

### THE GLOBAL STAGE FOR INNOVATION



# ATTENDEE AUDIT SUMMARY RESULTS

2012 International CES®
January 10-13, 2012
Las Vegas, Nevada
CESweb.org

### **LETTER FROM CEA**

Dear International CES® Exhibitors and Prospective Exhibitors:

Thank you for choosing or considering to exhibit at the International CES. We greatly value your participation and do all we can to ensure you thrive and achieve your goals. There is no question that the show and the industry as a whole is successful when you — and others like you — succeed. To assist in your success and in the decisions you make as they pertain to CES and other events, we are proud to provide independently verified information about CES attendees.

CES is believed to be the only consumer technology show meeting the strict requirements for auditing set by UFI, The Global Association of the exhibition industry. This entitles us to UFI certification and ultimately helps give you confidence that the subsequent numbers reflect the reality of CES' trade attendance.

Attendee qualification is something we take very seriously. CES was one of the first tradeshows to establish industry standards for verification of show records and attendee demographics. Each year, we work with an outside independent source and trusted fiduciary to conduct a complete attendance audit for CES. The following report is a result of those audit findings.

While some shows use less stringent requirements to derive their numbers, rely only on preregistrations of people who may not actually attend the event, or count people on multiple days of attendance, CES meets UFI standards and is independently audited by Veris Consulting. Simply put, our numbers are accurate, and we are held accountable by our own proven processes and those of two lauded organizations.

This comprehensive Attendee Audit Summary shows you verified information about who attends CES, why they attend and what markets, products, companies and services matter the most to them.

Through our strict record-keeping procedures and our commitment to the Veris Consulting audit process, we deliver:

- Valuable, quality attendee demographics, unlike any show of this magnitude
- Assistance in accurately evaluating and reaching your target audience
- Data to help you maximize your return on investment
- The assurance you need to confirm your worthwhile participation in CES

We look forward to crafting an exhibit experience with you for the 2013 International CES to be held Tuesday, January 8-Friday, January 11, in Las Vegas, Nevada.



Karen Chupka Sr. Vice President, Events and Conferences, CEA

Jaun Chylle



**Gary Shapiro**President and CEO,
CEA



**Karen Chupka**Sr. Vice President,
Events and Conferences,
CEA













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Visit CESweb.org for up-to-the-minute news and information about the International CES.

To speak directly with an International CES sales representative regarding exhibit space or promotional opportunities, please contact us at CESsales@CE.org or 703-907-7645.



### **AUDIT SOURCES**

#### **PREFACE**

The International CES is the world's largest consumer technology tradeshow, encompassing products and services from 15 product categories.

- Audio
- Automotive electronics
- Computer hardware & software
- Connected home
- Content distribution
- Digital health and fitness
- Digital imaging/photography
- Electronic gaming
- Emerging technology
- Entertainment/content
- Internet-based multimedia services
- Lifestyle electronics
- Telecommunications/infrastructure
- Video
- Wireless and wireless devices

#### **SOURCES**

The 2012 International CES Attendee Audit Summary provides exhibitors and prospects with insight into who attends the International CES. This information will help you appraise opportunities and maximize your ROI from the International CES. Information included in this document was derived from:

- Veris Consulting's 2012 International CES Exhibition and Conference Audit Report
- 2012 International CES Post-show Exhibitor Survey
- 2012 International CES Post-show Attendee Survey
- 2012 International CES Registration Data, provided by Experient
- TWICE's 2011 Top 100 Consumer Electronics Retailers list

#### VERIS CONSULTING INC.

Veris Consulting Inc. provides an independent, third-party verification of International CES attendance, attendee demographic information, records and record-keeping systems. The International CES wants our exhibitors to have valuable, accurate attendance data to enhance market analysis and verify the show's credibility.





### **OVERALL ATTENDANCE**

### 2012 INTERNATIONAL CES ATTENDANCE OVERVIEW

REGISTRATION TYPE	VERIFIED ATTENDANCE	
Attendees		
Exhibits-Only	93,652	
Conference Session	3,613	
Verified Exhibitors	51,236	
Media		
Press	6,037	
Industry Analysts	1,014	
Speakers	601	
TOTAL ATTENDANCE	156,153	

The following numbers outlined in the Audit are highlights of the top attendee segments. These numbers are not necessarily cumulative, but represent a snapshot of CES attendance. For more information please contact a sales representative at CESsales@CE.org or 703-907-7645.

### **CES ATTRACTS INDUSTRY LEADERS**

SENIOR-LEVEL EXECUTIVES	NUMBER OF ATTENDEES*	% OF TOTAL ATTENDEES*
President/CEO/Owner	14,804	15%
CFO	945	<1%
CIO/CTO	1,596	1.6%
CMO	371	<1%
C-Level Executive (COO, CXO)	2,969	3%
Vice President	7,275	7%
Director/Senior Manager	10,640	10.9%
General Manager	3,396	3%
TOTAL SENIOR-LEVEL EXECUTIVES	41,996	43%

#### **CES ATTRACTS THE ENTERTAINMENT COMMUNITY**

ENTERTAINMENT PROFESSIONALS	VERIFIED ATTENDANCE	
C-Level/VP/Media Executives	9,495	
Director/Sr. Manager	3,631	
Professional Content Creater		
(Developers, Designers, Producers)	1,829	
TOTAL ENTERTAINMENT ATTENDANCE**	32,105	

<sup>\*</sup>Attendees = Exhibits-Only + Conference Session Attendance; Does not include media, exhibitors or speakers (97,265) Sources: 2012 International CES® Veris Audit Report; 2012 International CES® Registration Reports



<sup>\*\*</sup>Please note: The 2011 Audit incorrectly reflected the entertainment/content community. The verified entertainment community attendance at the 2011 International CES was 29,957.

