“Year after year, FABTECH is a great venue to strengthen our relationships with current customers and help us meet potential new ones as well — all while promoting our new product lines and letting more people know about who we are as a company.”

-Angus Catterson, KAAST Machine Tools Inc.
TOP 3 REASONS VISITORS ATTEND FABTECH

1. See/evaluate new products and technology
2. Compare products side-by-side
3. Keep up with industry trends

56% Attended FABTECH for the first time.

56% Attend no other trade show.

FINAL STATS

ATTENDANCE 31,110
EXHIBITORS 1,481
SIZE 585,925 sq. ft.
TOTAL LEADS COLLECTED 140,245

AUDIENCE PROFILE

JOB FUNCTION
Owner, Company Management/Corporate Executive ............. 32%
Manufacturing Engineering, Design Engineer ................ 13%
Manufacturing Production .................. 9%
Foreman/Leader/Supervisor ....... 8%
Welder/Machine Operator ........... 4%
Product Design and R&D .................. 3%
Distributor .................. 3%
Purchasing .................. 3%
Sales & Marketing ............. 14%
Other Job Functions .................. 11%

COMPANY SIZE

# OF EMPLOYEES
Less than 20 ................. 37%
20 - 49 ................ 18%
50 - 99 ................ 14%
100 - 249 ................ 14%
250 - 499 ................ 7%
500 - 999 ................ 3%
1,000 or more ................ 7%

TYPE OF COMPANY

Job Shop/Contract Manufacturer ........ 47%
OEM .................. 18%
Supplier .............. 12%
Dealer/Distributor ........ 8%
Non-Manufacturer ........ 8%
Other .................. 7%

Source for all Audience Statistics: 2016 Audience Survey and Registration Data.
of exhibitors were satisfied or very satisfied with the FABTECH show overall.

of exhibitors would recommend FABTECH to a colleague.

of exhibitors expect to derive a positive ROI from FABTECH.

TOP ATTENDING COMPANIES
Altec Industries
Apple
Autodesk
B&W Trailer Hitches
Bell Helicopter
Boeing
BrassCraft
Cottrell Inc.
Crown Equipment
Delphi
Delta Airlines
Eaton
Electrolux
Emerson
Eaton Controls
Ford Motor Company
General Dynamics
General Electric
General Motors
Greenheck Fan Corp.
HCR Racing
Herman Miller
Hirschfield Industries
Honeywell
Huntington Ingalls Industries
Ingersoll Rand
JAC Products
John Deere
Johnson Controls
Kawasaki Motors Manufacturing
Little Giant Ladders
Lockheed Martin
Magna International
Newport News Shipbuilding
Northrup Grumman
Nucor Steel
Parker Hannifin
Polaris Industries
Procter & Gamble
Siemens
Solar Turbine
SpaceX
Stryker
Tesla Motors
The Spaceship Company
Toyota
US Air Force
Whirlpool Corporation

TOP 10 INDUSTRIES
Aerospace
Agriculture
Automotive
Construction
Energy
Heavy Equipment
Mining/Utilities/
Power Generation
Military/Defense
Oil & Gas
Other Transportation

ATTENDANCE BY REGION

15% OF ATTENDEES CAME FROM COUNTRIES OUTSIDE THE U.S. INCLUDING:
Australia
Canada
China
Germany
India
Italy
Japan
Mexico
South Korea
Turkey
...and more
“FABTECH is a great place to demo our products live, in-person. It’s helped us reach new customers we otherwise wouldn’t have.”
- Josh Sooy, RIDGID

BUYING POWER

83%
of FABTECH attendees influence or approve equipment purchase decisions in their companies.

54%
of attendees plan to make a product purchase in the next 12 months.

40%
of the FABTECH audience had equipment budgets that exceeded $200,000. These were motivated buyers ready to invest in new technology.

