### AAPEX 2019 AT A GLANCE

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL ATTENDEES</td>
<td>162,829*</td>
</tr>
<tr>
<td>BUYERS</td>
<td>70,256*</td>
</tr>
<tr>
<td>AAPEX TARGETED BUYERS</td>
<td>49,000+</td>
</tr>
<tr>
<td>MANUFACTURER &amp; SUPPLIER COMPANIES</td>
<td>2,545</td>
</tr>
<tr>
<td>PRODUCT CATEGORIES</td>
<td>1,295</td>
</tr>
</tbody>
</table>

*combined AAPEX and SEMA attendance

### By the Numbers

- **49,000+** AAPEX Targeted Buyers
- **2,545** Manufacturer & Supplier Companies
- **1,295** Product Categories

### An International Event

- **14,583** Targeted Buyers from Outside the U.S.
- **114** Countries Represented By Targeted Buyers

### Testimonials

**AAPEX is the centerpiece and showplace of our industry. Everyone who is anyone in our industry is there and ready to meet to discuss all things aftermarket.”**

- TED HUGHES
  HEAD OF MARKETING, MAHLE AFTERMARKET INC.

**Exhibiting at AAPEX is a great opportunity to meet leaders in global markets. That by itself enriches the experience of each and every aspect of business.”**

- THAI-JAPAN INDUSTRIAL & MECHANICAL PRODUCTS LTD.

### NOVEMBER 3-5, 2020

LAS VEGAS, NV | SANDS EXPO & CAESARS FORUM

AAPEXSHOW.COM | #AAPEX20
AAPEX SNAPSHOT

ATTENDEE LEVEL IN ORGANIZATION

<table>
<thead>
<tr>
<th>Level</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-Level, President/Owner, Executive</td>
<td>45%</td>
</tr>
<tr>
<td>Management</td>
<td>26%</td>
</tr>
<tr>
<td>Technician/ Craftsman, Skilled Trade</td>
<td>16%</td>
</tr>
<tr>
<td>Support Staff</td>
<td>13%</td>
</tr>
</tbody>
</table>

ATTENDEE BUSINESS BREAKDOWN

- 21% Retailers
- 24% Independent Warehouse Distributors or Auto Parts Program Groups
- 38% Independent Repair Shop, National/Small Service Chain, Vehicle Dealer/Service Department or Fleet Management

IN 2019...

- 76% Were Returning Exhibitors
- 74% Said That AAPEX Meets or Exceeds Their Objectives
- 91% Of Sponsors Said That Sponsorships Met or Exceeded Their Expectations

TOP REASONS FOR EXHIBITING

- GENERATE SALES/ NEW BUSINESS CONTACTS
- MEET WITH EXISTING CUSTOMERS/ PARTNERS/VENDORS
- INCREASE BRAND AWARENESS/ PROMOTE COMPANY

We can say with conviction that AAPEX is our most important trade show of the year. Both the quantity and quality of engagement is high because everyone in the industry knows that AAPEX is the ‘one stop shop’ to see all the best manufacturers and distributors in the automotive aftermarket. We know that AAPEX gives us a very good ROII!!"

- KIM COTTLE
PRESIDENT & CEO, ASSOCIATED EQUIPMENT CORP.