



dmg::events

GLOBAL AGENT NETWORK GUIDE

Headquartered in Dubai, UAE since 1989 with operations in Saudi Arabia, Egypt, Singapore, Canada, South Africa and the UK, dmgevents is an international exhibitions and publishing company. We attract more than **425,000 visitors** to our portfolio of **80 exhibitions** each year.

We have expanded our operations to achieve impressive growth in emerging and mature markets by the strategic acquisition of complementary businesses and by geo-cloning our flagship events, where we adapt our core event brands to work across new countries and cultures.

Our 300 member team nurture professional communities for diverse industries including Construction, Energy, Coatings, Transport, Hospitality & Design. Our events are a focal point, supported by conferences, certified workshops, technical seminars and industry publications.

Through all of this work our aim is simple. We want to accelerate business through face-to-face events, which is why we work so hard to bring people together, creating opportunities for them to network, learn and do business.



*As a global business
what we do doesn't
happen without the
support of our agent
network*

Geoff Dickinson
CEO

DMG EVENTS IN NUMBERS



11
OFFICES
around the world



80
EVENTS
per annum



21,000
EXHIBITING
COMPANIES

425,000
ATTENDEES



from
150
COUNTRIES



106,250
C-LEVEL
EXECUTIVES



1,200
WORKSHOPS

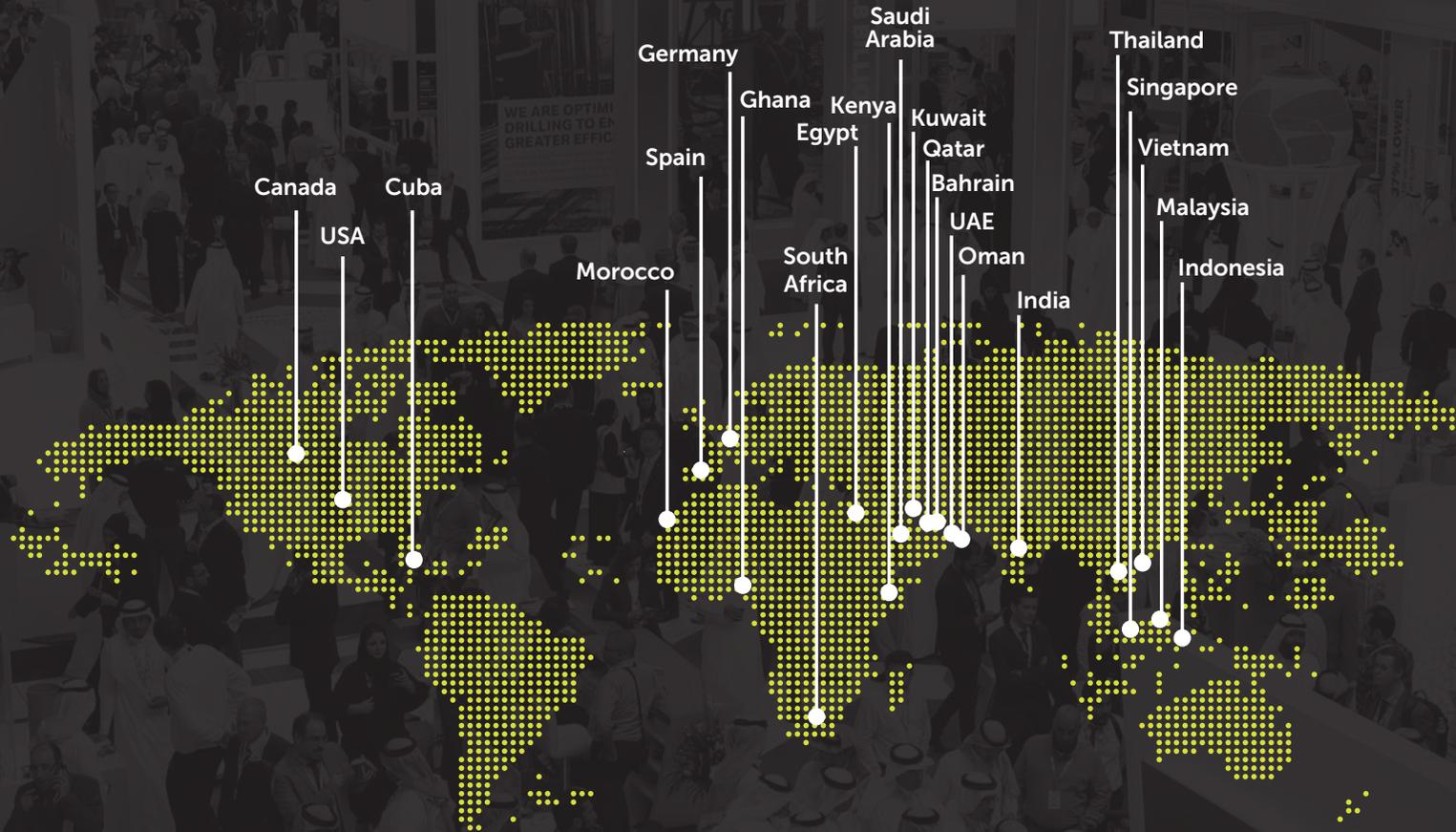


14,000
PAYING
DELEGATES



2,200
SPEAKERS

WE HOST OVER **80 EVENTS** IN **22 COUNTRIES** AROUND THE WORLD





OUR FLAGSHIP EVENTS

Thanks to the scale of flagship events such as **ADIPEC**, **The Big 5**, **Gastech**, **The Hotel Show** and **INDEX**, we attract some of the world's leading brands to exhibit with us. The reputation our events have earned for delivering the right audience is why top brands return again and again.



2,212

Exhibiting Companies

155,104

Participants

167

Participating Countries

160,000sqm

Net Exhibition Space



2,507

Exhibiting Companies

66,701

Participants

132

Participating Countries

102,815sqm

Net Exhibition Space



676

Exhibiting Companies

27,353

Participants

109

Participating Countries

55,000sqm

Net Exhibition Space



450

Exhibiting Companies

22,998

Participants

110

Participating Countries

20,554sqm

Net Exhibition Space



481

Exhibiting Companies

29,943

Participants

61

Participating Countries

23,278sqm

Net Exhibition Space

MANAGING THE AGENT RELATIONSHIP

To support our agents we follow a structured process to ensure you are equipped with all the tools you need to succeed.

1

Prospective agents to submit their interest in representing dmgevents through our partnerships enquiry form at www.dmgevents.com/get-involved or email agents@dmgevents.com

2

Applications will be reviewed by the senior partnerships team and contacted for further information

3

In advance of a contract, agents will be required to complete a detailed Sales & Marketing Plan

4

Approved agents will be issued an Agency Agreement to sign and onboarded shortly thereafter

5

The agent will report regularly to the Event Director

6

The agent will be supplied with required sales and marketing material

7

The agent can be contracted to an event either short or long term, related to results

8

The agent will be remunerated against delivered event revenues

OUR FUNDING PARTNERS

A selection of funding agencies from around the world that support our global events.



CONTACT

If you would like to represent dmgevents as an agent, or have any questions please contact us today.

PARTNERSHIPS TEAM

E: agents@dmgevents.com

T: 971 4 4380355

dmg::events