### **OVERALL ATTENDANCE**

### **CES ATTRACTS AN INTERNATIONAL ATTENDANCE**

	VERIFIED ATTENDANCE	% OF TOTAL ATTENDANCE
International Attendees		
(Exhibits-Only and Conference Session)	23,311	14.9%
International Exhibitors, Speakers	10,438	6.6%
International Media		
(Press, Industry Analysts)	1,985	1%
TOTAL INTERNATIONAL ATTENDANCE	35,734	22%

### INTERNATIONAL ATTENDEE DELEGATIONS

International visitors from more than 150 countries traveled to the 2012 International CES. Many of those visitors attended as part of 99 formal delegations.

OUNTRY I	NUMBER OF D	ELI	EGATIONS	EGATIONS COUNTRY
gentina	2			Italy
stralia	2			Japan
stria	1			Jordan
azil	3			Korea
lgaria	1			Mexico
meroon	1			New Zealand
nada	4			Nigeria
ina	19			Peru
lumbia	2			Philippines
ech Republic	1			Qatar
minican Rep	ublic 1			Romania
uador	1			Russia
ypt	1			Taiwan
ince	3			Thailand
rmany	2			UAE
eece **	1			United Kingdom
iatemala **	1			Ukraine
ng Kong	1			Uruguay **
ngary	2			Venezuela
dia	1			Vietnam
donesia	2			Misc. Countries
ael	3			
TAL DELEG	ATIONS 99			

The top executives in consumer technology presented their insights and visions for the industry's future at the 2012 International CES, with keynote addresses from:

- Steve Ballmer, Microsoft
- Dr. Paul Jacobs, Qualcomm
- Paul Otellini, Intel
- Hans Vestberg, Ericsson
- Dr. Dieter Zetsche, Daimler AG, Mercedes-Benz Cars
- Lowell McAdam, Verizon
- Ursula Burns, Zerox Corp.
- Robert Kyncl, YouTube
- Alan Mulally, Ford Motor Co.
- David Christopher, AT&T
- Beth Comstock, General Electric
- Carolyn Everson, Facebook
- Stephen Quinn, Walmart
- Steve Shannon, Hyundai
- Keith Weed, Unilever



<sup>\*</sup>Attendees = Exhibits-Only + Conference Session Attendance; Does not include media, exhibitors or speakers (97,265) Sources: 2012 International CES® Veris Audit Report; 2012 International CES® Registration Reports

<sup>\*\*</sup> New countries to the delegation program

<sup>\*\*\*</sup> Westwood Marketing – France, Korea and Israel; NUSACC- Arab Countries

### **ATTENDEE PROFILES**

### **CLASSIFICATION BY INDIVIDUAL'S PRIMARY JOB FUNCTION**

JOB FUNCTION	NUMBER OF ATTENDEES*	% OF TOTAL ATTENDEES*
Analyst	1,888	1.9%
Buyer	6,247	6%
Consultant	4,251	4%
Content Developer	675	<1%
Distributor	2,086	2%
Engineer	5,382	5.5%
Manager	9,898	10%
Manufacturers Representative	1,856	1.9%
Product Manager	2,934	3%
Service Technician	1,001	1%
Store Manager	658	<1%
Systems Installer / Integrator	783	<1%

### **CLASSIFICATION BY COMPANY'S PRIMARY ROLE**

TYPE OF BUYING ORGANIZATION	NUMBER OF ATTENDEES*	% OF TOTAL ATTENDEES*
Retail	12,441	12.7%
Institutional, Corporate (Non-Retail), Government Procurement	3,862	3.9%
VAR/Dealer	1,251	1%
Specialty Retail	2,099	2%
System Integrator/Installation	3,077	3%
Distribution	8,229	8%
TOTAL BUYING ORGANIZATIONS	30,957	31.8%

OTHER PRIMARY ROLES	NUMBER OF ATTENDEES*	% OF TOTAL ATTENDEES*
Software Development/Publishing	3,554	3.6%
Content Development, Entertainment	6,758	6.9%
Manufacturer's Rep, Manufacturer (Non-exhibiting), Public Policy,		
Government Agency	9,287	9.5%
Distribution (Non-buyer)	640	<1%
Service Provider (Non-Retail)	2,019	2%
Consulting	4,086	4%
Advertising, Marketing	4,835	4.9%
Engineering	6,085	6%
Venture Capitalist/Private Equity/Investing	1,220	1%
Business Services, Financial Services	2,375	2%
Business Development/Sales	2,750	2.8%



### **ATTENDEE PROFILES**

# CLASSIFICATION BY COMPANY'S PRODUCT CATEGORY REPRESENTATION (TOP 20)

PRODUCT CATEGORY**	NUMBER OF ATTENDEES*	RANK
Accessories	33,741	1
Computer Hardware & Software	24,092	2
Wireless & Wireless Devices	19,881	3
Audio	18,586	4
Other Consumer Electronics	17,586	5
Mobile Applications	16,314	6
Embedded Technology	15,032	7
Tablet PCs/Netbooks	14,851	8
High-Performance Audio	13,171	9
Online/Internet	13,078	10
Wi-Fi	12,772	11
Entertainment/Content	12,445	12
Digital Imaging/Photography	11,334	13
Automotive Electronics	11,066	14
Connected Home	10,792	15
Internet-Based Multimedia Services	10,786	16
Telecommunications/Infrastructure	10,686	17
Video	10,135	18
3D	9,982	19
Lifestyle Electronics	9,741	20

### **CLASSIFICATION BY OVERALL BUYING POWER**

LEVEL OF PURCHASING AUTHORITY	NUMBER OF ATTENDEES*	% OF TOTAL ATTENDEES*
Final decision maker	30,936	31.8%
Significant influence	31,304	32%
Initial recommendations	9,057	9%
Research new products	8,656	8.9%

<sup>\*</sup>Attendees = Exhibits-Only + Conference Session Attendance; Does not include media, exhibitors or speakers (97,265)

Source: 2012 International CES® Veris Audit Report; 2012 International CES® Registration reports

The 2012 International CES attracted 76% of the Fortune 100 companies.