PRODUCT INTEREST (MULTIPLE RESPONSE)

<table>
<thead>
<tr>
<th>Category</th>
<th>Interest Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cutting</td>
<td>45%</td>
</tr>
<tr>
<td>Welding Machines</td>
<td>45%</td>
</tr>
<tr>
<td>Bending &amp; Forming</td>
<td>42%</td>
</tr>
<tr>
<td>Lasers</td>
<td>37%</td>
</tr>
<tr>
<td>Arc Welding</td>
<td>36%</td>
</tr>
<tr>
<td>Press Brakes</td>
<td>33%</td>
</tr>
<tr>
<td>Welding Consumables</td>
<td>33%</td>
</tr>
<tr>
<td>Robotics</td>
<td>32%</td>
</tr>
<tr>
<td>Material Handling</td>
<td>29%</td>
</tr>
<tr>
<td>Punching</td>
<td>28%</td>
</tr>
<tr>
<td>Tube &amp; Pipe Fabricating</td>
<td>28%</td>
</tr>
<tr>
<td>Assembly</td>
<td>27%</td>
</tr>
<tr>
<td>Tooling</td>
<td>26%</td>
</tr>
<tr>
<td>Finishing/Paint &amp; Powder Coating</td>
<td>26%</td>
</tr>
<tr>
<td>Metal Suppliers</td>
<td>26%</td>
</tr>
<tr>
<td>Plate &amp; Structural Fabricating</td>
<td>25%</td>
</tr>
<tr>
<td>Fastening &amp; Joining</td>
<td>23%</td>
</tr>
<tr>
<td>Saws</td>
<td>23%</td>
</tr>
<tr>
<td>Waterjet</td>
<td>23%</td>
</tr>
<tr>
<td>Additive Manufacturing</td>
<td>22%</td>
</tr>
<tr>
<td>Tool &amp; Die</td>
<td>22%</td>
</tr>
<tr>
<td>Maintenance &amp; Repair</td>
<td>22%</td>
</tr>
<tr>
<td>Safety &amp; Environmental</td>
<td>19%</td>
</tr>
<tr>
<td>Inspection &amp; Testing</td>
<td>19%</td>
</tr>
<tr>
<td>Software, Machine Controls</td>
<td>18%</td>
</tr>
<tr>
<td>Stamping</td>
<td>16%</td>
</tr>
<tr>
<td>Finishing/Plating</td>
<td>15%</td>
</tr>
<tr>
<td>Gases &amp; Gas Equipment</td>
<td>15%</td>
</tr>
<tr>
<td>Brazing &amp; Soldering</td>
<td>14%</td>
</tr>
<tr>
<td>Tube &amp; Pipe Producing</td>
<td>14%</td>
</tr>
<tr>
<td>Business Services</td>
<td>10%</td>
</tr>
<tr>
<td>Coating</td>
<td>10%</td>
</tr>
<tr>
<td>Coating</td>
<td>10%</td>
</tr>
</tbody>
</table>

BUDGET

<table>
<thead>
<tr>
<th>Budget Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $50,000</td>
<td>38%</td>
</tr>
<tr>
<td>$50,001 - $200,000</td>
<td>22%</td>
</tr>
<tr>
<td>$200,001 - $500,000</td>
<td>13%</td>
</tr>
<tr>
<td>$500,001 - $1,000,000</td>
<td>12%</td>
</tr>
<tr>
<td>$1,000,001 - $5,000,000</td>
<td>10%</td>
</tr>
<tr>
<td>Over $5,000,000</td>
<td>5%</td>
</tr>
</tbody>
</table>

DON’T MISS YOUR CHANCE TO EXHIBIT IN 2017!

Contact a member of our sales team or visit fabtechexpo.com/exhibit to learn how exhibiting at a FABTECH 2017 event can benefit your business.

2017 SHOW DATES

<table>
<thead>
<tr>
<th>Event</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>FABTECH Mexico</td>
<td>May 2-4</td>
</tr>
<tr>
<td>FABTECH Chicago</td>
<td>November 6-9</td>
</tr>
</tbody>
</table>