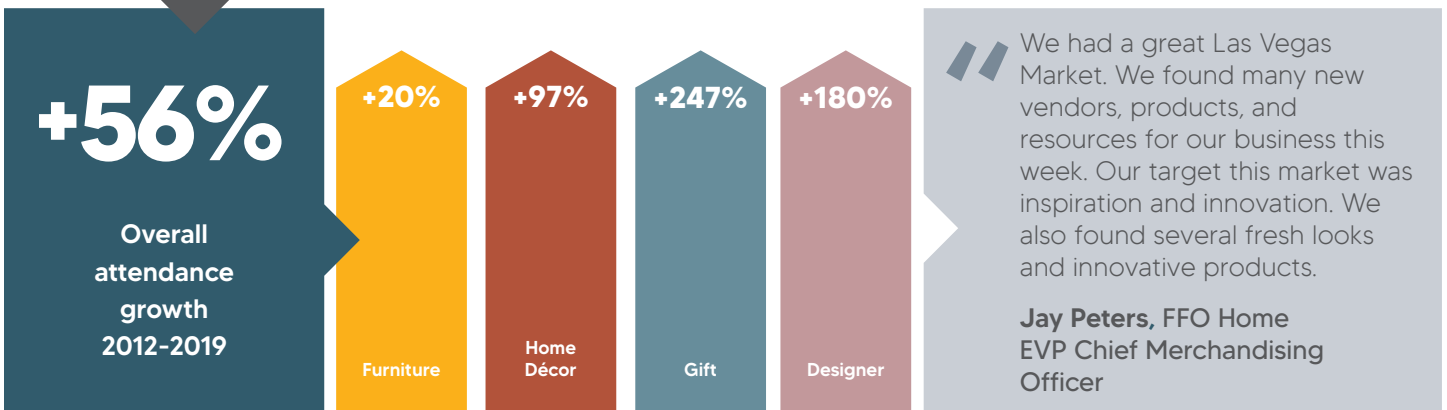




GROW YOUR BUSINESS IN THE WEST & BEYOND

Buyer attendance growth by category



Key growth by category*

Seasonal	240%
Toy/Games/Plush	114%
Stationery/Paper Goods.....	107%
Personal Care & Spa.....	105%
Housewares & Tabletop.....	83%
Casual	75%
Fashion Accessories.....	68%
Home Textiles	59%
Lighting	43%
Rugs.....	41%
Upholstery.....	37%
Case Goods.....	33%

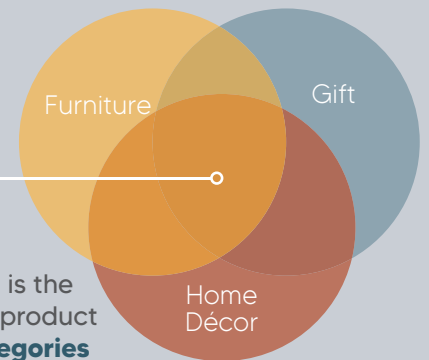
*Growth shown is 2012 - 2017

Unrivaled access to cross-category buyers

42%

of buyers shop all categories

Las Vegas market is the **only** market with product depth in **all 3 categories**



“ This Market has allowed us to expose the brand to a large designer contingency in the West Coast. Being a North Carolina-based company, especially in our high-end price point, it’s exposed the brand to an increase in our designer base. This Market gives face-to-face exposure with brands that wouldn’t typically shop our product.”

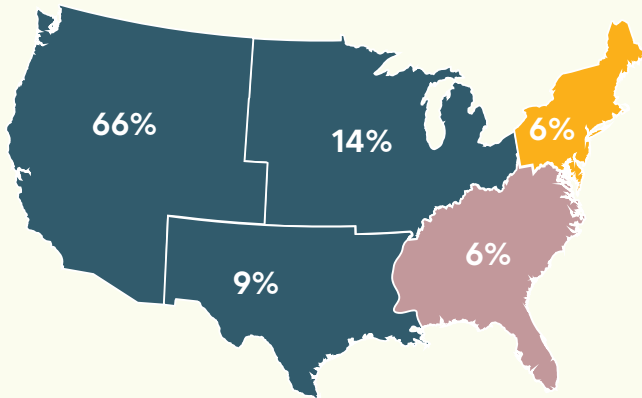
David Wengel, Omnia Furniture
Las Vegas Market Exhibitor

“ We have been at Las Vegas Market from the beginning. Being a part of the Market has been great for Four Hands, not just as a brand but as a destination and designer resource. This Market is based on networking and building key relationships and we rely on the connections we make here throughout the year.”

Nicole Petropoulos, Four Hands
Las Vegas Market Exhibitor

DISCOVER EXTRAORDINARY SALES OPPORTUNITIES

Only Las Vegas Market delivers the buying power of the West



Top 10 States

- 1) California
- 2) Nevada
- 3) Texas
- 4) Arizona
- 5) Utah
- 6) Washington
- 7) Oregon
- 8) Colorado
- 9) Minnesota
- 10) Wisconsin

Reach New Buyers

Only 10% of LVM attendees also attend High Point Market and only 3% of LVM attendees also attend Atlanta Market

Gift and Décor Buyers voted Las Vegas Market the "Best of the West" in an independent survey.

Purchasing Power From All Channels

- Furniture Retailers
- Gift & Home Décor Retailers
- Designers/Architects/Builders
- Specialty/Lifestyle Stores
- Mass Merchants
- Buying Groups
- Internet/Catalog retailers
- Mattress Stores
- Outdoor/Casual Stores
- Hospitality/Contract

“ We love Vegas, we’ve been here for 6 or 7 years and have really seen it grow. Our west coast and design business is booming.

Cody Ables, Codarus
Las Vegas Market Exhibitor

“ We’ve had a lot of customers from Washington State, Idaho, Montana, Nebraska, Wyoming, North Dakota, South Dakota. They are a mix of brick-and-mortar and online, which is what we want. The **only way we want to sell is through trade shows**. We feel that **Las Vegas** is a place that a lot of people want to come because it’s not only work, it’s also fun.

Regina Schroeder, Albert L. (punkt), Inc.
Las Vegas Market Exhibitor

International buyers love Las Vegas

Attendance from 120+ countries.

Top 10 Countries

- | | |
|-----------------------|------------------|
| 1) Canada | 6) Ecuador |
| 2) Mexico | 7) China |
| 3) Australia | 8) Colombia |
| 4) Dominican Republic | 9) Guatemala |
| 5) Panama | 10) United King- |

“ For LV, the biggest surprise for us this season has been the continued growth in international customers. For us that’s a market we’re excited to work with and we enjoy working with our international customers to serve as a single-source supplier.

Garry Schermann, Creative Co-Op
Las Vegas Market Exhibitor



INTERNATIONAL
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