Source: 2012 International CES® Registration Reports; fortune.com/fortune500



<sup>\*\*2012</sup> CES Registrants were asked to indicate the product areas their company represents or plans to represent in the future, and may have marked more than one produce area, per respondent.

### **ATTENDEE PROFILES**

# CLASSIFICATION BY ANNUAL SALES VOLUME OF CONSUMER ELECTRONICS PRODUCTS

	ANNUAL SALES IN MILLIONS						
	< \$1	\$1-\$5	\$5-\$10	\$10-\$50	\$50-\$250	\$250-\$500	\$500+
Number of Attendees*	21,311	13,294	6,118	8,224	5,671	2,820	12,077
% of Total Attendees*	21.9%	13.6%	6%	8%	5.8%	2.9%	12%
Retail Buyers	3,386	2,295	762	884	686	334	2,097
Specialty Retail	868	471	140	140	91	22	79
Institutional, Corporate (Non-Retail), Government Procurement	407	365	205	253	174	86	415
VAR/Dealer	449	334	124	93	49	18	34
Distribution	1,076	1,758	981	1,452	676	256	567
Systems Integrator/ Installation	1,473	713	199	164	86	38	95
Engineering	1,167	628	281	434	417	163	1,388
Service Provider (Non-Retail)	710	204	59	83	45	116	63

<sup>\*</sup> Attendees = Exhibits-Only + Conference Session Attendance; Does not include media, exhibitors or speakers (97,265) Source: 2012 International CES® Veris Audit Report; 2012 International CES® Registration Report



# **TOP 100 U.S. CONSUMER ELECTRONICS RETAILERS**

### Eighty-nine percent of the top consumer electronics retailers sent representatives to the 2012 International CES.

Retailer	2011 Rank	Number of Reps Sent to 2012 International CES	Estimated 2011 CE Sales in \$ Millions
Best Buy	1	470	\$32,470
Walmart	2	142	\$20,532
Amazon.com	3	253	\$12,017
Apple Retail Stores	4	4	\$11,173
Target	5	58	\$6,486
Costco Wholesale	6	88	\$5,051
Gamestop	7	21	\$4,816
Dell	8	98	\$3,451
RadioShack	9	46	\$3,389
Sam's Club	10	7	\$2,624
Newegg.com	11	56	\$2,452
Sears	12	46	\$2,205
Systemax	13	23	\$2,114
Micro Center	14	22	\$1,835
Staples	15	84	\$1,783
Fry's Electronics	16	82	\$1,513
Office Depot	17	18	\$1,468
hhgregg	18	4	\$1,418
Army - Air Force Exchange	19	28	\$1,110
Toys "R" Us	20	19	\$939
Sony Stores	21	0	\$893
Hewlett-Packard	22	594	\$844
OfficeMax	23	29	\$708
P.C. Richard & Son	24	8	\$688
BJ's Wholesale Club	25	10	\$617
QVC	26	27	\$610
Kmart	27	0	\$601
BrandsMart USA	28	18	\$467
Navy Exchange	29	1	\$424
Bose	30	54	\$409
J&R Music & Comp. World	31	8	\$400
Home Shopping Network	32	44	\$362
B&H Photo	33	6	\$341
Barnes & Noble	34	60	\$331
Conn's	35	7	\$282
Ritz Camera Retail Stores	36	12	\$277
Buy.com	37	12	\$264
Crutchfield	38	11	\$247
ABC Warehouse	39	6	\$239
MacMall	40	1	\$234
Nebraska Furniture Mart	41	13	\$231
Beach Trading Company	42	2	\$225
American TV & Appliances	43	4	\$220
Abt Electronics and Appliances	44	12	\$217
Paul's TV	45	6	\$195
La Curacao	45	35	\$193
Fred Meyer Stores	47	13	\$184
Adorama Camera	48	14	\$175
Bluestem Brands	49	4	\$173
		5	
Meijer	50	Э	\$151

