

FROM THE CHAIRMAN AND CEO

As you well know, the safety and security of our customers, our employees and in fact anyone entering our campuses has always been our highest priority. We have done an incredible job of conducting our markets and steadily growing the participation in those markets. This as IMC has proven to be fortuitous while others in the event space did not reopen.

Accordingly, we are closely monitoring the status of the Pandemic particularly in the cities and states in which we operate. Since June 2020, we have successfully produced numerous buying events and operated with safety in mind for our tenants and those attending these shows. As you are aware, masks are currently required indoors regardless of vaccination status in both Atlanta and Las Vegas per local government mandates. We will continue to keep all the latest protocols for each campus updated here on **Together Safely**.

Since March 2020, the COVID-19 Pandemic has had a significant impact on our business, our industry, and our customers' go-to-market strategy. We have learned valuable lessons and can expect to see continued change in the post-pandemic world.

The plus that IMC has over smaller, regional markets, is that we offer both a physical and digital world that makes B2B commerce effective and efficient. A large Eastern market ([Atlanta Market](#)) and a large Western market ([Las Vegas Market](#)) is optimal for both buyers and sellers. For new product and new partner discovery, our physical markets will remain critical largely due to buyers that highly value the interaction. Outside of markets, our digital platform ([Juniper](#)) offers to significantly reduce friction and costs plus makes markets even more productive.

Business demand is showing solid market pre-registration levels in both Atlanta and Las Vegas. Based on this current view, we anticipate market recovery to continue to improve compared to our most recent major markets. We know that everyone in our industries – retailers, vendors, sales reps, designers – is eager stay open for business and continue working towards economic recovery. And so are we!

Atlanta Market and Las Vegas Market expects to welcome back buyers and sellers who have shopped with us in 2021, as well as those who have not been to a market in nearly two years. Temporary exhibit locations are reopening to accommodate expansive gift and décor resources, in addition to the return of events to engage and inspire buyers.

While the news of COVID remains front and center, I ask that you be safe, get vaccinated (and a booster) and IMC will continue to provide a deep commitment to our customers and adaptability to ensure we remain a strong and relevant business going forward.

Robert J. Maricich

Chairman and Chief Executive Officer
International Market Centers