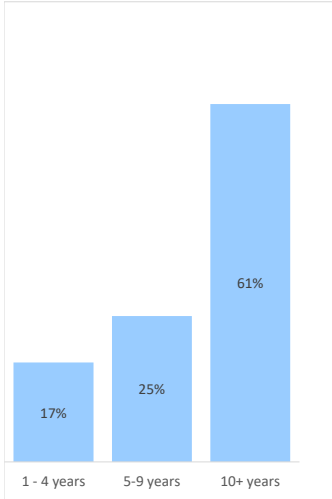


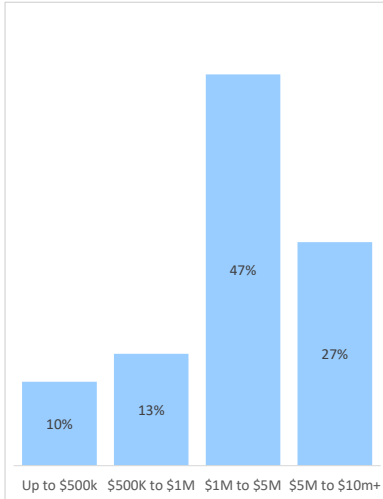


## MPI - WEC 2018- Hosted Buyer Profile

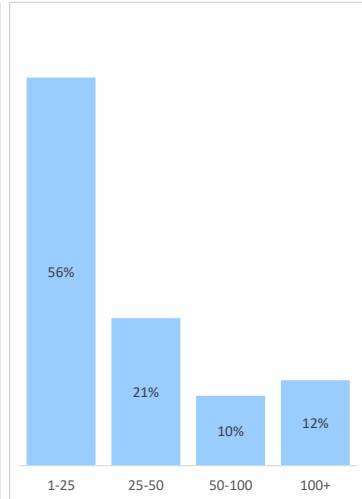
Years Experience Breakdown



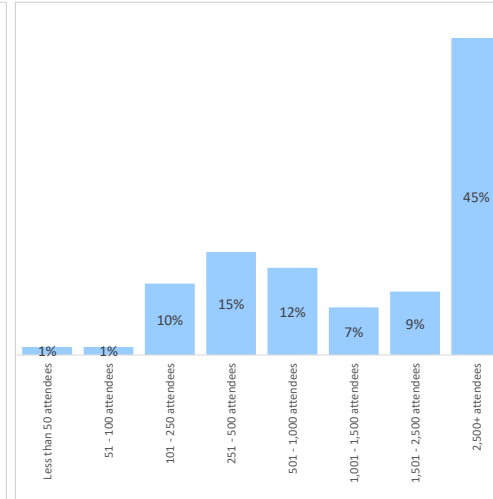
Budget Impact Breakdown



Number of Meeting Breakdown



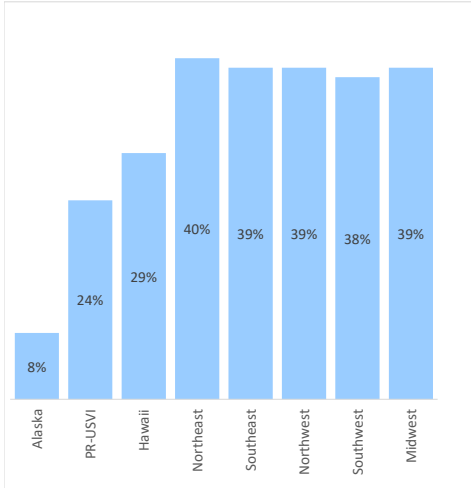
Attendees Breakdown



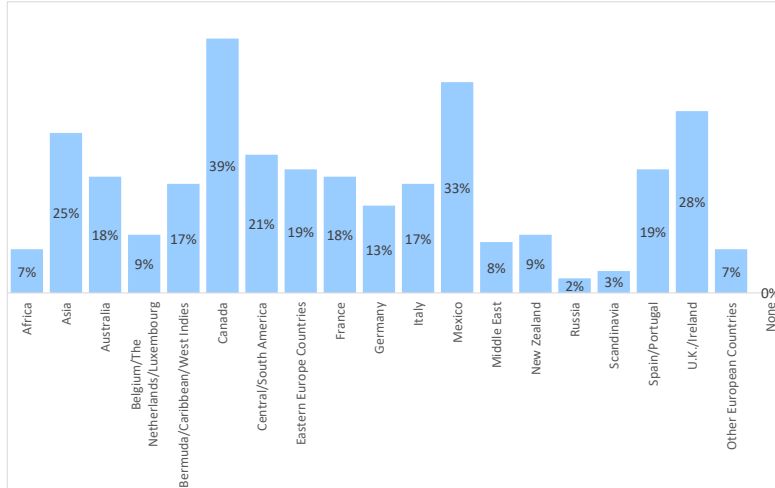
Meeting Type Booked - % of Planners

Annual Conference	88%
Board Meeting/Board of Directors Meeting	56%
Special Event	52%
Educational	51%
Sales Meeting	34%
VIP Client Event	39%
Convention	42%
Tradeshaw	43%
Dinner	40%
Incentive	36%
Training Programs	34%
Symposium/Seminar	28%
Management	25%
Sales	20%
Other	9%

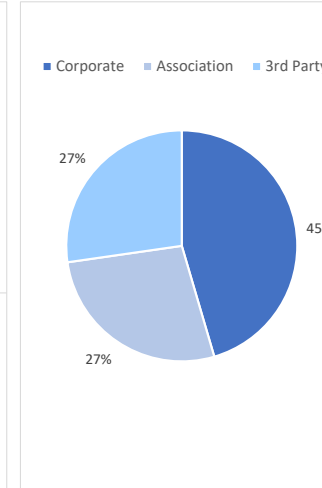
Percentage of Planners Blocking Key Destinations Key U.S. Destinations



Percentage of Planners Blocking Key Destinations Key International Regions



Planners Type Accepted



Services Looked For - % of Planners

Hotels/Resorts	97%
Convention & Visitors Bureau	44%
Conference & Convention Center	73%
Destination Management Company	73%
Audio Visual Provider	67%
Transportation/Rental Car	64%
Restaurants	57%
Airlines	45%
Speaker Bureaus	45%
Decorator	53%
Entertainment Agency	52%
Production Company	55%
Advertising & Promotional & Incentive Services	55%
Cruise Line	19%
Technology Company	43%
Photography	38%
Full Service Event Management Company	21%
Computer Services	21%