2011 Retailer	Number of Reps Rank	Sent toEstimated 2011 CE 2012 International CES	Sales in \$ Millions
Video Only	51	2	\$151
CDW	52	12	\$140
Electronics Expo	53	4	\$135
Car Toys	54	10	\$127
6th Avenue Electronics	55	0	\$115
R.C. Willey Home Furnishings	56	24	\$114
Abe's of Maine	57	1	\$113
Data Vision	58	3	\$106
Marine Corps Exchange	59	4	\$98
CyberPower	60	15	\$96
Harmony/Ultimate	61	1	\$94
Electronic Express	62	8	\$92
The Home Depot	63	16	\$90
Alienware	64	2	\$83
Ritz Interactive	65	3	\$78
Vann's	66	6	\$77
Valuevision/ShopNBC	67	4	\$73
Comp-U-Plus	68	0	\$73
PCNation	69	1	\$71
Cameta Camera	70	3	\$71
Walgreens	71	17	\$69
ShopKo Stores	72	4	\$65
Boscov's	73	4	\$63
Pamida	74	2	\$61
PC Connection	75	3	\$61
InMotion Entertainment	76	4	\$61
Huppin's Hi-Fi/OneCall	77	6	\$61
Magnolia Audio Video	78	7	\$59
Audio Express	79	8	\$52
The Big Screen Store	80	2	\$51
Seventh Avenue	81	1	\$45
Kohl's	82	1	\$43
iBUYPOWER Computer	83	7	\$42
Pacific Sales	84	4	\$42
Stereo Advantage	85	0	\$40
JCPenny	86	0	\$40
National Camera Exchange	87	4	\$35
Badcock Home Furnishing	88	0	\$32
Simply Mac	89	4	\$30
Cabela's	90	0	\$29
Menards	91	0	\$27
Samy's Camera	92	7	\$26
Modia	93	1	\$26
Howard's Appliance	94	0	\$23
CVS	95	5	\$23
Cowboy Maloney's	95	3	\$22
	96	3	\$20 \$19
Bi-Mart Rite Aid	98	0	\$19 \$18
Calumet Photographic	99	11	\$17
Hastings Entertainment	100	6	\$16

Source: TWICE, May, 2012; 2012 International CES® Registration Reports



### **GOVERNMENT REPRESENTATIVES**

CEA is actively involved in programs that affect the laws and regulations impacting your bottom line.

The International CES attracts top federal, state and regulatory officials. Representatives from the Federal Communications Commission, Department of Commerce and the House of Representatives joined government technology officials from other countries at the International CES, extending the show's global scope.

The 2012 International CES attracted 138 government officials including:

#### MEMBERS OF THE U.S. SENATE AND HOUSE OF REPRESENTATIVES

The Honorable Charlie Bass, U.S. Congressman (R-NH)

The Honorable Marsha Blackburn, U.S. Congressman (R-TN)

The Honorable Dean Heller, U.S. Senator (R-NV)

The Honorable Darrell Issa, U.S. Congressman (R-CA)

The Honorable Billy Long, U.S. Congressman (R-MO)

The Honorable John Shimkus, U.S. Congressman (R-IL)

The Honorable Cliff Stearns, U.S. Congressman (R-FL)

The Honorable Lee Terry, U.S. Congressman (R-NE)

The Honorable Ronald Wyden, U.S. Senator (D-OR)

#### FEDERAL COMMUNICATIONS COMMISSION

The Honorable Mignon Clyburn, Commissioner

The Honorable Julius Genachowski, Chairman

The Honorable Robert McDowell, Commissioner

# OFFICE OF MANAGEMENT AND BUDGET, EXECUTIVE OFFICE OF THE PRESIDENT

The Honorable Steven VanRoekel, United States Chief Information Officer

# OFFICE OF SCIENCE AND TECHNOLOGY POLICY, EXECUTIVE OFFICE OF THE PRESIDENT

Mr. Tom Power, Deputy Chief Technology Officer for Telecommunications

### **U.S. DEPARTMENT OF COMMERCE**

Dr. Rebecca Blank, Acting Deputy Secretary of Commerce

#### U.S. DEPARTMENT OF HOMELAND SECURITY

Mr. Greg Schaffer, Acting DHS Deputy Undersecretary, National Protection and zPrograms Directorate

### **CES GOVERNMENT CONFERENCE ATTENDEES**

Roger Baker, Assistant Secretary of Information & IT, Department of Veteran Affairs Gerry Connelly, Congressman, US House of Representatives

Linda Cureton, CIO, NASA

Simon Szykman, CIO, Department of Commerce

#### And Over 100 High-Ranking Congressional and Agency Staff

Source: 2012 International CES® Registration Reports



**LEADERS IN TECHNOLOGY** 

### **EDUCATIONAL INSTITUTIONS**

The International CES attracts a myriad of representatives from more than 500 educational institutions around the world. They attend CES to:

- Identify new ways to streamline institutional operations and technologies.
- Research technologies for equipment upgrades.
- Evaluate how to enhance learning environments with new technologies.
- Gauge curriculum development and the technologies used in teaching and case studies.

A sample of schools and universities represented include:

Alabama State University
Arab Academy for Science &

Technology

Arizona State University Brigham Young University British Columbia Institute of

Technology

California Polytechnic State

University

California State University Carnegie Mellon University Chung-Ang University

Chungnam National University

Columbia University

Cornell University

Curtin University of Technology

Dankook University Dartmouth College De La Salle University

Dixie State College
Duke University

Eindhoven University of

Technology

George Mason University

Georgia Institute of Technology

Hanyang University

Hong Kong Polytechnic University

Indiana University

Kansas State University

Korea Aerospace University
Korea Polytechnic University

Korea University
Kyoto University

Kyungpook National University Kyushu Institute of Technology Lee-Ming Institute of Technology

Massachusetts Institute of

Technology

Michigan State University National University of Ireland Northern Michigan University

Northwest University
Ohio State University
Oklahoma State University

Oregon State University
Pennsylvania State University

Pepperdine University
San Diego State University

Seoul National University
Southern Oregon University

Stanford University

Technical University of Madrid

Texas A&M University
Texas Tech University

Tokyo University of Technology

Tufts University

University of California

Universidad Carlos III de Madrid

Universidad de la Sierra

Universidad Politécnica de Madrid

University of Nevada University of Alabama University of Arizona University of Bristol

University of British Columbia

University of Chicago
University of Essex
University of Hong Kong
University of Illinois

University of Incheon
University of Kocaeli
University of Maryland
University of Missouri
University of Nebraska

