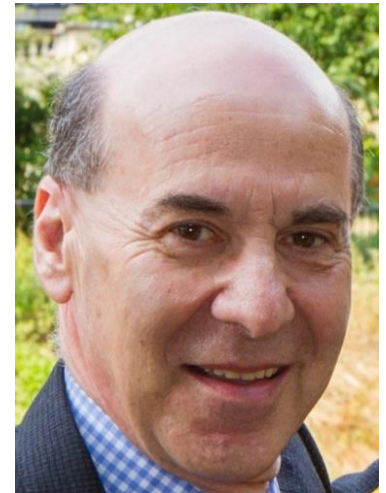


Lecture: Wednesday | June 5th, 2019 | 10:45 a.m. – 11:30 a.m.

Howard Klein

Former Development Director at Reed Exhibitions



Changing Ecosystem

Lecture Title:

“The Impact of M&A on the Exhibition Industry”

Content of the lecture:

Acquisitions have been a major feature of the exhibition industry for many years and continue to have a high profile. In this session, we will explore the reasons for such M&A activity and the continuing impact: for acquirers, the targets and other organisers as they strive to improve customer satisfaction.

CV of Howard Klein

An experienced business development professional with over 30 years of working within the trade-show industry in a variety of roles. Having gained an MBA at Henley (UK), Howard spent 7 years as Commercial Director for the International Sales Group in Reed Exhibitions, a worldwide role including a responsibility for agent management. He moved on to business development, which has since included a broad range of launches, acquisitions, partnerships and disposals, across a range of sectors and countries. He also has a variety of experience in strategy and general project management.

Having started in UK, but then gained a combined international experience of over 20 years, Howard has enjoyed the challenges of business, especially in BRIC/emerging markets.

An active member of the Executive Committee of UFI, the global association of the exhibition industry, for 6 years until early-2018. UFI Congress Moderator, St. Petersburg, Russia November 2018.