Maria Empar Martínez Bonafé
General Director of Industry and Energy

Mr. José Vicente González Pérez
Chairman of Feria Valencia Executive Committee

The Honourable Mr. Antonio Gaspar Ramos
President of the Provincial Council of Valencia

The Honourable Mr. Javier Moliner Gargallo
President of the Provincial Council of Castelló

The Honourable Mr. César Sánchez Pérez
President of the Provincial Council of Alacant

His Excellency. Mr. Víctor García Tomás
President of the Committee of Industry of the Corts Valencianes

Ms. Cristina Martínez Vayá
Regional Commerce Director of Valencia

Mr. José Luis Gisbert Valls
President of the Trade Fair Institution of Alacant.

Ms. Dolores Guillamón
President of the Official Chamber of Commerce, Industry, Services and Navigation of Castelló

Mr. Juan Bautista Riera Sánchez
President of the Official Chamber of Commerce, Industry, Services and Navigation of Alacant

Mr. Antonio Soriano Aznar
President of the Professional Association of Commercial Agents

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**MEMBERS APPOINTED BY THE COUNCIL OF SUSTAINABLE ECONOMY, PRODUCTION SECTORS, TRADE AND LABOUR**

Mr. Manuel Illueca Muñoz
General Director of IVF

Mr. Francesc Colomer Sánchez
Regional Secretary of Tourism

Mr. Francisco Álvarez Molina
General Director of Economy, Entrepreneurship and Cooperatives

Ms. Julia Company Sanús
General Director of IVACE

Mr. Rafael Beneyto Cabanes
Caixa Ontinyent

Mr. Emili Vilaescusa Blanca
President of the Confederation of Cooperatives of the Comunitat Valenciana

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**MEMBERS APPOINTED BY THE OFFICIAL CHAMBER OF COMMERCE, INDUSTRY AND NAVIGATION OF VALÈNCIA**

Mr. Vicente Folgado Tarrrega
Tableros Folgado, SA

Mr. José Bernardo Noblejas Pérez
Ortoprorno, SL

Mr. Vicente Lafuente Martínez
Femeval

Mr. Juan Manuel Real Teruel
Materiales Real, SL

Mr. Manuel García Portillo
Tecnidx

Mr. Eduardo Aznar Mengual
Aznar Textiles, SLU

---

**MEMBERS APPOINTED BY THE PRESIDENT OF THE BOARD OF TRUSTEES, FOLLOWING PROPOSAL BY THE EXECUTIVE COMMITTEE**

Mr. Armando Ibáñez Guaita
Aser

Mr. Oscar Calabuig Sanchis
President of Iberflora

Mr. Manuel Rubert Andrés
President of Cevisama

Mr. Francesc Ferrer Escrivá
Guild Union

Mr. Salvador Navarro Pradas
President of CEV

Mr. Alfredo Quesada Ortells
Pavasal

Mr. Armando Ibáñez Guaita
Aser

Mr. Oscar Calabuig Sanchis
President of Iberflora

Mr. Manuel Rubert Andrés
President of Cevisama

Mr. Francesc Ferrer Escrivá
Guild Union

Mr. Salvador Navarro Pradas
President of CEV

Mr. Alfredo Quesada Ortells
Pavasal

---
EX OFFICIO MEMBER

The Honourable Mr. Natxo Costa Pina
General Director of Trade and Consumer Affairs

MEMBERS REPRESENTING THE COUNCIL OF SUSTAINABLE ECONOMY, PRODUCTION SECTORS, TRADE AND LABOUR

The Honourable Ms. Julia Company Sanús
General Director of IVACE

The Honourable Ms. Clara Ferrando Estrella
Autonomic Finance Secretary

MEMBERS REPRESENTING THE CITY COUNCIL OF VALENCE

The Honourable Ms. Sandra Gómez López
First Deputy Mayor of the City Council of Valencia

The Honourable Ms. Consol Castillo Plaza
Regidoria Desenvolupament Humà

MEMBERS REPRESENTING THE CHAMBER OF COMMERCE, INDUSTRY AND NAVIGATION OF VALENCIA

Mr. Vicente Folgado Tárrega
Tableros Folgado, SA

Mr. José Vicente Morata Estragues
Chairman of the Official Chamber of Commerce, Industry and Navigation of Valencia

MEMBERS APPOINTED BY THE PRESIDENT OF THE FERIA VALENCE EXECUTIVE COMMITTEE

Mr. Óscar Calabuig Sanchís
President of Iberflora

Mr. Manuel Rubert
President of Cevisama

GENERAL DIRECTOR OF FERIA VALENCE

Mr. Enrique Soto Ripoll

GENERAL SECRETARY OF FERIA VALENCE

Mr. Luis Martí Bordera