University of Pisa

University of Queensland

University of Notre Dame

University of Southern California University of Technology Cottbus Universidad Tecnológica de

Tijuana

University of Utah University of Vigo

University of Washington University of Wisconsin Virginia Polytechnic Institute

and State University

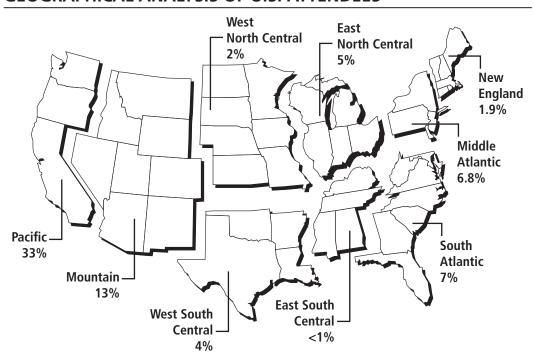
Xi'an Jiaotong University

Yonsei University Zhejiang University



### **GEOGRAPHIC PROFILE**

### **GEOGRAPHICAL ANALYSIS OF U.S. ATTENDEES**



### **TOP 20 NON-U.S. MARKETS**

MARKET	NUMBER OF ATTENDEES*	RANK	
Canada	3,805	1	
South Korea	2,505	2	
Japan	1,636	3	
China	1,568	4	
Mexico	1,383	5	
United Kingdom	1,363	6	
France	898	7	
Taiwan	892	8	
Germany	753	9	
Brazil	745	10	
Australia	551	11	
Israel	501	12	
Hong Kong	422	13	
Sweden	405	14	
Italy	338	15	
Netherlands	299	16	
Denmark	275	17	
Singapore	232	18	
Russia	197	19	
Turkey	195	20	

<sup>\*</sup>Attendees = Exhibitors-only + Conference Session Attendance; Does not include media, exhibitors or speakers (97,265) Source: 2012 International CES® Veris Audit Report



### **INTERNATIONAL CES SURVEY RESULTS**

#### A WORD FROM 2012 INTERNATIONAL CES ATTENDEES

REASON TO ATTEND	IMPORTANT OR VERY IMPORTANT RATING
To see new products	84%
Opportunity to network	73%
Develop new business partnerships	72%
To see new content	71%
Meet with existing business partners	71%

According to 2012 International CES attendees:

- 88% rated the quality of their experience at the 2012 International CES as positive.
- **83**% said they would be likely/very likely to recommend the International CES to a colleague or co-worker.
- 81% think CES reflects the energy and excitement of the CE industry.
- 71% are more likely to make purchases from CES exhibitors because of what they saw/ experienced at the show.

A WORD FROM 2012 INTERNATIONAL CES EXHIBITORS

More than 3,100 companies exhibited throughout 1.86 million net square feet of exhibit space at the 2012 International CES.

According to 2012 International CES exhibitors:

- 83% said they were satisfied with their exhibiting experience at CES.
- The most important reasons to exhibit are the quality of attendees, to generate business, build brand recognition, network/develop business partnerships and maintain relationships with key accounts/clients.
- 75% think CES reflects the energy and excitement of the CE industry.
- 72% think CES is the most important event to attend for companies involved in the CE industry.

Source: 2012 International CES®Post-show Attendee Survey and Post-show Exhibitor Survey

**75%** of attendees think CES is the most important event to attend for companies involved in the CE industry.

Source: 2012 International CES® Post-show Attendee Survey



# MEDIA COVERAGE OF THE 2012 INTERNATIONAL CES CONTINUES SETS NEW RECORD

U.S. and international media coverage of the 2012 International CES, the world's largest consumer technology tradeshow, reached record-setting heights for the sixth year in a row. More than 5,000 media and analysts journeyed to Las Vegas for the event, resulting in more than 7,500 media hits in January 2012 in major print, broadcast and online outlets – a 35 percent increase over 2011 coverage.

The International CES received significant global media coverage, with more than 1,800 international media from 65 countries in attendance. The list of countries generating CES media coverage include Australia, Brazil, Canada, China, Germany, France, India, Israel, Japan, Korea, Mexico, Russia, United Arab Emirates and the United Kingdom.

The 2012 International CES was covered by major news outlets such as the AP, BBC, BloombergBusinessWeek, Forbes, Fortune, Investor's Business Daily, NPR, Newsweek, PC World and Reuters plus major market daily newspapers such as the Boston Globe, Chicago Tribune, Los Angeles Times, New York Times, San Francisco Chronicle, USA Today, Washington Post and Wall Street Journal. More, the 2012 International CES was covered in at least one newspaper and one network television station in all of the top 25 United States markets.

Consumers around the world were able to read and see the media highlights of the 2012 International CES. Given the significant influence and scope of our media attendees, there is no better way to promote your company and its products to the world than the International CES.

### 2012 INTERNATIONAL CES MEDIA ATTENDANCE

Countries Represented	65	
International Media		
(Press, Industry Analysts)	1,985	
Print Media	24%	
Online / Wire Media	55%	
Broadcast Media	21%	

TOTAL PRESS (U.S. and International)	6,037
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#### MAGAZINE COVERAGE

Leading consumer and business magazines covered the 2012 International CES, reaching millions of consumers across the globe. The CES magazine coverage included:

Advertising Age Fortune Newsweek

AutoWeek Gameinformer Magazine Popular Mechanics
Barron's Good Housekeeping Popular Science
Black Enterprise Magazine GQ Rolling Stone

Bloomberg Businessweek GQ Mexico/Latin America What Hi-Fi? Sound & Vision

Car and Driver House Beautiful Shutterbug

Computer Shopper iPhone Life Magazine Stuff

Conde Nast Traveler LAPTOP Magazine Travel + Leisure

Connected World Magazine PC Magazine Variety
Consumer Reports PC World Wired

Creating Keepsakes Playboy

ESPN Maximum PC/
Esquire Magazine Maximum Tech
Forbes Men's Health

#### U.S. DAILY NEWSPAPER COVERAGE

#### UNPARALLED COVERAGE IN TOP U.S. DAILY NEWSPAPERS AT THE 2012 CES

Newspapers and wire services from top U.S. markets brought widespread coverage of the 2012 International CES and its exhibitors to consumers around the country. Major U.S. daily newspaper and wire coverage include:

Arizona Republic Reuters

Associated Press San Diego Daily Transcript
Bloomberg News San Diego Union Tribune
Boston Globe San Francisco Chronicle
Chicago Tribune San Francisco Examiner
Denver Post San Jose Mercury News

Financial Times Seattle Times

Investor's Business Daily

St. Louis Post Dispatch
Las Vegas Sun

The Courier Journal

Las Vegas Review Journal USA Today

Las Vegas Times Wall Street Journal
Los Angeles Daily News Washington Post

Los Angeles Times New York Post New York Times



#### TRADE PUBLICATIONS

MAJOR TRADE PUBLICATIONS CAPTURE THE LATEST INNOVATIONS AT THE 2012

INTERNATIONAL CES. Major industry trade publications covered the 2012 International CES, highlighting innovative products and technologies that debuted at the show. Leading trade publications that covered the 2012 International CES include:

Motor Trend Advertising Age

The Audiophile Voice Multichannel News

Audiotechnique PC Magazine

PC Pro **AutoWeek** AV Magazine PC World

Barron's Photo Industry Reporter Best Magazine Playback Magazine Car and Driver Popular Mechanics

CE Online News Popular Photography

Popular Science Computer Shopper RCR Wireless News

Consumer Electronics Daily Residential Systems

Consumer Reports SmartHouse CustomRetailer Sound & Vision Dealerscope Stereo Magazine

Stereo Times Digital Times Digital Tradeshow Stereophile

**DigiTimes** ToneAudio Magazine

**EE Times** TV Technology

**TWICE** Electronic Design Electronic House Variety

Envisioneering Widescreen Review

Wired Gadget Gurus

GameSpot Wireless Week

GPS Magazine

High-Tech News Home Cinema Choice

Home Media Magazine Home Theater Magazine

IEEE Spectrum InformationWeek

CE Pro

iPhone Life

Marketnews Maximum PC

Mobile Electronics



#### BROADCAST COVERAGE

#### TELEVISION AND RADIO BROADCASTS BRING CES TO MILLIONS OF HOMES

The major U.S. and international broadcast and cable networks covered the 2012 CES, bringing the latest product launches to viewers and listeners across the world. Reaching hundreds of millions of people, these broadcasters showcased the hottest products and exhibitors of the 2012 International CES.

Major network television and radio coverage included:

**ABC** Radio Network ABC's America This Morning

ABC's Good Morning America

ABC's Live Jimmy Kimmel

Live! ABC's Live with Kelly ABC's Nightline

ABC's World News Now American Urban Radio

Network AP TV

Argentine TV L'Atelier

AutoWorld Radio **BBC World News** 

Bloomberg TV's Bottom Line, Charlie Rose, For the Record, Game Changers, Inside Track, Intelligence Squared, Rewind, Street

Smart, Taking Stock and Venture

Canadian Broadcasting

Corp. (CBC) Car & Driver Radio **CBS Radio** CBS' Early Show

CBS' Morning News CNBC's Closing Bell,

CBS' The Insider

Fast Money, Mad Money, Power Lunch, Situation Room, Squawk Box, Squawk on the Street,

Street Signs, Exchange **CNET TV** 

CNN en Espanol

CNN's Early Start, Newsroom, Saturday Morning, Your Money, Sanjay Gupta MD, World Business Today

CNN.com

**CNN Radio Network** Computer Outlook Radio

C-SPAN

CW The Daily Buzz Discovery Channel

Entertainment TV's E! Live

**FSPN** 

**FOX Business Network** Fox and Friends Fox News' America's Newsroom, America Live,

Happening Now FoxNews.com

Fox News Radio

G4TV's Attack of the Show GLOBO TV (Brazil)

Hallmark's Martha Stewart

Show

HLN's Clark Howard HLN's News Now HLN's Morning Express **IDG News Service** 

Into Tomorrow with Dave

Graveline

Japan Broadcasting Corp. (NHK)

Jim Bohannon Show MarketWatch - National **Business Network** 

Motor Trend Radio MSNBC's First Look MSNBC's Your Business NBC's Nightly News

NBC's Today Show and

Early Today

NBC's Ellen DeGeneres Show, Extra, Tonight Show with Jay Leno and Late Night with Jimmy

Fallon

N24, German TV

NPR All Things Considered

NPR Marketplace

**PBS Nightly Business Report** 

**PBC News Hour** 

OVC

Radio Canada

Seoul Broadcasting System Sound & Vision Radio Spike TV MANswers This Week in Tech's Leo

Laporte

Telemundo Network:

Al Rojo Vivo and Noticero **USA Radio Network** 

TBS' Conan O'Brien TWC's Your Weather Today and Wake Up with Al

Univision

Voice of America – Radio

and TV

Wall Street Journal Network

Wealth TV



Sources: Cision Broadcast Monitoring; 2012 International CES® Registration Reports

#### **ONLINE MEDIA COVERAGE**

Autoblog.com

Engadget.com

#### MAJOR WEBSITES CAPTURE THE LATEST INNOVATIONS AT THE 2012 INTERNATIONAL CES

Leading websites covered the 2012 International CES, reaching millions of consumers across the world. The online CES coverage included:

IGN.com

AnandTech.com ESPN.com
About.com Examiner.com
Androidandme.com Facebook.com
androidauthority.com Forbes.com

androidcentral.com Gametrailers.com
androidcommunity.com Gizmodo.com
androidpolice.com GlobalGrind.com
apartmenttherapy.com HotHardware.com

appadvice.com HowStuffWorks.com appleinsider.com Huffingtonpost.com AskDaveTaylor.com ibtimes.com

CNET.com Livestream.com
CNN Money.com Macrumors.com
CNN.com Mashable.com

ConsumerSearch.com MSNBC.com
Crackberry.com Overclockers.com

Craveonline.com PCMag.com
DailyTech.com Phandroid.com
Dealnews.com Phonescoop.com
Destructoid.com PhoneArena.com

DigitalTrends.com Revision3

dpreview.com TechRadar.com Edmunds.com



### MAJOR MEDIA FROM AROUND THE WORLD

More than 1,900 journalists from 65 countries journeyed to the 2012 International CES, creating a vast array of CES media coverage worldwide. International publications and broadcast outlets included:

**Argentina** *Red Users TELEFE* 

Australia CBN Media Gizmodo Australia The Sydney Morning Herald West Australian News

**Austria** Der Standard Kurier

**Belgium** *Minoc Business Press RTL-TVI* 

**Brazil**Folha de S. Paulo
O Estado de S.Paulo
O Globo

**Bulgaria**Hiend Publishing
PhoneArena.com

**RedeTV** 

Canada Canadian Broadcasting Corp. Globe and Mail MSN Canada National Post

**Chile** Canal 13 La Tercera TVN Chile

News Canada

China
Beijing TV
CCTV News
China Economic News
Guangzhou Daily
SINA.com
SOHU.com
Xinhua News Agency

**Colombia** El Tiempo Noticias Caracol

Costa Rica It Now Zoom Radio

**Croatia** *Bug Halo!* 

**Czech Republic** Economia iDNES Stereo & Video

**Denmark**Berlingske
BFE
Ekstra Bladet

**Dominican Republic** Gadget Dominicana HD.com

**Finland** *Bonnie* 

France France 24 Le Monde de L'Image Le Point

**Germany**Bild
CHIP
c't Magazine
Golem.de
Deutsche Presse-Agentur

**Greece** PC Magazine - Greece **Hong Kong** *Audiotechnique Ming Pao Daily News Sing Tao News Corp.* 

Hungary Geeks.hu PC World

**India** Economic Times India Today

**Indonesia** Jakarta Post Kompas TV

**Iran** *Hardware Magazine* 

**Ireland** *Irish Times* 

Israel HWzone.co.il Newsgeek HomeTheater.co.il

Italy Corriere della Sera Il Sole 24 ORE La Repubblica

Japan Asahi Broadcasting Corp. Asahi Shimbun Dempa Shimbun Daily Nikkei Business Publications

**Korea**Digital Times
Korea Broadcasting Corp.
Korea Times
Korea Harold

**Lithuania** Verslo Zinios LZS



Malaysia

New Straits Times Lowyat.NET

Mexico

Contenido El Universal Reforma Daily TV Azteca Mexico

Nepal

Kantipur Publication Access Incorporated

**Netherlands** 

**Focus** 

Hardware Magazine IDG Netherlands

**New Zealand** 

New Zealand Herald New Zealand PC World

Nicaragua

Computer Retailer Buyers Guide

**Nigeria** 

IT World International

Norway

Aftenposten Elektronikkbransjen NRK News

**Panama** 

REVISTA FUERZA G

Peru

Revista Business Empresarial Diario El Comercio

**Philippines** 

Film & Digital Times Philippine Daily Inquirer

Poland

IDG Poland Newsweek Rzeczpospolita **Portugal** 

Audio & Cinema em Casa Revolução Digital **Thailand** 

**Tunisia** 

Turkey

Turkev

Milliyet Daily

Sabah Daily News

Stuff Middle East

**United Kingdom** 

T3 Middle East

Financial Times

Trusted Reviews

HBO Latin America

Consumer Electronics

The Guardian

**BBC** 

PC Pro

Sky News Stuff Magazine

Time Out

Venezuela

Revista GP

**Vietnam** 

Vimobi

Magazine

Stuff Magazine

L'Economiste

Bangkok Post

Krungthep Turakij Stereo Magazine

Bloomberg Businessweek

**United Arab Emirates** 

Romania

Esquire Romania MTR Press

Russia

3DNews Echo of Moscow Russia 24

Saudi Arabia

Tech Pills Show

**Singapore** 

CBS Interactive Straits Times Singapore Press Holdings

Slovakia

PC REVUE

Slovenia

Joker

**South Africa** 

Popular Mechanics Gadget

Spain

Agencia EFE Engadget Expansion

Sweden

Digital Life ElektronikBranschen

Feber

**Switzerland** 

Radiotelevisione Svizzera Radio Télévision Suisse

Taiwan

Digitimes Economic Daily

International Trade BiWeekly

Next Magazine

Sources: Cision Broadcast Monitoring; 2012 International CES® Registration Reports



### **TOP RADIO OUTLETS**

News from the 2012 International CES was featured on the radio airways in top media markets across the United States.

<b>Albuquerque</b> Citadel Broadcasting JENNiRadio	KRLD-AM KWBU-FM	<b>Miami</b> Into Tomorrow KidsTech	<b>Salt Lake City</b> KSL-AM Simmons Media
	Denver		Group
<b>Atlanta</b> DistinctiveImpression	Computer Outlook KOA-AM	<b>Milwaukee</b> WGTD WJTI 1460-AM	<b>San Diego</b> KOGO-FM
Baltimore	Detroit		XTRA-FM
WBAL-AM Federal News Radio	WJR-AM	<b>Nashville</b> WLAC	Shutterbug Radio
1500AM	<b>Grants Pass</b> Entertainment Radio	WSM-AM	<b>San Francisco</b> KPOO
<b>Boise</b> Q2XR Radio	Network	<b>New York</b> ABC News Radio	San Jose
Boston	<b>Harrisburg</b> WXQA-FM	FOX News Radio NY Radio Source	Zoom Radio
Radio Ink		SiriusXM	Seattle
WROR-FM	Houston	WEMP-FM	KIRO-FM
WTKK-FM	KPPRC-AM		KNHC-FM
	KROI-FM	Orlando	KOMO-AM
Buffalo	High-Tech Texan	WDBO-AM	
WBEN-AM		WTKS-FM	St. Louis
	Las Vegas	BU 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	KMOX-AM
Chicago	KDWN-AM	Philadelphia	
WGN – AM	BSBVI	KYW-AM	Syracuse
	Caffeine	WMGK-FM	WSYR-AM
Cincinnati	CBS Radio	Phoenix	T
WLW-AM	KGZZ KLAV-AM	Fox Sports Arizona	<b>Tampa</b> Salem Communications
Cleveland	WTAN/WDCF	The Kim Komando Show	WGUL-AM
WJMI-AM	Little Rock	Weststar Talk Radio	Weekington DC
WTAM-AM	KKSP-FM	KNFF	Washington, DC NPR
Columbia	Las Assaulas	Sacramento	WTNT-AM
KRFU-AM	<b>Los Angeles</b> KCAA-AM	KFBK-AM	
	KCAA-AIVI KFWB-AM	Krdk-Alvi	
Columbus	KKSM-AM	St. Paul	
WLVQ-AM WTVN-AM	KLOS-FM	Marketplace Tech	
VVIVIN-AIVI	KRLA-AM	Report	
<b>Dallas/Ft. Worth</b> KHYI-KXEZ	KROQ KTLA	Northwestern Media	



### **WORLWIDE PRESS COVERAGE**

# MAJOR NAMES FROM FINANCIAL, RESEARCH AND INDUSTRY ANALYST FIRMS ATTEND 2012 INTERNATIONAL CES

The world's top financial, research and industry analyst firms attended the 2012 International CES. Prominent companies include:

Aberdeen Financial Services Intel Capital
ABI Research iSuppli Corp.

American Express Janus Capital Group

Andor Capital Management Jeffries & Co.
Avian Securities JPMorgan Chase

Bank of America Merrill Lynch

Bank of China

Macquarie Capital

Bank of Tokyo

Merrill Lynch

Barclays Capital Morgan Keegan Technology Group

BayStreet Research, LLC Morgan Stanley

BMO Capital Markets Nomura Securities International Inc.

BNP Paribas Oppenheimer & Co.
Canaccord Genuity Pacific Crest Securities

Capital World Investors

Caris & Co.

Piper Jaffray & Co.

Cavalry Asset Management

Charles Schwab

Citadel Investment Group

Citigroup Global Markets Inc.

Parks Associates

Piper Jaffray & Co.

Putnam Investments

RBC Capital Markets

Redpoint Ventures

ROTH Capital Partners

Collins Stewart SNL Kagan **Consumer Reports** Sterne Agee Cowen and Co., LLC Stifel Nicolaus Credit Suisse Strategy Analytics Deutsche Bank Securities Inc. The Capital Group Ernst & Young The NPD Group **Fidelity Investments** The Raine Group Forrester Research Thomson Reuters

Gartner TIAA-CREF

GE Capital Tudor Investment Corp.

GfK UBS Global Asset Management

Goldman Sachs

Valiant Capital Partners

Google Ventures

WEDBUSH Securities

Iconoculture Wellington Management Co., LLP

IDCWells Fargo Securities, LLCIMS ResearchWilliam Blair & Co., LLCIn-StatZiff Brothers Investments



### ABOUT THE CONSUMER ELECTRONICS ASSOCIATION (CEA)®

#### **INDUSTRY GROWTH 365 DAYS A YEAR**





The International CES is owned and produced by the Consumer Electronics Association (CEA)<sup>®</sup>. With more than four decades of history, the International CES reaches across markets, spans the globe and helps thousands of consumer electronics businesses grow and thrive each year.

CEA represents more than 2,200 corporate members involved in the design, development, manufacturing, distribution and integration of audio, video, mobile electronics, wireless and landline communications, information technology, home networking, multimedia and accessory products, as well as related services that are sold through consumer channels.

By reinvesting all proceeds from the International CES into industry services, including technical training and education, industry promotion, engineering standards development, market research and legislative advocacy, CEA contributes to the growth and excitement of the consumer technology industry.

CEA's membership includes manufacturers, retailers, installers, content distributors and representatives of the entire consumer electronics industry value chain. Members enjoy free access to an extensive body of industry research, representation on Capitol Hill, networking and mentoring opportunities, training and certification programs, free educational programming and more.

Visit CE.org to learn more about CEA programs and initiatives.





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